



Delaware Ave.

Baltimore Ave.

Cherokee Ave.

# Terrapin Valley

College Park, MD

EXCLUSIVE OFFERING  
4+ Acre Development  
Opportunity Zone

## Executive Summary

BridgeWater Real Estate Brokerage has been exclusively retained to market this 4.44 acre development opportunity in College Park, Maryland. The property consists of two commercial lots fronting Route 1, an adjacent house and additional residential land on Delaware Avenue. There is a road (48th avenue) between the commercial and residential portions that could be abandoned.

Today, the property is being used for lodging in three separate hotels; a Days Inn, a Howard Johnson and a Red Roof Inn. The owner does not wish to sell the property as operating hotels but as land for development. Potentially, an investor can convert one or all the existing buildings to apartments, however the layout and the location of the buildings may not allow for maximizing the yield of the entire land. Currently, there are two ingress and egress points from Route 1 and two from surrounding Cherokee and Delaware Avenues.

## Investment Highlights

- Multiple tax incentives
- Full block frontage
- Demand for studios, affordable and elderly units
- Friendly zoning

## Property Details

Address	Lot Size	Acres	Plat #	Zoning	Assessments		
					Land	Improvement	Total
9113 Baltimore Ave	98,236 sf	2.26	A-9115	MUI	\$1,630,700	\$2,096,100	\$3,726,800
9137 Baltimore Ave	67,949 sf	1.56	E-2309	MUI	\$2,357,600	\$6,062,200	\$8,419,800
<b>Total Commercial</b>	<b>166,185 sf</b>	<b>3.82</b>			<b>\$3,988,300</b>	<b>\$8,158,300</b>	<b>\$12,146,600</b>
Dedication 48th St (40X190)	7,600 sf	0.17	A-0664	Residential			
4801 Delaware Ave	8,090 sf	0.19	A-0664	Residential	\$100,400	\$208,800	\$309,200
4801 - Additional lot	11,229 sf	0.26	A-0664	Residential	\$11,300		\$11,300
<b>Total Residential</b>	<b>26,919 sf</b>	<b>0.62</b>			<b>\$111,700</b>	<b>\$208,800</b>	<b>\$320,500</b>
<b>Total Size</b>	<b>193,104 sf</b>	<b>4.44</b>			<b>\$4,100,000</b>	<b>\$8,367,100</b>	<b>\$12,467,100</b>

## Terrapin Valley Plans:

The approved plan for the City encourages mixed use developments along Route 1 with an emphasis on housing. Judging by similar sites in this section of College Park, we assume this site can accommodate 400-450 units of apartments and 15,000-20,000 square feet of retail. The vision for properties along this portion of Route 1 including this site is for mandatory shop frontage and build to line 0 feet, creating a walkable node.

The city hopes to see a senior housing or IL/AL component in this development to satisfy the neighbors. The large amount of development has increased traffic and caused overcapacity in schools. All residential developments will be subject to a \$7,000 per unit impact fee for school, except for studios and efficiencies. There is also an opportunity to ask for an exemption on 1-bedroom units as well.

Camden College Park



Monument Village at College Park



## Terrapin Valley Highlights:

- The site spans the entire length of the block on Baltimore Avenue providing easy access from both adjacent side streets, Cherokee and Delaware
- New traffic light at corner of Cherokee and Baltimore providing easy access on the busy Baltimore Ave
- The site slopes down 20 feet from its frontage on Baltimore Ave providing extra parking and access due to the mandatory shop frontage
- Large footprint welcomes a grocery retail anchor
- Opportunity Zone, Qualified Census Tract, Revitalization Tax Credit (City of College Park)

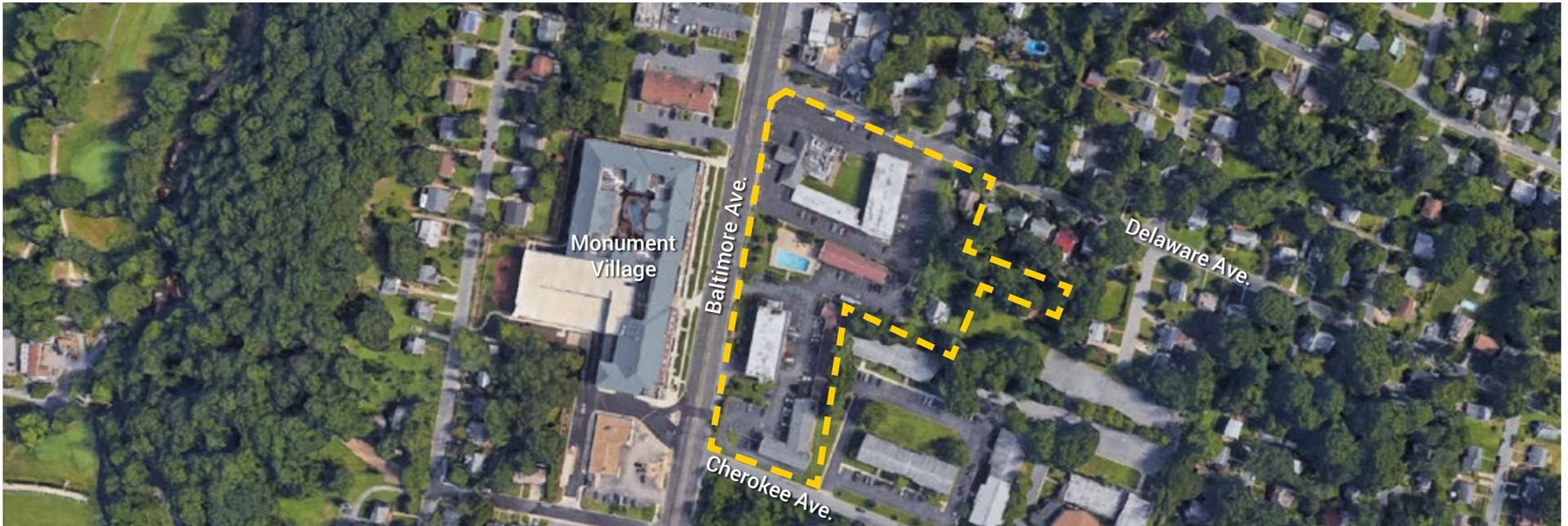
## Zoning

The property has MUI zoning. MUI stands for Mixed Use Infill, the same zoning that is prevalent along Route 1. Our MUI zoning is governed by the Development District Overlay. MUI Zoning is a bit confusing and draws some of its rules from other zones such as C-S-C. The zone does not provide an F.A.R. but rather allows the developer to utilize the land efficiently and fit buildings with the set-back and heights for the subarea in which the property is located. Since the property is within a “walkable node”, the height limit is 6 floors (raised basements do not count). The allowable dwelling per unit in this zone is 48 unless the property is developed as a mixed use which would allow a higher density. If the development is mixed use (i.e. residential and commercial) then it is

possible to increase your density, the only limit being the 6 story height limit without requesting a waiver from the Planning Board.

Recently, there has been a rewrite to simplify the zoning codes in Prince George’s County. There will be no MUI Zone or Overlays but the new laws will not take effect until later than 2020. Until then, any development would have to follow the existing guidelines.

Since both Boulevard at 9091 and Monument Village were approved prior to the 2011 plans, they were both designed with 4 floors, however both have asked and received permission to go to 5 floors.



**IRG analyzed all properties that are over 50 units in a two mile radius. We chose a two mile radius because any further and you start picking up the properties in Hyattsville and Adelphi which we find to be a different market.**

**Market Rate Study:**

The average price per square foot is \$1.87. The three newest properties are receiving a premium of almost \$2.20 per sf. They are Domain College Park managed by UDR built in 2014, Monument Village at College Park managed by Monument Realty built in 2016 and Verde at Greenbelt Station managed by Donaldson. Verde at Greenbelt Station delivered in 2016. Aloy by Alta will not start moving in tenants until June 2019.

**Studio Apartments Study:**

According to Yardi Matrix, within a 1.5 mile radius from the property there are 16 properties totaling 4,712 units. Of these, there are only 379 studios, and of those, there are only 52 studios on Rt. 1 inside the beltway. The only studios that are not furnished purpose-built student housing are 229 units at Seven Springs and 52 at Monument Village at College Park across the street.

**Monument Village:** Current studio vacancy is 8.6% as opposed to the 1-Bedroom vacancy of 12.5%. Further, the current asking rents of 1-Br prices are on average about **\$100 cheaper than the Studio** asking rent.

**Seven Springs:** Seven Springs only has two out of 229 studios available. Current Studio vacancy is 0.87% compared to the 1-Bedroom vacancy of 10.6% compared to the 2-Bedroom vacancy of 3.4%. Further, management is currently only offering concessions of one month free rent for Studios compared to two months free rent for their 1 and 2-Br units.

**Affordable Housing Study:**

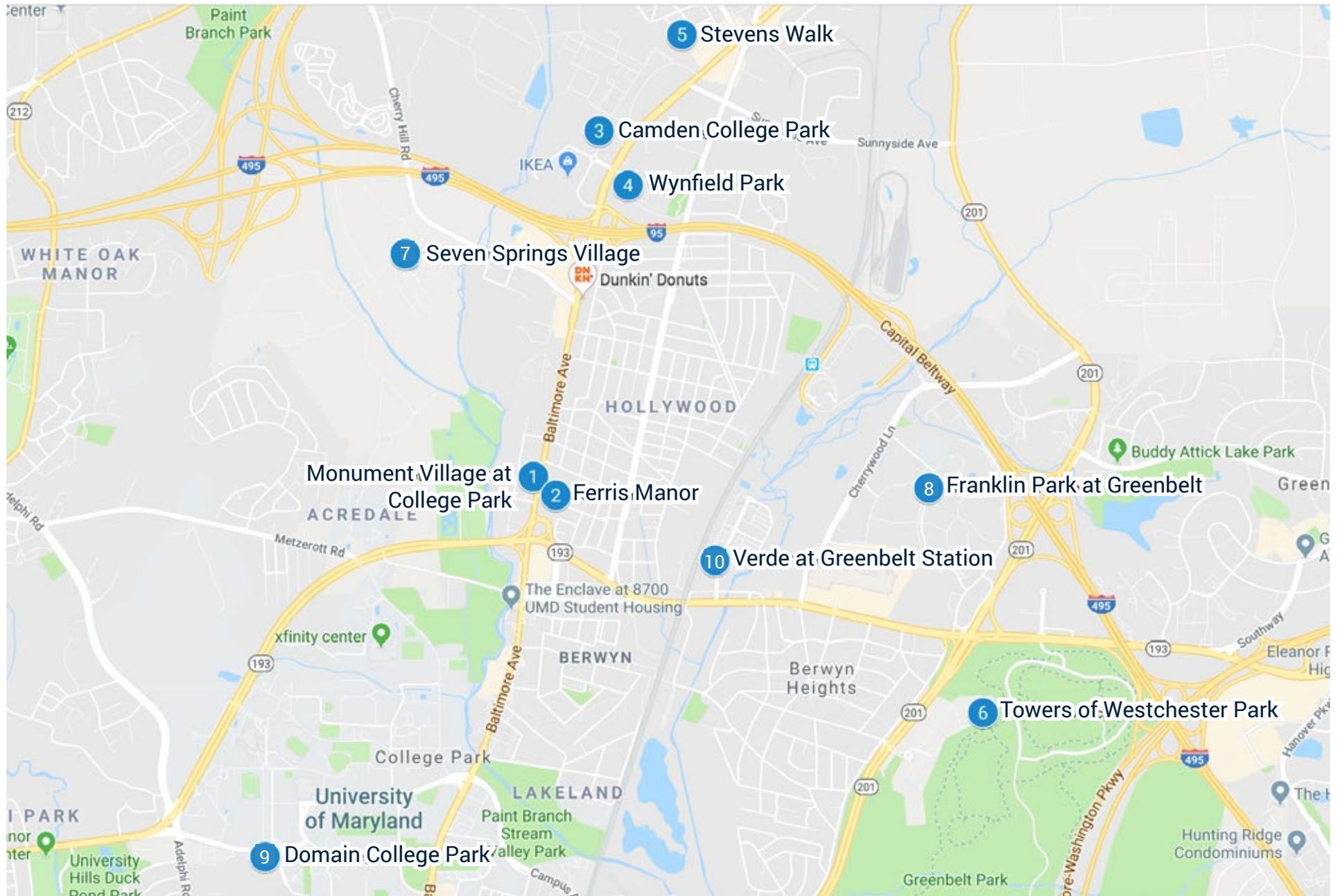
There are only two affordable housing communities within 2.5 miles of the site, Spellman House and Alden-Berkley Townhomes, both owned and operated by Leon N Weiner & Associates, Inc. The next closest projects are in Hyattsville and Silver Spring. The 140 affordable housing units in Spellman House consist of 14 units reserved for the disabled and 126 units reserved for tenants over 62 years old and they have closed their waiting list at 180 tenants. The 56 affordable units in the Alden-Berkley Townhomes are mostly 3-bedroom units for families with a closed waiting list of 220 tenants. As per an interview with management, there are no section 8 tenants in either of the two projects. There are only 196 affordable units in College Park with a closed waiting list of 400 tenants.

	Spellman House	Alden-Berkley Townhomes
<b>Address</b>	4711 Berwyn House Rd	4954 Lakeland Road
<b>Distance (direct)</b>	0.9 miles	0.9
<b>Units</b>	140	56
<b>% leased</b>	100%	100%
<b>Affordability</b>	LIHTC & HUD	LIHTC & HUD
<b>Age Restricted</b>	126 units for 62+ age	No
<b>AMI</b>	\$41,050 Income Limit	60%, 40-50%
<b>Waiting List</b>	180 on wait list, closed	220 on wait list, closed
<b>Unit Mix</b>	140 1Br, 584 SF each	Mostly 3 Brs

**Affordable Housing Development study:**

Developing any affordable housing project gives you a unique captured audience. According to Yardi Matrix, there are zero affordable housing development projects in the pipeline in a 3-mile radius. The only project within a 4-mile radius is an 80-unit project by Pennrose called Vansville

# Rent Comparables Map



# Rent Comparables

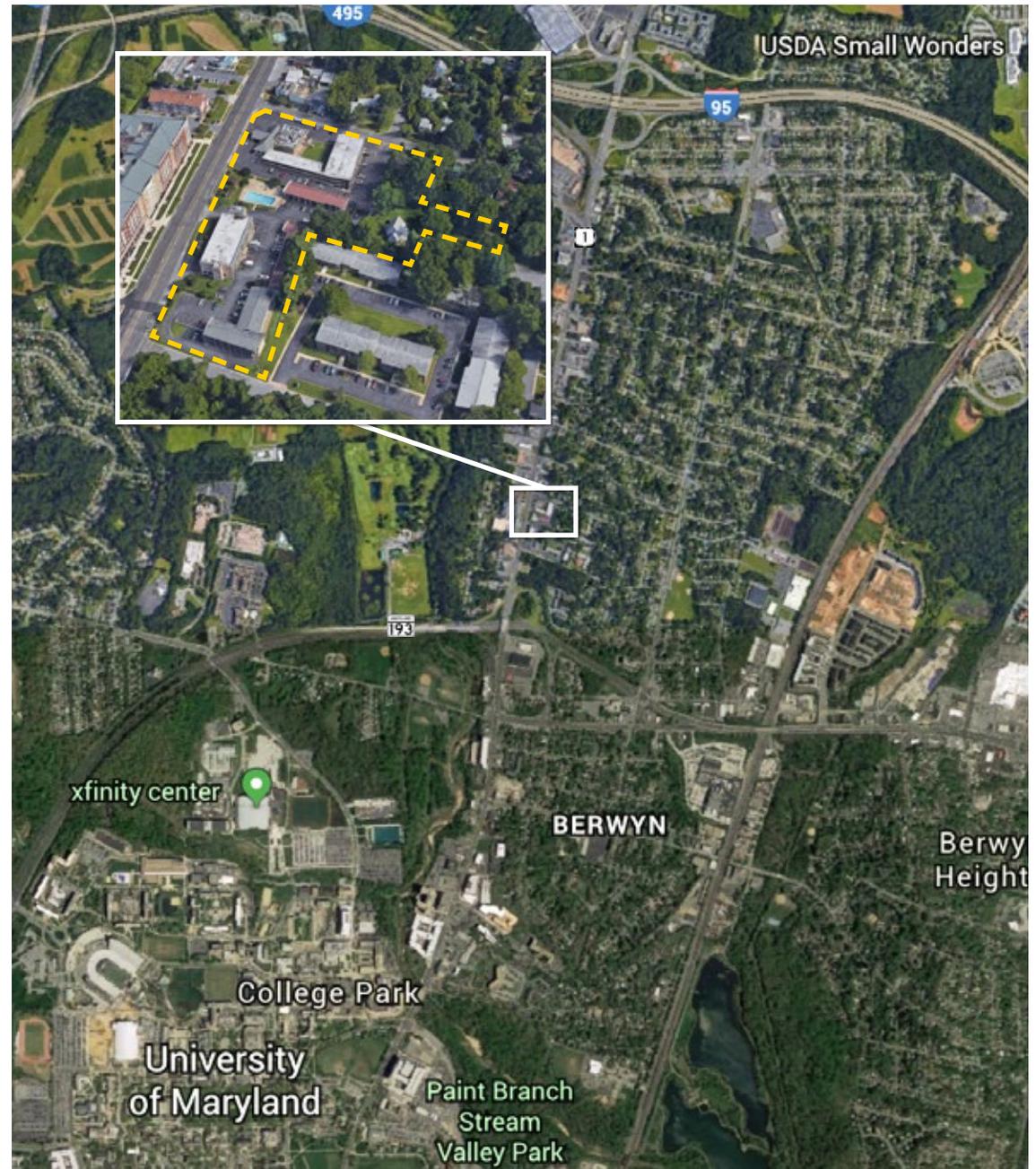
	Monument Village	Ferris Manor	Camden College Park	Wynfield Park	Stevens Walk	Towers of Westchester Park	Seven Springs Village	Franklin Park at Greenbelt Station	Domain College Park	Verde at Greenbelt Station	College Park
Address	9122 Baltimore Ave	4706 Cherokee Str	9600 Milestone Way	10209 Baltimore Ave	10407 46th Ave	6200 Westchester Park Dr	9348 Cherry Hill Rd	9230 Springhill Ln	3711 Campus Dr	3711 Campus Dr	<b>Totals and Averages</b>
Distance away	Across Street	Adjacent	1.3 miles	1.19 miles	1.78 miles	1.91 miles	0.99 miles	1.68 miles	1.68 miles	0.76 miles	
No. of Units	235	60	508	300	64	303	985	2,877	256	302	<b>5,890</b>
Year Built	2016	1965	2005	1998	1940	1974	1969	1964	2014	2017	<b>1996</b>
Avg. Unit Size	899	823	942	936	950	1,105	796	1,024	1,061		<b>936</b>
Avg. \$ / SF	\$2.20	\$1.44	\$1.95	\$1.90	\$1.61	\$1.57	\$2.14	\$1.51	\$2.17	\$2.19	<b>\$1.87</b>
Avg. Occupancy	90.60%	100%	97.40%	98%	89.10%	97.40%	92.40%	94.20%	98.40%	89.90%	<b>94.74%</b>
STYLE	Studio	Studio	Studio	Studio	Studio	Studio	Studio	Studio	Studio	Studio	<b>Studio</b>
Units	58		29			30	229				<b>346</b>
Size	677	Not	665	Not	Not	530	494	Not	Not	Not	<b>592</b>
Rent	\$1,794	Applicable	\$1,304	Applicable	Applicable	\$1,346	\$1,266	Applicable	Applicable	Applicable	<b>\$1,427.50</b>
\$ / SF	\$2.65		\$1.96			\$2.54	\$2.56				<b>\$2.43</b>
STYLE	1 Br 1 Bath	1 Br 1 Bath	1 Br 1 Bath	1 Br 1 Bath	1 Br 1 Bath	1 Br 1 Bath	1 Br 1 Bath	1 Br 1 Bath	1 Br 1 Bath	1 Br 1 Bath	<b>1 Br 1 Bath</b>
Units	56	13	248	113	12	124	66	557	100	150	<b>1,439</b>
Size	801	776	758	719	850	887	678	782	829	701 - 1001	<b>787</b>
Rent	\$1,668	\$1,244	\$1,651	\$1,543	\$1,397	\$1,251	\$1,600	\$1,289	\$1,842	\$1,650 - \$1,950	<b>\$1,498.33</b>
\$ / SF	\$2.08	\$1.60	\$2.18	\$2.15	\$1.64	\$1.41	\$2.36	\$1.65	\$2.22	\$2.35 - \$1.94	<b>\$1.92</b>
STYLE	2 Br 1 Bath	2 Br 1 Bath	2 Br 1 Bath	2 Br 1 Bath	2 Br 1 Bath	2 Br 1 Bath	2 Br 1 Bath	2 Br 1 Bath	2 Br 1 Bathw	2 Br 1 Bath	<b>2 Br 1 Bath</b>
Units	60	24		64	46		324	481			<b>999</b>
Size	916	830	Not	897	950	Not	853	993	Not	Not	<b>907</b>
Rent	\$1,885	\$1,291	Applicable	\$1,785	\$1,503	Applicable	\$1,645	\$1,479	Applicable	Applicable	<b>\$1,598.00</b>
\$ / SF	\$2.06	\$1.56		\$1.99	\$1.58		\$1.93	\$1.49			<b>\$1.77</b>
STYLE	2 Br 2 Bath	2 Br 2 Bath	2 Br 2 Bath	2 Br 2 Bath	2 Br 2 Bath	2 Br 2 Bath	2 Br 2 Bath	2 Br 2 Bath	2 Br 2 Bath	2 Br 2 Bath	<b>2 Br 2 Bath</b>
Units	53		149	107		103	318	498	135	151	<b>1,363</b>
Size	1,206	Not	1,185	1,134	Not	1,304	938	1,160	1,209	1,079 - 1,488	<b>1,162</b>
Rent	\$2,398	Applicable	\$2,009	\$2,005	Applicable	\$1,565	\$1,719	\$1,546	\$2,556	\$2,100 - \$2,500	<b>\$1,971.14</b>
\$ / SF	\$1.99		\$1.70	\$1.77		\$1.20	\$1.83	\$1.33	\$2.11	\$1.95 - \$1.68	<b>\$1.70</b>
STYLE	3 Br 2 Ba	3 Br 2 Ba	3 Br 2 Ba	3 Br 2 Ba	3 Br 2 Ba	3 Br 2 Ba	3 Br 2 Ba	3 Br 2 Ba	3 Br 2 Ba	3 Br 2 Ba	<b>3 Br 2 Ba</b>
Units		1		16		46	24	191			<b>278</b>
Size	Not	1,500	Not	1,313	Not	1,618	1,102	1,335	Not	Not	<b>1,374</b>
Rent	Applicable	\$1,756	Applicable	\$2,188	Applicable	\$1,825	\$2,221	\$2,072	Applicable	Applicable	<b>\$2,012.40</b>
\$ / SF		\$1.17		\$1.67		\$1.13	\$2.02	\$1.55			<b>\$1.51</b>

## Tax Incentives

- Opportunity Zone
- Revitalization tax credit (City of College Park)
- QCT

The property is located in an Opportunity Zone. The property's location within a Qualified Census Tract (QCT) could result in up to a 30 percent increase in the amount of Low Income Housing Tax Credits (LIHTC) and equity for a redevelopment using LIHTC. Recently, the City has reauthorized revitalization tax credits which will benefit this property. One of the provisions is to provide property tax reduction for the redevelopment of hotels with outside rooms, just like this property.

Visit: <http://idealrealty.listinglab.com/terrapinvalley> for more details



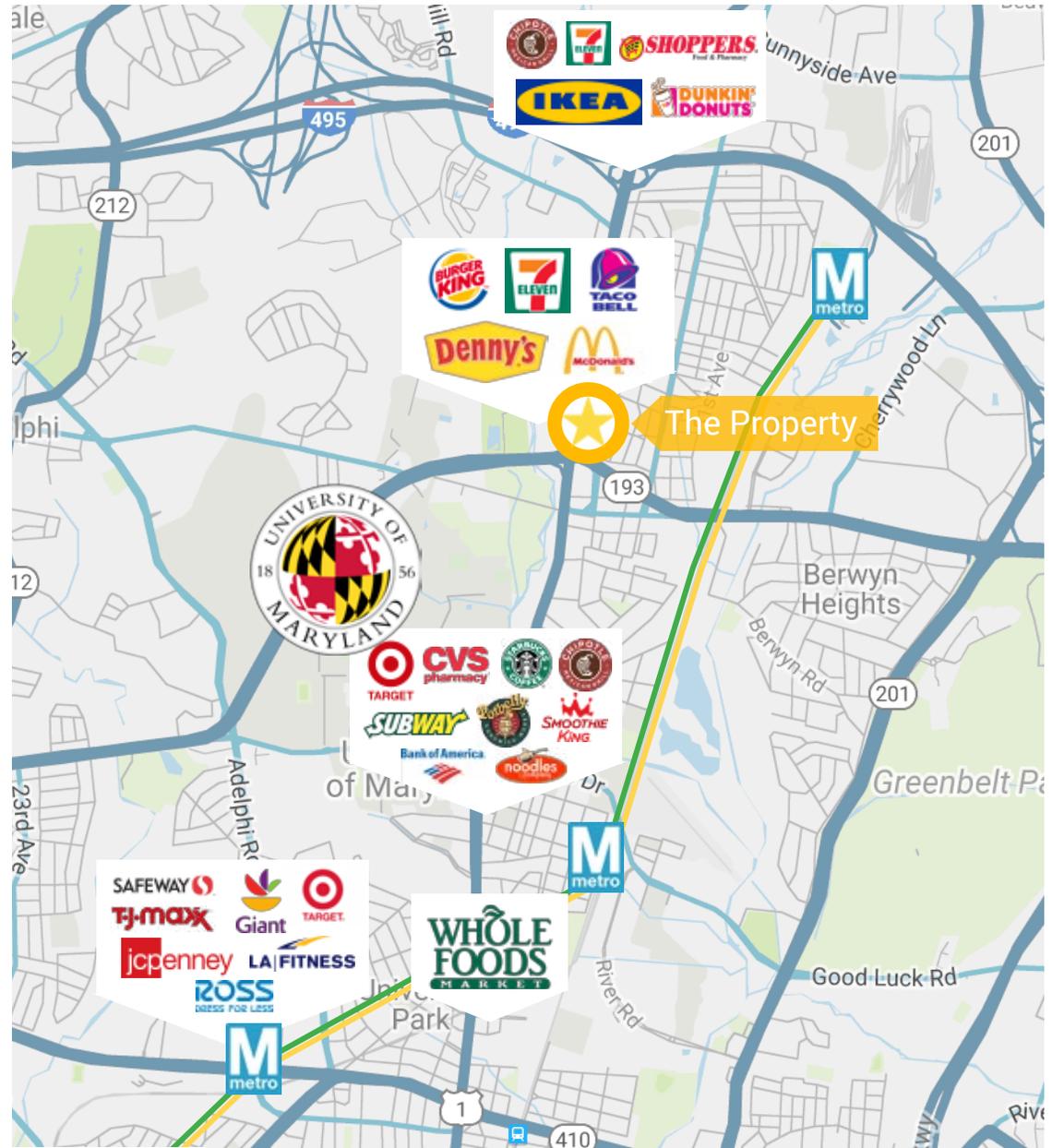
## The Market

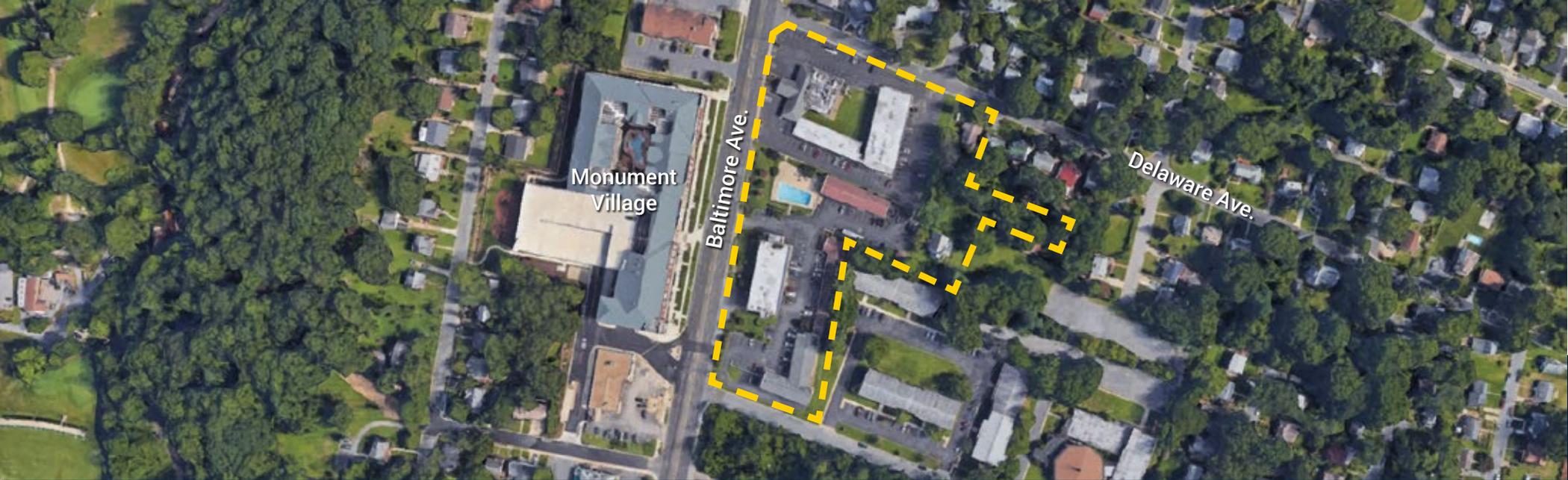
### Why College Park

College Park is home to the University of Maryland that has about 41,000 students. There is a total of 977 businesses in College Park, mostly involved in educational services, with hospitality and retail trade being the next most popular. Large employers besides the University are National Oceanic and Atmospheric Administration (NOAA), Food and Drug Administration (FDA), National Archives, and the American Center for Physics. University of Maryland employs 14,341. 4,646 are employed in a faculty capacity, 5,586 in a staff capacity, and 4,109 in a graduate assistant capacity (hourly employees are excluded).

### Mass Transit

College Park is home to transit stops for the MARC train and Metro systems – including 3 future Purple Line stops. It is also in proximity of three international airports: Ronald Reagan Washington National Airport, Dulles International Airport and Baltimore/Washington International Thurgood Marshall Airport all sit within 40 miles of the city. The property is equidistant from both Greenbelt and College Park Metro Stations.





**Adam Stein, HCCP**  
*Managing Partner*  
202-603-5587  
astein@bwreb.com



**Tim Sabet, HCCP**  
*Managing Partner*  
202-603-5587  
astein@bwreb.com

**Nancy Neely**  
*Broker of Record*

