



Tysons Corner Market Analysis

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June 2007

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Introduction

Tysons Corner, as part of the thriving Washington region, has enjoyed outstanding economic success during the past three decades. As Northern Virginia has grown and matured into a housing and employment powerhouse, Tysons Corner has emerged as a key employment and retail center. The community is extremely well-positioned at the intersection of I-495 and major highways to enjoy geographic access to the District of Columbia and Dulles Airport.

Tysons locational advantages have created one of the most dynamic commercial centers in the U.S., creating its prototype status as an edge city by a widely-read publication, *Edge City: Life on the New Frontier* (Joel Garreau, 1991). Garreau and other urban theoreticians considered edge cities to be automobile-dependent, and predicted that edge cities would one day face the challenge of converting to transit-oriented, pedestrian-friendly, fully functioning cities.

The Tysons Corner community is now embarking on a planning process to accommodate the introduction of the Metro transit system into its development future. This process, which will consider changes in the traffic and development patterns of the area, offers the opportunity to plan for a future Tysons Corner with a mix of additional employment, housing, and other structures to “take it to the next level.”

Purpose of Market Analysis

This Market Analysis explores the area’s past demographic, economic, and real estate market trends as well as future forecasts of the region in order to estimate the range of future market-supportable development in Tysons Corner. This complex undertaking is made more challenging by the ebbs and flows of many macro-economic factors which impact Tysons Corner, including the region’s economic outlook, competing urban and suburban centers throughout the region, and the push to add substantial new housing stock to Tysons relatively small residential base.

In addition to analyzing market factors, the planning process by definition must formulate and test scenarios that go beyond traditional estimates of market support. Those visions of Tysons’ development tend to describe build-out capacity, which is related to land supply and density rather than predictable market trends during a fixed time frame such as from 2005 to 2030, based on currently available projections for the region’s growth. This report seeks to identify estimates that may take Tysons beyond discernable market trends, “pushing the envelope” in order to plan for future build-out.

The following chapters profile recent demographic and economic trends in the Washington region, describe Tysons Corner’s role within the region, examine current real estate market conditions, and assess future market demand for office, residential, local-serving retail, hotel, and institutional uses in Tysons Corner.

Economic and Demographic Trends

This chapter profiles the Washington region, Tysons Corner's role within the regional economy, and local demographic and economic trends. In order to fully describe emerging and comparative trends in Tysons Corner, the following analysis includes comparison data for Fairfax County and the Washington Metropolitan region.

It should be noted that data described in this chapter have been drawn from a variety of sources, including both published U.S. Census data, the Metropolitan Washington Council of Governments, private data vendors, and BAE primary research. In some cases, the geographic definition of an area described by certain data may vary slightly from other data sources; these variances are noted herein.

It should also be noted that Tysons Corner is defined by the U.S. as a Census Data Place (CDP), a U.S. Census term used to demarcate an unincorporated urbanized settlement. Moreover, the Tysons Corner CDP differs slightly from the Study Area defined for planning purposes. While the Study Area's boundaries often follow mid-block property lines in locations where business parks abut residential or other land uses, the Census Blocks comprising the CDP include the residential properties. Since Census data is reported by Block at the smallest geographic unit available to approximate the Study Area, Census data at the Block level was used herein, and as such, includes more residential units than the Study Area itself. Appendix A illustrates these slightly differing boundaries.

Regional Overview

The Washington region has recently experienced strong economic growth, resulting from a mix of factors including national and international economic expansion, increased federal procurement captured within the region, advances in numerous technology sectors, and population growth.

The Washington regional economy demonstrates remarkable diversity and vitality, especially in leading technology sectors. For example, according to the Greater Washington Initiative (a regional economic development organization), the Washington region lead the U.S. in job growth between 2000 and 2005, adding 270,000 jobs. In 2005, the region contained 54 local companies with market capitalization over \$1 billion, captured \$52.6 billion of federal government purchases (2004), employed 19,000 public-sector and 14,000 private-sector bio-science workers, and had the highest percentage of adults with advanced degrees of any region in the U.S. (19 percent of the region's adults).

The Greater Washington Initiative attributes much of this strength in job growth to federal government spending, including in the region's bioscience and information technology sectors. According to an industry study entitled *Information Technology, Communications and New Media in Greater Washington* (Greater Washington Initiative, April 2005), "thanks to a record infusion of federal technology dollars, Greater Washington leads all other major metropolitan areas in the number of employees in the fastest-

growing technology occupations¹.” Similar studies of the bio-science sectors indicate a corresponding boost from federal spending on bio-science research.

Despite this economic strength, the region experienced a decline in certain industry sectors between 2001 and 2005, echoing the drop in employment throughout other technology regions of the U.S. Table 1 below shows the Metropolitan Washington Council of Government’s estimates of employment between 2001 and 2005 by North American Industrial Classification (NAIC) categories, based on Labor Market Information obtained by each reporting state agency from the Bureau of Labor Statistics.

As shown, while overall employment grew by more than 121,400 jobs (4.7 percent increase for the period), the Information sector lost almost 31,000 jobs and Manufacturing lost another 10,500 jobs. These job losses were offset by substantial increases in Professional and Business Services, Education and Health Services, Construction, Leisure and Hospitality, and the Federal Government. At the end of 2005, the region’s largest sectors were Professional and Business Services; Trade, Transportation, and Utilities; and the Federal Government. In total these three largest sectors accounted for just under half of all employment in the region.

Table 1: Employment in the Region, 2001 - 2005

Washington DC-MD-VA Metropolitan Statistical Area (MSA) 2001 - 2005

(excludes military, self-employed, unclassified)

	2001	2005	Change	% Change	% in 2005
Professional & Business Services	558,579	611,099	52,520	9.4%	22.5%
Trade, Transportation, & Utilities	361,180	366,652	5,472	1.5%	13.5%
Federal Government	324,842	336,969	12,127	3.7%	12.4%
Educational and Health Services	256,776	275,852	19,076	7.4%	10.2%
Leisure & Hospitality	209,201	233,742	24,541	11.7%	8.6%
Local Government	178,235	195,221	16,986	9.5%	7.2%
Construction	152,561	168,598	16,037	10.5%	6.2%
Financial Activities	143,313	153,396	10,083	7.0%	5.7%
Other Services	138,789	145,617	6,828	4.9%	5.4%
Information	128,118	97,224	(30,894)	-24.1%	3.6%
State Government	68,510	67,353	(1,157)	-1.7%	2.5%
Manufacturing	70,083	59,622	(10,461)	-14.9%	2.2%
Natural Resources & Mining	1,406	1,671	265	18.8%	0.1%
Total	2,591,593	2,713,016	121,423	4.7%	100.0%

Sources: Metropolitan Washington COG, 2006; BAE 2007.

¹ Page 3.

A more recent set of economic indicators which profile the regional economy, prepared by George Mason University's Center for Regional Economic Analysis, is summarized below in Table 2. As shown, in the past year, the Washington region experienced strong growth in its labor force, while a corresponding growth in the number of jobs resulted in a steady and relatively low unemployment rate of 2.9 percent. While jobs in Manufacturing, Federal Government, and Transportation/Utilities remained flat or declined slightly, substantial growth in Services (both business and personal) as well as Wholesale and Retail Trade meant that total jobs increased by 2.4 percent during the one year period. Due to the categorization of this data set, George Mason University's Center for Regional Economic Analysis attributes much of the job growth to increased federal procurement and increased capture of those procurement dollars within the region, including spending in the homeland security and information sectors.

Table 2: Recent Washington Region Economic Trends 2005 - 2006

(All jobs shown in 1,000s)

	Dec 2006		
	Preliminary	Dec 2005	Change
Washington Area Labor Force (a)			
Total Labor Force	2,973.70	2,895.70	2.7%
Employed Labor Force	2,888.10	2,811.50	2.7%
Unemployed Labor Force	85.6	84.2	1.7%
Unemployment Rate	2.90%	2.90%	--
Washington Area Wage and Salary Employment (a)			
Construction	194.2	191.9	1.2%
Manufacturing	64.6	64.8	-0.3%
Transportation & Public Utilities	66.7	66.7	0.0%
Wholesale & Retail Trade	370.3	359.3	3.1%
Services	1,707.90	1,650.50	3.5%
State Government	301	298.8	0.7%
Federal Government	339	341	-0.6%
Total	3,042.80	2,971.60	2.4%

a) Unadjusted data

b) Seasonally adjusted constant (1987) dollars

Sources: George Mason University Center for Regional Economic Analysis, BAE, 2007.

Subarea Employment Estimates

Table 3 below provides an overview of recent employment trends and future forecasts from a geographic perspective within the region. As shown, although overall job growth was 4.6 percent from 2001 through 2005, the rate of growth varied by subarea. The District of Columbia grew slightly more slowly than the region overall, while the Virginia suburbs outpaced the region at 5.8 percent job growth. Within the Virginia suburbs, however, Fairfax County showed a more moderate growth of 3.0 percent.

Forecasts for future growth developed by the Metropolitan Washington COG (also shown in Table 3 below) indicate that overall regional employment is expected to grow by more than 56 percent between 2005 and 2030, although again at different rates within subareas. The District is projected to grow by 26 percent, while Maryland, and Virginia suburbs will grow more rapidly, with Fairfax County expected to add 285,200 jobs in the 25 year period (an increase of 51.0 percent). Despite these strong rates of growth, the eventual share of total jobs in Fairfax County is expected to drop slightly, from 20.6 percent in 2005 to 19.9 percent by 2030, due to even faster rates of growth in other subareas.

The Metropolitan Washington COG's forecasts also include an interesting breakdown showing the shift from urban to suburban employment centers. This type of analysis is key to illustrate long-term trends in the region, where outer areas tend to grow at a faster rate and gain in overall share of the region. As shown on Table 3, the "Central Jurisdictions" (consisting of the District, Arlington County, and the City of Alexandria) will reduce their share of total jobs by 2030, the "Inner Suburbs" (including Fairfax County) will remain relatively stable in share, and the "Outer Suburbs" will increase their share of the region's total jobs.

The COG estimates population growth from 2001 through 2030 for subareas within the region. As shown on Table 3, the COG estimates that the District of Columbia lost 3.7 percent of its population between 2001 and 2005, but will retain its 2005 share of the region in 2030 by adding 183,300 people in the next 25 years. While the Virginia Suburbs grew rapidly between 2001 and 2005 and will continue to do so through 2030, Fairfax County is expected to slow its rate of growth to less than the region overall. This shift of population growth to other portions of the Virginia Suburbs, particularly outer counties, means that by 2030 Fairfax County would have a slightly smaller share of the region's total population.

Table 3: Washington Region Jobs and Population - Trends and Future Forecasts 2001 - 2030

Jobs	Change % of Total				Forecast Change % of Total		
	2001	2005	2001-2005	In 2005	2030	2005-2030	In 2030
District of Columbia	653,600	681,800	4.3%	25.1%	860,000	26.1%	20.3%
Maryland Suburbs	889,500	919,600	3.4%	33.9%	1,486,600	61.7%	35.1%
Virginia Suburbs	1,051,400	1,112,500	5.8%	41.0%	1,890,300	69.9%	44.6%
<i>Fairfax County</i>	<i>543,200</i>	<i>559,400</i>	<i>3.0%</i>	<i>20.6%</i>	<i>844,600</i>	<i>51.0%</i>	<i>19.9%</i>
MSA Total	2,594,500	2,713,900	4.6%	100.0%	4,236,900	56.1%	100.0%
Central Jurisdictions (a)	904,200	924,600	2.3%	34.1%	1,283,700	38.8%	30.3%
Inner Suburbs (b)	1,329,500	1,364,700	2.6%	50.3%	2,118,900	55.3%	50.0%
Outer Suburbs (c)	360,900	424,600	17.7%	15.6%	834,300	96.5%	19.7%
Population							
District of Columbia	571,800	550,500	-3.7%	11.1%	733,800	33.3%	11.1%
Maryland Suburbs	2,119,300	2,242,200	5.8%	45.1%	2,794,300	24.6%	42.3%
Virginia Suburbs	1,963,600	2,174,600	10.7%	43.8%	3,083,200	41.8%	46.6%
<i>Fairfax County</i>	<i>984,400</i>	<i>1,041,200</i>	<i>5.8%</i>	<i>21.0%</i>	<i>1,330,900</i>	<i>27.8%</i>	<i>20.1%</i>
MSA Total	4,654,700	4,967,300	6.7%	100.0%	6,611,300	33.1%	100.0%
Central Jurisdictions (a)	894,500	885,800	-1.0%	17.8%	1,152,800	30.1%	17.4%
Inner Suburbs (b)	2,728,300	2,869,000	5.2%	57.8%	3,521,800	22.8%	53.3%
Outer Suburbs (c)	1,031,900	1,212,500	17.5%	24.4%	1,936,700	59.7%	29.3%

a) Central Jurisdictions defined as District of Columbia, Arlington County, and City of Alexandria.

b) Inner Suburbs defined as Montgomery County, Prince George's County, Fairfax County, and the Cities of Fairfax and Falls Church.

c) Outer Suburbs defined as the Counties of Calvert, Charles, Frederick, Loudoun, Prince William, and Stafford, and the cities of Manassas and Manassas Park.

Sources: *Economic Trends, in Metropolitan Washington 2001 - 2005*, Metropolitan Washington COG; BAE 2007.

In summary, these past trends and future forecasts combine to paint a picture of a continuing strong economy for the region in the long term, albeit with shifts of population and jobs between the urban core, the Inner Suburbs (including Tysons Corner) and the outlying counties. The introduction of transit to Tysons Corner, and the potential densification facilitated by resulting increased access could shift anticipated trends and change these forecasts by subarea. The following chapter delves more deeply into Tysons Corner economic and demographic trends, as well as its recent real estate market performance, to develop scenarios of growth related to transit-oriented development.

Tysons Corner Economic and Demographic Trends

Economic Trends

Tysons Corner serves as one of the Washington region's major employment centers. As shown on Table 4 below, Tysons Corner contained approximately 65,500 jobs according to the 2000 Census, representing 13.1 percent of total Fairfax County employment and 2.6 percent of the region.

Tysons Corner has a distinct mix of jobs matching its physical development pattern and major employers (see next chapter for real estate information). In 2000, Tysons had a high concentration of jobs in the Professional/Management sector, with almost 39 percent of employment in this category compared to just 18 percent in the region. Other employment sectors with high concentrations in Tysons included Information, FIRE (Finance, Insurance, Real Estate), and Retail. All of these sectors far exceeded the region's proportions, underscoring the "white collar" character of Tysons' major employers including the headquarters of numerous financial, information, and professional firms. It should be noted, however, that the Information category likely has decreased since 2000 in Tysons Corner, following the decline of "dotcoms" and related businesses; more recent data for the Washington Metropolitan Statistical Area (MSA) from the COG show a decline to 128,000 jobs by 2001 in this sector, and a continued decline to 97,200 jobs by 2005².

In marked contrast, Tysons Corner's employment base in 2000 had relatively low concentrations of Education/Health/Social Services and Public Administration compared to the region. Particularly notable was Tysons lack of public administration employment, with just 1,070 jobs (1.6 percent of total Tysons jobs), contrasted with the region's concentration of over 13 percent of all employment in this sector. These industry sectors, generally related to federal government operations, have formed the traditional backbone of the region's economy. Even in Northern Virginia, outside the District itself, these sectors play a strong role; for example, these industries supplied nearly one quarter of all jobs in Fairfax County and half of those in Arlington County, home to numerous federal office complexes including the Pentagon.

² Data specifically for Tysons Corner jobs by NAIC industry sector were not available for this report. Use of a consistent data source such as the 2000 Census allows comparison with other geographies and the delineation of relationships and areas of concentration, even if the actual job count in Tysons may differ depending on study area or other boundaries drawn.

Table 4: Jobs by Industry and Place of Work, 2000*(excludes military and self-employment)*

	Tysons Corner		Fairfax County		Region	
	Jobs	% of Total	Jobs	% of Total	Jobs	% of Total
Professional, Scientific, Mgt. & Admin	25,220	38.5%	116,844	23.3%	438,850	17.7%
Information	8,760	13.4%	45,435	9.1%	150,880	6.1%
Finance, Insurance, Real Estate	8,450	12.9%	37,857	7.5%	173,070	7.0%
Retail Trade	7,735	11.8%	49,631	9.9%	219,550	8.8%
Arts, Entertainment, Rec, Lodging, Food Services	3,875	5.9%	29,031	5.8%	166,040	6.7%
Manufacturing	2,505	3.8%	21,856	4.4%	101,110	4.1%
Construction	2,205	3.4%	33,710	6.7%	163,930	6.6%
Educational, Health, Social Services	2,120	3.2%	74,438	14.8%	412,595	16.6%
Other Services (except public administration)	1,945	3.0%	25,593	5.1%	164,440	6.6%
Public Administration	1,070	1.6%	37,294	7.4%	331,660	13.3%
Wholesale Trade	995	1.5%	10,553	2.1%	44,540	1.8%
Transportation, Warehousing, Utilities	585	0.9%	18,146	3.6%	110,720	4.5%
Agriculture, Forestry, Mining	25	0.0%	1,095	0.2%	7,509	0.3%
Total Civilian Employment	65,490	100.0%	501,483	100.0%	2,484,894	100.0%

Sources: U.S. Census 2000, BAE 2007.

The 2000 employment base in Tysons Corner was also analyzed by salary range compared to the County and region (see summary below in Table 5, detailed data in Appendix). As shown below, almost 26 percent of Tysons jobs in 2000 paid more than \$75,000 annually, compared to just under 18 percent of County and just over 15 percent of the region's jobs.

Table 5: High Salary Jobs, 2000

Jobs	Total Jobs	Salary	Percent	
		>\$75,000	Prof/Info/ FIRE	Pub Admin
Tysons	65,490	25.8%	64.8%	1.6%
Fairfax County	501,483	17.8%	39.9%	7.4%
Region	2,484,894	15.3%	30.7%	13.3%

Sources: U.S. Census 2000, BAE 2007.

In more recent years, detailed analysis of firm-by-firm reporting of employment, grouped by the North American Industrial Classification system (NAICs), has been undertaken by the Fairfax County Economic Development Authority (FCEDA). The following provides a summary of this analysis for Tysons Corner.

Table 6: Economic Base, Tysons Corner, 2005

Sector	Jobs	% of Total
Professional/Scientific/Technical Services	44,902	35.0%
Retail Trade	14,129	11.0%
Finance and Insurance	10,965	8.6%
Management of Companies	10,441	8.1%
Administrative and Other Services	9,397	7.3%
Accommodation and Food services	8,761	6.8%
Information	6,067	4.7%
Other	23,473	18.3%
Total	128,135	100.0%

Source: FCEDA analysis of 2005 Virginia Employment Commission (VEC) data

It should be noted that the estimate of total jobs in Tysons Corner in 2005, produced by the Fairfax County Economic Development Authority, varies dramatically from the U.S. Census estimates for 2000. While not all of the reasons have been identified for this data variance, it is likely due to a combination of differing geographic definitions of Tysons Corner by Census and the FCEDA, as well as the FCEDA's enumeration of military and self-employment jobs (not included in Census data). It is unlikely that Tysons Corner added a substantial number of actual new jobs between 2000 and 2005, given the decline in the information sector, regional declines in total jobs, and the general U.S. economic trends for the period from 2001 to 2003.

Overview of Demographic and Housing Trends

Tysons Corner has experienced significant population growth since 1990, although its residential base remains relatively small compared to neighboring communities (see Table 6 on next page). Tysons population grew from 13,124 to over 20,000 residents by 2006, according to Claritas, a private data vendor³. This growth, paralleling population growth in the County and region, resulted in a slight up tick in Tysons' share of the County and regional population by 2006.

³ During the course of preparing this report, several alternative estimates of 2005 jobs, population, and households for the Tysons Corner Study area previously made by the County and other consultants were reviewed. While the data may vary, due to differing geographies and methods of estimation, BAE provides the Claritas vendor estimates here for purposes of comparing otherwise unavailable estimates of median income, average household size, and related demographic data.

Tysons Corner's residents and households are distinct from Fairfax County and the region in several key ways (see Table 7 for summary data and Appendix A for detailed information):

- Tysons Corner's average household size, at 2.08 persons per household in 2006, is substantially smaller than either the County (2.73) or the region (2.61).
- Although the median age of Tysons residents is similar to the County and the region, the age distribution of Tysons residents is distinct; just over 17 percent of Tysons residents were age 18 or under in 2000, compared to more than 25 percent of the population in Fairfax County and the region (see Appendix A for detailed data). Conversely, Tysons had a sizable concentration of young adults age 25 to 34 (23 percent of population in this category) compared with the County and the region (15 to 16 percent in this age category, respectively).
- Tysons Corner also has a lower proportion of households owning their home; just 47 percent of Tysons households owned their housing unit in 2000, compared with 71 percent of County and 63 percent of the region's households.
- Tysons Corner households are relatively affluent compared to the County and region, especially considering the small household sizes, concentration of relatively young adults, and high rental rates/low homeownership rates in Tysons. Median household income in Tysons was approximately \$85,000 in 2006, outpacing the region's median household income of \$74,600 (2006 estimates by Claritas, a private data vendor). However, Fairfax County overall had a higher median household income of \$92,000 for the same time period.

Table 7: Demographic Trends 1990 – 2006

	1990	2000	2006 (est)	Change
Population				
Tysons	13,124	18,540	20,027	52.6%
Fairfax County	818,584	969,749	1,017,547	24.3%
Region	3,923,574	4,544,944	4,965,346	26.6%
<i>Tysons as Share of County</i>	1.6%	1.9%	2.0%	
<i>Tysons as Share of Metro</i>	0.3%	0.4%	0.4%	
Households				
Tysons	6,198	8,814	9,621	55.2%
Fairfax County	292,345	350,714	370,327	26.7%
Region	1,459,358	1,707,817	1,866,598	27.9%
<i>Tysons as Share of County</i>	2.1%	2.5%	2.6%	
<i>Tysons as Share of Metro</i>	0.4%	0.5%	0.5%	
Average Household Size				
Tysons	2.11	2.10	2.08	
Fairfax County	2.75	2.74	2.73	
Region	2.62	2.61	2.61	
Median Age				
Tysons	34.9	35.8		
Fairfax County	33.1	35.9		
Region	33.1	35.9		
Homeownership Rate				
Tysons	46.9%	47.0%		
Fairfax County	70.7%	70.9%		
Region	60.5%	63.1%		
Median Household Income				
Tysons	\$ 74,151	\$ 84,978		14.6%
Fairfax County	\$ 81,050	\$ 92,011		13.5%
Region	\$ 64,338	\$ 74,606		16.0%

Sources: U.S. Census, Claritas, BAE 2007.

Jobs-Housing Ratio

One of the most striking aspects of Tysons Corner is the relative imbalance between its concentration of employment and its relatively small residential population. One measure of this characteristic is known as jobs-housing ratio, where the number of jobs in a geography is compared to the number of households. The following table shows these ratios for Tysons Corner, Fairfax County, and the region. As indicated, the Census-defined Tysons Corner, with 65,500 jobs in 2000 and just 8,800 households, had a jobs-housing ratio of 7.4. In contrast, Fairfax County had 1.4 jobs per household overall, and the region had 1.5. These County and regional ratios are in keeping with typical jobs/housing balances, as most households have between one and two wage earners.

Table 8: Jobs/Housing Ratio, 2000

Tysons Corner	7.4 Jobs per Household
Fairfax County	1.4 Jobs per Household
Region	1.5 Jobs per Household

Source: U.S. Census 2000, BAE 2007.

Commute Patterns

Another interesting measure of the unique character of Tysons Corner is the commute pattern of working residents to their jobs, and the influx of commuting workers living elsewhere in the region. According to data from the U.S. Census for 2000, of the 11,295 residents of Tysons who worked, only 2,555 remained in Tysons to work. The remaining 8,740 residents of Tysons who worked, commuted outside of Tysons to their job. Most of this out-commuting flowed to elsewhere in Fairfax County or into the District. Conversely, of the 65,500 jobs in Tysons Corner, just the same 2,555 workers lived in the community. Most commuted in from other Fairfax County residential locations, as well as substantial numbers from Maryland. This major in-commute each workday contributes to substantial traffic congestion in the area.

Table 9: Tysons Corner Commute Patterns, 2000 (a)

<u>Tysons Residents to Place of Work</u>			<u>Tysons Workers from Place of Residence</u>		
	Number	%		Number	%
Virginia	8,005	70.9%	Virginia	50,970	77.8%
Fairfax County	6,407	56.7%	Fairfax County	32,055	48.9%
<i>Tysons Corner</i>	2,555	22.6%	<i>Tysons Corner</i>	2,555	3.9%
Arlington County	750	6.6%	Arlington County	4,270	6.5%
Loudoun County	204	1.8%	Loudoun County	5,225	8.0%
Prince William County	19	0.2%	Prince William County	3,705	5.7%
Elsewhere in VA	90	0.8%	Elsewhere in VA	2,630	4.0%
Maryland	1,059	9.4%	Maryland	10,852	16.6%
District of Columbia	2,065	18.3%	District of Columbia	2,695	4.1%
Other States/Abroad	166	1.5%	Other States/Abroad	996	1.5%
Total	11,295	100.0%	Total	65,513	100.0%
Tysons Residents Out-Commuting	8,740	77.4%	Tysons Workers In-Commuting	62,958	96.1%

Sources: U.S. Census 2000, Census Transportation Planning Package (CTTP), BAE 2007.

Further analysis of the household incomes of people who work in Tysons Corner also provide a rough indicator of the types of housing that could be built and priced to meet worker needs. As shown in Table 10, the median household income of Tysons worker households was substantially higher in 2000 than either the median for Tysons Corner residents; households or Fairfax County households overall. This suggests that Tysons workers and the households they live in match the relatively high wage jobs identified in Tysons, and new housing could be developed to attract these higher earning households to Tysons. If the experience of other job centers across the country holds true for Tysons when transit is introduced, the presence of transit will allow two worker households to locate conveniently near one of

the jobs associated with the household, and still allow the other worker to also use transit to his/her job in the District or along a Metrorail line if convenient.

Table 10: Household Income Distribution of Tysons Corner Worker Households, 2000

<u>Household Income Range</u>	<u>Number</u>	<u>Percent of Total</u>
Less than \$15,000	1,095	1.7%
\$15,000 - \$29,999	2,428	3.8%
\$30,000 - \$39,999	3,355	5.2%
\$40,000 - \$49,999	3,936	6.1%
\$50,000 - \$59,999	4,559	7.1%
\$60,000 - \$74,999	7,000	10.9%
\$75,000 - \$99,999	11,607	18.1%
\$100,000 or more	<u>30,026</u>	<u>46.9%</u>
Total Households	64,006	100.0%

Median Household Income

of Tysons Workers \$95,742

a) 2000 income data reflects 1999 earnings. Tysons Corner is the CDP, as defined by U.S. Census.

Source: Census Transportation Planning Package 2000, (CTTP), BAE, 2007.

Forecasts

The Washington Metropolitan Council of Governments publishes estimates of population, household, and employment growth for the region. Although these estimates undergo periodic revision, the Round 7.0 estimates are the most current forecasts available at the time of this report's analysis.

For planning purposes and as part of recent Tysons Corner analyses, Fairfax County obtained detailed forecasts for the Traffic Analysis Zones (TAZs) utilized by the Council of Governments, and adjusted these detailed forecasts to align with the Study Area and other information.

The long-range estimates for the region and the Tysons Corner Study area are shown on the following page.

Table 11: Growth in Population, Households, & Employment, 2005 - 2030

					Total	% Change
<u>Population</u>	<u>2005</u>	<u>2010</u>	<u>2020</u>	<u>2030</u>	<u>2005-2030</u>	<u>2005-2030</u>
Region (a)	6,278,474	6,784,066	7,575,880	8,234,013	1,955,539	31.1%
Tysons (b)	15,035	17,893	31,106	35,908	20,873	138.8%
<i>Tysons Share of Region</i>	0.2%	0.3%	0.4%	0.4%		
<u>Households</u>						
Region (a)	2,348,360	2,554,636	2,896,732	3,172,371	824,011	35.1%
Tysons (b)	7,881	9,209	15,217	17,561	9,680	122.8%
<i>Tysons Share of Region</i>	0.3%	0.4%	0.5%	0.6%		
<u>Office Employment</u>						
Region (a)	1,758,855	1,967,077	2,264,378	2,508,336	749,481	42.6%
Tysons (b)	77,471	92,858	110,678	123,894	46,423	59.9%
<i>Tysons Share of Region</i>	4.4%	4.7%	4.9%	4.9%		
<u>Retail Employment</u>						
Region (a)	708,221	775,316	878,991	962,819	254,598	35.9%
Tysons (b)	14,347	15,275	16,669	17,310	2,963	20.7%
<i>Tysons Share of Region</i>	2.0%	2.0%	1.9%	1.8%		
<u>Industrial Employment</u>						
Region (a)	518,437	561,962	635,021	707,781	189,344	36.5%
Tysons (b)	1,352	1,351	1,265	1,254	-98	-7.2%
<i>Tysons Share of Region</i>	0.3%	0.2%	0.2%	0.2%		
<u>Other Employment</u>						
Region (a)	792,890	863,478	959,629	1,051,190	258,300	32.6%
Tysons (b)	317	506	512	520	203	64.2%
<i>Tysons Share of Region</i>	0.0%	0.1%	0.1%	0.0%		
<u>Total Employment</u>						
Region (a)	3,778,403	4,167,833	4,738,019	5,230,126	1,451,723	38.4%
Tysons (b)	93,486	109,991	129,124	142,978	49,492	52.9%
<i>Tysons Share of Region</i>	2.5%	2.6%	2.7%	2.7%		
<u>Jobs- Housing Balance</u>						
Region	1.61	1.63	1.64	1.65		
Tysons	11.86	11.94	8.49	8.14		

a) Regional estimates from Metropolitan Washington Council of Governments, Round 7.0 estimates.

b) Tysons Corner estimates from Fairfax County studies of Tysons Corner Study Area based on COG TAZ estimates.

Source: Metropolitan Washington COG, 2007, Fairfax County, BAE, 2007.

Real Estate Market Trends & Future Demand

This chapter profiles the office, residential, hotel, and retail sectors of the real estate market in Tysons Corner and competing locations throughout the region. It is important to understand on-the-ground performance of the real estate market in these categories in order to evaluate future capture of regional employment and housing growth as Tysons Corner plans for the introduction of Metrorail transit.

Office Market

Historical Trends

As a major hub for communications and financial firms, demand for Tysons office space grew considerably through the late 1990s. This trend is shown in Table 12, which tracks the Tysons office market over the past decade⁴. In 2000, overall vacancy in Tysons dipped below three percent for the year, and average lease rates climbed above \$33 per square foot. By the following year, amidst the “dotcom” bust and the economic downturn following the 9/11 attacks led to increased vacancies. By 2003, with over 5.5 million square feet vacant, Tysons lease rates fell to below \$25.00 per square foot. By 2006, with the strong economic recovery in the region, vacancies fell again to 10.5 percent, and average lease rates rose to almost \$28.00 per square foot.

Table 12: Tysons Corner Office Market Historical Trends (a)

<u>Year</u>	<u># Bldgs</u>	<u>Total Leaseable Sq. Ft.</u>	<u>Total SF</u>	<u>% Vacant</u>	<u>Avg. Lease Rate / Sq. Ft.</u>
2006	195	26,686,239	2,814,989	10.5%	\$27.73
2005	195	26,686,239	3,362,558	12.6%	\$26.00
2004	195	26,686,239	4,775,475	17.9%	\$23.84
2003	194	26,446,389	5,538,503	20.9%	\$24.99
2002	194	26,366,439	4,720,084	17.9%	\$27.75
2001	193	25,781,439	3,216,086	12.5%	\$33.77
2000	191	25,492,205	701,327	2.8%	\$32.44
1999	185	24,086,056	1,076,884	4.5%	\$29.27
1998	180	22,205,155	381,322	1.7%	\$28.15
1997	172	20,925,084	773,702	3.7%	\$22.88
1996	169	20,253,967	1,410,132	7.0%	\$19.41

(a) Data represents annual averages.

Source: CoStar, January 2007; BAE 2007.

⁴ It should be noted that CoStar, as a private data vendor, defines the Tysons Corner submarket slightly differently in terms of geographic boundaries, than the Study Area definition or the Census Data Place. Please see Appendix B for map showing the CoStar geographic definition.

The pace of absorption, shown on Table 13 and illustrated in Figure 1, averaged 1.1 million square feet per year from 1994 to 2000.

Though only 2001 and 2002 experienced negative absorption for the year, the losses were significant. Tenants vacated more than three million net square feet over this two year period, despite the delivery of three new buildings.

In summary, Tysons has experienced absorption averaging just under 600,000 square feet per year between 1994 and 2006, with cycles of stronger and weaker periods echoing larger economic trends. Over the past three years, the economic recovery in the region has spurred renewed demand for space in Tysons Corner, with an average of over 700,000 square feet absorbed annually since 2003.

Figure 1: Tysons Corner Office Absorption 1994 - 2006

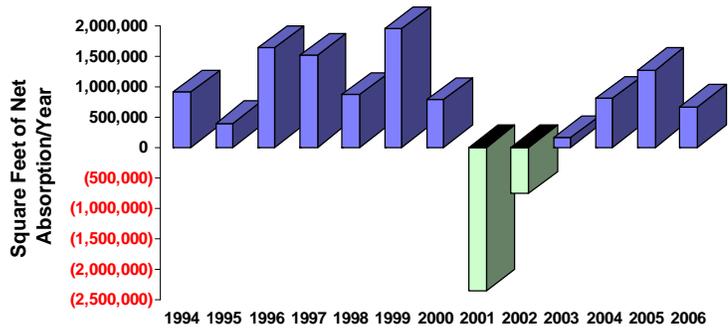


Table 13: Annual Net Office Absorption at Tysons Corner, 1994 - 2006

Year	Net Absorption (sq. ft.)
1994	911,320
1995	396,018
1996	1,636,001
1997	1,505,433
1998	856,781
1999	1,945,546
2000	775,344
2001	(2,358,627)
2002	(758,912)
2003	153,612
2004	798,463
2005	1,268,692
2006	666,329
Total	7,796,000
Annual Average 1994-2000:	1,146,635
Annual Average 2001-2002:	(1,558,770)
Annual Average 2003-2006:	721,774
Annual Average 1994 - 2006	599,692

(a) Data includes existing office structures as of December 31, 2006.
Source: CoStar; Bay Area Economics, 2007.

Despite these fluctuations in construction and absorption of office space in Tysons Corner, a historical view of this submarket compared to the total office inventory in the region shows that Tysons has maintained a relatively stable share throughout the past decade. Since 1997, Tysons Corner's share of the regional office supply has varied between 6.6 and 6.8 percent.

Table 14 Tysons Office Inventory as a Share of Regional Market

	Tysons Corner	Washington Metropolitan Area (a)	Percent of Total
1997	20,925,084	318,841,972	6.6%
1998	22,205,155	322,237,792	6.9%
1999	24,086,056	332,663,785	7.2%
2000	25,492,205	342,845,560	7.4%
2001	25,781,439	357,282,985	7.2%
2002	26,366,439	367,421,268	7.2%
2003	26,446,389	371,391,532	7.1%
2004	26,686,239	377,602,604	7.1%
2005	26,686,239	384,266,964	6.9%
2006	26,686,239	394,466,028	6.8%

Sources: CoStar, January 2007, BAE 2007.

Current Inventory

At present, Tysons' existing office supply includes 195 buildings with 26.7 million square feet of leasable space. According to CoStar, a private data vendor, approximately two-thirds of the office space in Tysons, or nearly 18 million square feet, can be classified as Class A. Typically, Class A buildings are new, well-located structures with the highest quality of standard finishes and modern communication infrastructure. Since many buildings fall into this category, market rents vary considerably from one building to the next based on condition. The vacancy rate for Tysons Class A space is currently 9.4 percent, and lease rates bring a premium of \$6.50 on average per square foot above Class B properties (see Appendix for detailed data).

Table 15: Tysons Office Space By Class, Jan 2007

	# Bldgs	Total Leasable Sq. Ft.	Vacant Sq. Ft.	% Vacant	YTD Net Absorption	YTD Deliveries	Under Const. SF	Avg. Lease Rate / Sq. Ft.
Class A	86	17,918,323	1,682,589	9.4%	523,819	319,800	312,897	\$32.31
Class B	95	8,275,469	979,925	11.8%	90,083	0	0	\$26.82
Class C	14	490,287	3,853	0.8%	2,752	0	0	\$25.57
Total	195	26,684,079	2,666,367	10.0%	616,654	319,800	312,897	

Sources: CoStar, January 2007, BAE 2007.

However, categorizing buildings by class does not present an entirely clear picture of the Tysons office market. Table 16 displays Tysons Corners' existing office space inventory by decade originally constructed. As shown, vacancy and lease rates vary significantly by building age. As the prototypical "edge city," roughly half of Tysons' existing inventory was constructed during the 1980s office boom. Currently, more than 11 percent of the 13 million square feet built during the 1980s is vacant, while in contrast, just two percent of the space delivered since 1990 is vacant. Average lease rates for the most recently-constructed buildings, at almost \$38 per square foot, also contrast sharply with the 1980s supply averaging less than \$30 per square foot.

Table 16: Tysons Corner Office Inventory by Decade Built

Year Built	Existing Inventory		Vacant		Avg. Lease
	# Bldgs	Total Sq. Ft.	Vacant Sq. Ft.	% Vacant	Per Sq. Ft.
Post - 2000	18	4,911,569	90,428	1.8%	\$37.91
19e90 - 1999	19	3,625,836	72,154	2.0%	\$32.79
1980 - 1989	102	12,948,337	1,444,737	11.2%	\$29.65
Pre - 1980	51	4,879,253	611,615	12.5%	\$25.91

Sources: CoStar January 2007, BAE 2007.

Competitive Submarkets

Though Tysons remains a key office submarket in Northern Virginia, other rapidly growing submarkets compete strongly, as summarized in Table 17.

Table 17: Major Northern Virginia Submarkets

Submarket	Existing Leasable Sq. Ft.	Share of Region	Vacancy Rate	Under Const. Sq. Ft.	Avg. Lease Rate / Sq. Ft.
Tysons Corner	26,684,079	6.8%	10.0%	312,897	\$30.48
Reston/Herndon	27,695,144	7.0%	11.5%	2,787,256	\$29.11
Rosslyn-Ballston Corridor	20,876,642	5.3%	8.0%	1,176,503	\$33.14
Rte. 28 Corridor	17,349,669	4.4%	15.4%	2,740,255	\$26.26
Crystal City/Pentagon City	12,755,925	3.2%	14.4%	0	\$32.02
Regional Inventory	394,466,028	100.0%		7,016,911	

Sources: CoStar, January 2007, BAE 2007.

The following provides an overview of competing office space centers in the northern Virginia subregion.

Reston/Herndon

The Reston/Herndon area, along the Dulles Toll Road corridor west from Tysons to Dulles International Airport, is foremost among submarkets competing with Tysons. At the end of 2006 according to CoStar data, Reston/Herndon's existing office inventory exceeded Tysons by slightly more than one million square feet. However, this space is divided among 335 mostly mid-sized buildings (versus 195 buildings in Tysons). Reston/Herndon's inventory is spread over a large land area with additional developable land. After absorbing many new buildings over the past several years, nearly 2.8 million square feet is under construction in Reston/Herndon, compared with a single 300,000 square foot building under construction on an infill parcel in Tysons.

One competitive advantage of Reston/Herndon is a slightly lower average lease rate across each class of space. Moreover, Reston/Herndon and Tysons tend to attract different types of tenants than Tysons, particularly defense and intelligence contractors. These firms have hired many thousands of employees during the past five years, in response to substantially increased federal anti-terrorism spending. Reston/Herndon is also attracting significant growth in biotechnology and related firms, including the Howard Hughes Medical Institute, though it still lags Maryland's Interstate-270 corridor as a regional hub for this sector. While defense contractors are also present in Tysons, biotechnology firms have been largely absent from Tysons, likely due to the type and cost of office space in Tysons inventory.

Rosslyn/Ballston Corridor

Tysons also faces competition from Arlington's Rosslyn-Ballston corridor, a strong submarket with only an eight percent vacancy rate out of its 21 million square feet of space in January 2007. This corridor commands average lease rates of well over \$33 per square foot, second only to downtown Washington. The Rosslyn-Ballston corridor, densely populated by a well-educated workforce, is served by Metrorail with rapid connections to downtown Washington, the Pentagon, and Reagan National Airport. As Tysons adds transit access and adds new office space to its inventory, these locational advantages will rebalance to meet or exceed the Rosslyn/Ballston Corridor.

Other Submarkets

Other significant submarkets include the Route 28 corridor and the Crystal City/Pentagon City section of Arlington. Development along Route 28 is keeping pace with construction in Reston/Herndon, adding almost 2.8 million square feet to its already sizable 17 million square feet of inventory. With recently completed roadway improvements, traffic flow along Route 28 is much less constricted than near Tysons, providing tenants of business parks such as Westfields access to Dulles International Airport or the Interstate-66 corridor in just a few minutes. This area also benefits from proximity to a nearby sizable workforce, as well as nearby executive housing in Loudoun County. However, Route 28 commands lower lease rates (\$4 to \$5 less than Tysons) and has a higher vacancy rate (15 percent), reflecting a less central location.

While lease rates in Crystal City/Pentagon City remain strong at more than \$32 per square foot, this submarket includes many large, long-term leases held by federal government tenants. More than 14 percent of the existing space is currently vacant, and the submarket may experience further increases as tenants relocate during the next five to eight years in response to the BRAC Commission's plans. Roughly two-thirds of the existing inventory here consists of Class B and C space, and many of these buildings are 30 to 40 years old. As Crystal City transitions from its role as a leased-space annex to the Pentagon, redevelopment of key parcels, infill housing, and renovated office stock could make the area very attractive for new tenants, particularly those seeking a location near the District at a less expensive lease rate.

Smaller submarkets in Northern Virginia vary in terms of density and growth potential. For example, the Interstate-66 and Interstate-95 corridors have room to expand, while McLean and Falls Church are essentially built-out and surrounded by single family residences. Though these submarkets perform well overall, they do not compete directly with Tysons, since they cannot offer the visibility, centrality, or co-location with specialist firms, service providers, and large corporate headquarters involved in the finance, legal, professional, and communications industries, among others.

Future Demand For Office Space

For this report, a range of future estimates of office space demand have been developed, based on a series of assumptions regarding Tysons Corners ability to capture future regional growth of office-based jobs. These estimates are based on the premier locational advantages offered by Tysons today, and the potential to redevelop denser office projects over time, taking advantage of the presence of transit to serve this area, similar to the way Rosslyn/Ballston developed a strong office employment node around its transit facilities. Moreover, it is anticipated that the convenient location and access between the District and Dulles Airport through Tysons will further enhance its likely market strength.

The Conservative estimate shown in Table 18 is based on Metropolitan Washington COG's estimate of office-based employment in Tysons at the Traffic Analysis Zone (TAZ) level, as adjusted by Fairfax County for Tysons Corner Study Area planning purposes as described previously. This estimate would yield approximately 16.3 million square feet of new space demand by 2030. It should be noted that this is the current allocation of regional employment to Tysons based on the COG's overall transportation modeling process, used as the basis for transportation planning and other policy initiatives.

The Moderate estimate assumes that Tysons current share of roughly seven percent of the region's office space is maintained. This share is applied to the region's total office-based new employment, resulting in approximately 18.3 million new square feet of office space demand. The Strong estimate increases Tysons' capture of new office-based employment in the region, assuming that transit offers an even stronger competitive advantage than today's Tysons office market, resulting in demand for 26.2 million additional office square feet (almost double today's inventory in Tysons). The Substantial demand estimate envisions that the premier locational advantages of Tysons Corner, between the District and Dulles airport, along with the new transit service, will position Tysons to capture 15 percent

of new office jobs within the region. The Substantial demand estimate results in more than 39 million square feet of new office space demanded in Tysons by 2030.

It should be noted that the estimates assume approximately 350 square feet per office job, which is a slight upward rounding of the approximately 345 square feet per worker present in the current Tysons market (26.7 million square feet divided by current County estimates of office jobs in Tysons).

Table 18: Office Space Demand for Tysons Corner 2030

	Current		New Office	New Office	Total
	Office Space	Share of Region's	Jobs	Sq. Ft.	Tysons Office
	Sq. Ft.	Office Jobs	Jobs	Sq. Ft.	Space 2030
Conservative (a)	26,700,000	NA	46,429	16,250,150	42,950,150
Moderate (b)	26,700,000	7.0%	52,464	18,362,285	45,062,285
Strong (c)	26,700,000	10.0%	74,948	26,231,835	52,931,835
Substantial (d)	26,700,000	15.0%	112,422	39,347,753	66,047,753

Notes:

a) Conservative - based on TAZ estimates for Study Area

Tysons Office Emp Growth = 46,429 new office jobs for Tysons TAZs 2005 - 2030

b) Moderate - assumes Tysons captures 7.0% of region's office employment growth

Based on Tysons estimated office space share of region in 2006

Regional Office Emp Growth 2005-2030 749,481 Jobs

Tysons Office Emp Growth = 52,464 new jobs

c) Strong - assumes Tysons captures 10.0% of region's office employment growth

Tysons Office Emp Growth = 74,948 new jobs

d) Substantial - assumes Tysons captures 15.0% of region's office employment growth

Tysons Office Emp Growth = 112,422 new jobs

e) Assumed amount of office space per job 350 sq. ft .

Source: BAE, 2007.

Impact of Estimates on Other Regional Employment Centers

It should be noted that none of the estimates provided above assume that the overall region will grow any faster than the levels forecast by the COG. In other words, the “strong” and “optimistic” Tysons estimates simply capture a “larger share of a growing regional pie” than Tysons has thus far captured, building on the concept that transit and a new vision for Tysons will allow it to become an ever more substantial powerhouse location for financial and professional services firms within the region’s array of strong office employment centers.

It is difficult to predict the outcome or impact of these strong/substantial estimates for Tysons upon other employment centers within the region. Clearly, within the region, office-based employment will continue to grow at many locations at levels forecasted by the COG, albeit in some cases a slightly lesser rate of growth if Tysons is repositioned to capture a large share of new growth. Much of the impact of a more dominant Tysons jobs center will depend on the market position of the District and other employment centers. Moreover, much of the ability of Tysons to capture the strong or substantial estimates will depend on the quality of visioning and planning, and the approaches taken to maintain and enhance its “address,” along with a host of factors related to individual buildings’ pricing and amenities. Put another way, Tysons without transit service has already become a prototype of an “urbanized” suburban employment center / edge city; the addition of transit as well as a diverse range of housing options, coupled with existing and new retail, hotel, and community facilities could mean that Tysons will out-compete other urban and suburban office locations for certain types of firms. Other factors which will influence these impacts include the level of development approved elsewhere within the region, smart growth and planning policies, the macro-economic forces arising from future policies to reduce greenhouse gas emission, and the competitiveness of other employment centers located along Metrorail lines, which will combine in ways that are difficult to predict.

Residential Market

Current Rental Market

Rental housing has experienced relatively strong demand in Tysons and in nearby communities. Existing supply ranges from garden style communities on the outskirts of Tysons to taller mid-rise structures closer to retail and office centers. Monthly lease rates in these complexes typically range between \$1,300 and \$1,650 for one-bedroom units and from \$1,500 to \$2,000 or more for two-bedroom units, not including utilities. Most units lease for \$1.70 to \$2.00 per square foot per month, with newer mid-rise projects generally charging higher rents than older garden style apartments. Approximately 94 to 96 percent of rental units of all types in Tysons are occupied (see Appendix A for more detail on selected apartment communities). Generally, existing garden and mid-rise units at Tysons command higher rents than those in less dense, more suburban locations.

Comparable rental communities in the surrounding area exhibit more price variation, with some of the newly constructed, highly-amenitized projects illustrating the potential for future market diversification at Tysons (see Appendix A for detailed data). For example, the most luxurious, well-located rentals in Clarendon (part of the Rosslyn-Ballston corridor) and the newly-completed towers at Reston Town Center outpace rental rates at Tysons by nearly \$1.00 per square foot per month⁵. Projects that reach this price level have certain elements in common, including a location near large employment centers and walkable, attractive retail districts. These characteristics are found in the newly-minted Reston Town Center, as well as apartments constructed adjacent to Pentagon Row and Clarendon Market Common (both in Arlington). The Arlington projects have Metro stations within a couple of blocks and offer

⁵ The Metropolitan at Reston Town Center, a 22-story tower currently in initial lease-up, is reaching \$2.90 per square foot or more for some of its units.

alternatives to the typical high rise rental flat. Multi-level and loft-style units are successful in these Arlington locations, and Clarendon has examples of walk-up townhouses wrapping the side-street frontage of retail, parking, and high-rise condo structures, as well as stacked townhouses.

Current For Sale Housing Market

Recent home sales data for Tysons and Fairfax County demonstrate a softening for-sale housing market, in keeping with national trends. Countywide median sale prices showed almost no change between 2005 and 2006, but the average time on market tripled from three weeks in 2005 to more than two months in 2006.

While sale prices of single family homes increased at a modest 2 percent over the past year, townhouse sales in Fairfax County indicated a median price of \$420,000 over the past six months, representing a decrease of roughly eight percent from the 2005 median level. In contrast, County condominium sale prices in 2006 still achieved an eight percent annualized increase over 2005, with a median of almost \$330,000. However, over the past six months, prices have averaged ten percent less than this, or roughly \$300,000 (see Appendix for detailed data).

Sales trends near Tysons parallel those of the County, with the major difference being that housing in and around Tysons typically commands roughly a 15 percent premium over County averages (see Appendix for detailed data). For example, condominium sales near Tysons over the past six months averaged \$340,000, or 14.6 percent more than those countywide.

Across the region, declining condominium prices and sluggish sales, combined with many planned projects, have led to the recent cancellation of projects representing 15,000 units. Some of these plans may instead be developed over the near term as apartment buildings, depending upon market conditions, while mixed-use projects benefiting from desirable locations may reconsider the blend of commercial and residential space to be built.

Demand for Transit-Oriented Housing

Over the mid- to long-term future, robust regional job growth, escalating transportation costs, and traffic congestion are likely to support continued strong demand for infill housing in close-in suburban areas. Convenient access to Metro and other alternative transportation, as well as walkable, amenity-filled urban environments such as those found in Ballston, Arlington, and Reston Town Center demonstrate the potential for this type of transit-oriented housing.

The following table provides information for numerous transit-oriented areas built by 2000 in the Washington region as well as other locations.

Table 19: Housing Units Near Transit Stations, 2000

Transit Stations	Number of Housing Units	
	1/4 Mile Radius	1/2 Mile Radius
<i>Suburban MD & VA</i>		
Ballston	4,004	6,363
Courthouse	2,514	7,263
Silver Spring	2,666	5,207
Rosslyn	2,004	5,049
Friendship Heights	833	4,709
Virginia Square	841	4,164
Bethesda	1,032	3,500
<i>Downtown DC</i>		
Dupont Circle	3,120	10,667
<i>Boston</i>		
North Station	244	7,220
Copley Station	1,820	10,128
<i>New York</i>		
Houston & 7th	5,283	21,127
Lexington & 59th	7,321	26,940

Source: U.S. Census; Bay Area Economics, 2007.

Recent trends have added even more housing units near transit in Northern Virginia. In the Rosslyn/Ballston Corridor, its location along the Metro Orange Line has attracted numerous higher-density housing developments. The creation of quality environments and distinct places at each transit stop, investment in public infrastructure, and demand from local workers fueled high demand. At each station area, developers built condominiums up to 25 or more stories in Ballston and a slightly smaller scale 16 to 18 stories in Clarendon. Development in the Ballston Metro station area from 2000 to 2005 included a total of 1.2 million square feet of office space and 600 residential units. Development at Clarendon from 2000 to 2005 included 200,000 square feet of office, 330,000 square feet of retail, and more than 1,450 housing units.

In Reston, current policy limits total build out to a density of 13 persons per acre, which only allows another 4,100 new high-rise housing units to be developed in this community. Reston has the following pipeline projects: Lerner at Spectrum Center (1,443 residential units in four high-rise towers), 796 units at Reston Parkway and Temporary Road, and two high-rise buildings with more than 450 condo units on the Oracle campus adjacent to the Town Center area.

Arlington has seen demand for new housing skyrocket, and has increased permit issuances, particularly on infill sites near Metro stations since 2003. This trend peaked in 2006, when Arlington permitted

nearly 3,000 units, 94 percent of which were slated to be in multifamily buildings. However, it is important to note that many of these more recently-permitted units will not be constructed any time soon, as projects representing thousands of units have been postponed or cancelled due to slowing current market conditions.

Future Demand for Residential Units

Tysons Corner, as a major employment center within the region, is well-positioned to expand its mix of housing choices and serve a portion of the daily commuter workforce. As transportation costs rise, and changing household demographics attract some market segments to transit-oriented housing (e.g., young adults, empty nesters seeking an urban lifestyle near work, and active retirees), Tysons will likely experience strong demand for residential products by residents seeking to diminish their automobile dependence. Moreover, as the housing market accelerates again over the mid-term, the economics of high-density residential development in Tysons may enable developers to meet this demand in ways not achievable when strong office economics first caused Tysons to build out.

One constraint on the area's potential will be the need for virtually all of the new housing at Tysons Corner to be developed in high-density projects. Though traffic congestion and the rising costs of single-family housing are persuading more households to consider multi-family units, the share of Northern Virginia's households living in such housing is still relatively small; just 37 percent of Arlington County's and 9.2 percent of Fairfax County's households lived in complexes with 20 units or more in 2005 (see Appendix). Even with its very successful policies for transit-oriented development and eight Metro stations, Arlington County developed just 41 percent of its net new housing in structures of 20 or more units between 2000 and 2005 (919 multi-family units).

Thus, future densely-developed multifamily units in Tysons Corner while likely attractive to certain market segments, will not serve all households with workers in Tysons jobs. The following estimates of housing demand have been developed ranging from a conservative estimate (based on the TAZ-level COG estimates) to scenarios matching the moderate to substantial office demand, which assume an improved jobs-housing balance if the significant new amounts of office space are developed and attract workers.

Table 20: Housing Demand, 2030

	Existing Households (a)	Existing Res Sq. Ft. (b)	New Tysons Households	New Res Sq. Ft.	Total Housing Units in 20303	Total Sq. Ft. In 2030
Conservative (c)	7,881	9,457,200	9,680	11,616,000	17,561	21,073,200
Moderate (d)	7,881	9,457,200	17,488	20,985,468	25,369	30,442,668
Strong (e)	7,881	9,457,200	24,983	29,979,240	32,864	39,436,440
Substantial (f)	7,881	9,457,200	37,474	44,968,860	45,355	54,426,060

a) Estimate from Fairfax County

Current Housing Units in Tysons 7,881

b) Average size of housing unit 1,200 sq, ft,

c) Based on TAZ forecasts as adjusted by Fairfax County. See Table 11.

d) Based on achieving an improved jobs-housing balance per Moderate office job growth.

See Table 18 for office demand estimate.

Moderate - New Office Jobs 52,464

Ratio of New Jobs to New Housing 3.0 jobs per household

e) Based on achieving an improved jobs-housing balance per Strong office job growth.

Strong - New Office Jobs 74,948

Ratio of New Jobs to New Housing 3.0 jobs per household

f) Based on achieving an improved jobs-housing balance per Substantial office job growth.

Substantial - New Office Jobs 112,422

Ratio of New Jobs to New Housing 3.0 jobs per household

Source: BAE, 2007.

Retail Market

Regional Retail

Tysons has one of the largest concentrations of retail space in metropolitan Washington. Luxury merchandisers and high-end department stores are particularly well-represented in the immediate area. Tysons Corner's retail offerings are anchored by two large shopping malls. Tysons Corner Center originally opened in 1968, and after a recent renovation and expansion now includes more than 2.2 million square feet of leaseable space anchored by four large-scale department stores and a new movie theater. The Tysons Galleria opened as Tysons II in 1988, and currently houses upscale tenants such as Nieman Marcus and Saks Fifth Avenue, as well as many restaurants in approximately 820,000 square feet of space. Both malls remain near continual 100 percent occupancy, and are very well patronized by office workers and residents from throughout the region.

Apart from the two shopping malls, there are a number of strip commercial centers located along Leesburg Pike (Route 7). Though typically this retail format caters to smaller, neighborhood-oriented market areas, the volumes of traffic and sales that Tysons already draws has attracted a number of uncharacteristic tenants to its strip centers. Though these strip centers will be discussed further below, it is worth noting that many entertainment or home furnishings merchants, and other medium-sized retailers such as Borders Books and Music, Pier 1 Imports, Crate and Barrel, and The Container Store have shoehorned their stores into these small, aging centers. These tenants and their like often anchor "lifestyle retail" centers such as Clarendon Market Common or Reston Town Center, which seek to attract shoppers to a pedestrian-friendly urban environment.

In addition, a substantial amount of land in Tysons is dedicated to a low-density form of retail: the auto mall. Car dealerships along Route 7 are quite successful, and have occupied many prime Tysons parcels for decades. Auto dealerships, while not consistent with a transit- and pedestrian-oriented urban environment, may be difficult to relocate.

Largely absent from the Tysons area are "big box" retailers (a Best Buy on Leesburg Pike is the notable exception), which are excluded by high land costs. The nearest store to Tysons for many of these large-format retailers is nine or ten miles away, in locations further along Route 7 or further west of the Beltway, such as Bailey's Crossroads or Fair Lakes.

Local-Serving Retail

In addition to Tysons’ major retail attractions, residents in and near Tysons are served by 10 neighborhood or community sized commercial centers totaling more than 700,000 square feet of leaseable space (see Appendix for detailed information). Generally built in the 1960s and 1970s, these centers are nearly 100 percent occupied. Most are situated along Route 7/Leesburg Pike, while several are located on side streets, closer to neighborhood residents. These neighborhood-serving centers provide a variety of convenience goods and services, from grocers to beauty salons, dry cleaners, or fitness clubs.

Three of these centers are anchored by supermarkets, including a Safeway, a Whole Foods, and a Trader Joe’s, and many contain “medium box” retailers such as Staples, Pier 1 Imports, or Storehouse. Ten pharmacies occupy strip center space and stand-alone sites in the immediate area. While the regional shopping malls focus on luxury shoppers’ goods, these neighborhood centers provide local alternatives for moderately-priced shopping, including retailers such as Marshalls and T.J. Maxx.

Future Demand for Retail Space (Local-Serving Only)

Due to the large amount of region-serving retail, and the need to carefully analyze additional retail opportunities for this type of merchandiser given the current supply of such stores, this report focuses primarily on local-serving retail demand which will be stimulated by new office and residential development as outlined above.

The range of estimates shown below provide conservative to substantial amounts of local-serving new retail, corresponding to the combined new office and housing supply estimates outlined previously.

Table 21: Retail Demand, 2030 (Local-Serving Only)

	Local-Serving		Local-Serving		New Retail	Total Sq. Ft.
	New Households (a)	Retail Sq. Ft. Per Household (b)	New Jobs (c)	Retail Sq. Ft. Per Job (d)	Sq. Feet Local Serving Only	Retail (e)
Conservative	9,680	35	47,714	5	577,371	1,277,371
Moderate	17,488	35	52,464	5	874,395	1,574,395
Strong	24,983	35	74,948	5	1,249,135	1,949,135
Substantial	37,474	35	112,422	5	1,873,703	2,573,703

a) See demand estimates for new households in Tysons.

b) Based on typical spending for a portion of convenience goods and services per household.

Would equal roughly \$ 10,500 per year per household on local-serving goods and services at \$300 per foot sales.

c) See demand estimates for new office jobs in Tysons.

d) Based on assumption that average worker spends \$1,500 per year on local-serving goods/services near work.

e) Adds existing 700,000 sq.ft. of retail to new demand.

Source: BAE, 2007.

Hotel Market

Tysons has figured prominently in the region's hotel market due to a combination of factors, including its central location, access to major highways and airports, and especially its position as Northern Virginia's primary business hub. Within four miles of Tysons, there are 27 hotels and motels, with an average published (e.g., "rack") rate of more than \$200 per night (see Appendix A for detailed information). Fourteen of these hotels located within Tysons, representing 3,896 rooms, have been selected for more detailed study.

Reflecting national travel and hospitality trends, occupancy and room rates dropped significantly following the 9/11 attacks, and the accompanying economic downturn. Another factor in Tysons hotel patronage is travel volume related to businesses located there, which also declined as finance and technology firms struggled after the "dot com bust." Average occupancy rates in these Tysons hotels dropped from 75 percent in 2000 to 65 percent in 2001, and the average daily rate obtained by these hotels declined from \$140 per night in 2000 to just \$118 per in 2002.

Economic recovery has renewed demand, and the average daily room rate climbed to \$162 in 2006. Driving price increases is higher demand for rooms, as the average occupancy rate reached 74.3 percent in 2005. This improvement was tempered somewhat by a drop to 66.8 percent occupancy in 2006, but this figure reflects the opening of one newly-built hotel in April, and the ultimately beneficial but disruptive \$21 million renovation of another, which is scheduled for completion in February 2007.

The hotel market in Tysons ebbs and rises with the weekly and annual business travel cycle, on which it is dependent. Room and occupancy rates are highest on weekdays, and during the months of October, and March through June, corresponding to business-related demand. Occupancy rates can reach 80 percent or more with average daily rates of \$168 during peak times.

Future Demand for Hotel Space

The demand estimates for hotel space in Tysons are based on applying the current ratio of space per office and residential unit to hotel space (0.06 square feet of hotel space per total office/housing square footage). The resulting demand estimates range from 1.7 million to 5.3 million square feet of new hotel space likely to be supported by new office and housing development in Tysons over the next 25 years.

Table 22: Hotel Demand, 2030

	New Office+ Res Space (a)	New Hotel Sq. Ft. (b)	Total Hotel Sq. Ft.
Conservative	27,866,150	1,739,457	3,996,457
Moderate	39,347,753	2,456,160	4,713,160
Strong	56,211,075	3,508,800	5,765,800
Substantial	84,316,613	5,263,201	7,520,201

a) See previous tables for office and residential square feet estimates.

b) Ratio of hotel space to current office + residential space:

Current sq. ft. of hotels (from County estimate)	2,257,000
Current sq. ft. of office + residential	36,157,200
Current ratio of hotel to office+ res	0.06hotel sq. ft.

Source: BAE, 2007

Summary of Future Tysons Demand for Development

The following table summarizes the demand estimates for office, residential, local-serving retail, and hotel space in Tysons Corner by 2030. In addition, the estimate includes new space devoted to institutional and governmental uses, including schools and community centers. This last estimate may need to be further adjusted when planning alternatives are analyzed for fiscal impact and standards of public facilities are updated. This estimate does not include space for relocation of existing cultural or arts facilities, or the creation of new ones. These types of facilities can be drivers for improving perceptions of an area, increasing evening and weekend activities, and providing an amenity attractive to purchasers of upper-end residential units.

Table 23: Summary of Development Demand Estimates, 2030

	Conservative	Moderate	Strong	Substantial
Existing Office	26,700,000	26,700,000	26,700,000	26,700,000
New Office	16,250,150	18,362,285	26,231,835	39,347,753
Total Office 2030	42,950,150	45,062,285	52,931,835	66,047,753
Existing Residential Sq. Ft.	9,457,200	9,457,200	9,457,200	9,457,200
New Residential Sq. Ft.	11,616,000	20,985,468	29,979,240	44,968,860
Total Residential 2030 Sq. Ft.	21,073,200	30,442,668	39,436,440	54,426,060
Existing Residential Units	7,881	7,881	7,881	7,881
New Residential Units	9,680	17,488	24,983	37,474
Total Units 2030	17,561	25,369	32,864	45,355
Existing Retail (regional + local)	5,698,000	5,698,000	5,698,000	5,698,000
New Retail (local only)	577,371	874,395	1,249,135	1,873,703
Total Retail 2030	6,275,371	6,572,395	6,947,135	7,571,703
Existing Hotel	2,257,000	2,257,000	2,257,000	2,257,000
New Hotel	1,739,457	2,456,160	3,508,800	5,263,201
Total Hotel 2030	3,996,457	4,713,160	5,765,800	7,520,201
Institutional/Governmental	100,000	200,000	300,000	300,000
Total Land Use 2030	74,395,179	86,990,507	105,381,210	135,865,716

Source: BAE, 2007.

Appendix A: Detailed Data Tables

Appendix Table A-1: Population and Household Trends (a)

	Tysons Corner (b)					Fairfax County				
	1990	2000	2006	Annual Growth '90-'00	Annual Growth 00-'06	1990	2000	2006	Annual Growth '90-'00	Annual Growth 00-'06
Population	13,124	18,540	20,027	41.3%	8.0%	818,584	969,749	1,017,547	18.5%	4.9%
Households	6,198	8,814	9,621	42.2%	9.2%	292,345	350,714	370,327	20.0%	5.6%
Avg. Household Size	2.11	2.10	2.08			2.75	2.74	2.73		
HH Median Income	\$51,299	\$74,151	\$84,978			\$59,284	\$81,050	\$92,011		
Household Type										
Family	51.1%	51.2%	51.3%			73.0%	71.4%	71.4%		
Non-Family	48.9%	48.8%	48.7%			27.0%	28.6%	28.6%		
Household Tenure										
Renter	53.1%	53.0%				29.3%	29.1%			
Owner	46.9%	47.0%				70.7%	70.9%			
Median Age	34.9	35.8				33.1	35.9			

	Greater Washington (c)				
	1990	2000	2006	Annual Growth '90-'00	Annual Growth 00-'06
Population	3,923,574	4,544,944	4,965,346	15.8%	9.2%
Households	1,459,358	1,707,817	1,866,598	17.0%	9.3%
Avg. Household Size	2.62	2.61	2.61		
HH Median Income	\$46,884	\$64,338	\$74,606		
Household Type					
Family	66.5%	65.5%	66.3%		
Non-Family	33.5%	34.5%	33.7%		
Household Tenure					
Renter	39.5%	36.9%			
Owner	60.5%	63.1%			
Median Age	32.5	35.0			

Notes: (a) 1990 income data reflects 1989 earnings. 2000 income data reflects 1999 earnings. 2006 data based on Claritas estimates.
(b) Represented by Tysons Corner CDP, as defined by U.S. Census Bureau. (c) Includes Washington, DC; Calvert, Charles, Frederick, Montgomery, & Prince George's Counties, MD; Arlington, Fairfax, Loudoun, Prince William, & Stafford Counties, VA; and Alexandria, Falls Church, Fairfax, Manassas, & Manassas Park Cities, VA.
Sources: US Census, 1990 & 2000; Claritas, Inc.; Bay Area Economics, 2007.

Appendix Table A-2: Age Distribution, 2000

Age Range	Tysons Corner (a)		Fairfax County		Greater Washington (b)	
	Number	Percent of Total	Number	Percent of Total	Number	Percent of Total
Under 18	3,223	17.4%	245,730	25.3%	1,143,514	25.2%
18 - 24	1,315	7.1%	70,782	7.3%	392,589	8.6%
25 - 34	4,191	22.7%	148,819	15.3%	736,300	16.2%
35 - 44	3,395	18.4%	183,210	18.9%	827,008	18.2%
45 - 54	2,785	15.1%	157,166	16.2%	659,998	14.5%
55 - 64	1,578	8.5%	88,044	9.1%	382,759	8.4%
65 and Over	2,014	10.9%	75,998	7.8%	402,776	8.9%
Total	18,501	100.0%	969,749	100.0%	4,544,944	100.0%
Median Age	35.8		35.9		35.0	

Notes: (a) Represented by Tysons Corner CDP, as defined by U.S. Census Bureau.
 (b) Includes Washington, DC; Calvert, Charles, Frederick, Montgomery, & Prince George's Counties, MD; Arlington, Fairfax, Loudoun, Prince William, & Stafford Counties, VA; and Alexandria, Falls Church, Fairfax, Manassas, & Manassas Park Cities, VA.
 Source: U.S. Census, 2000; Bay Area Economics, 2007.

Appendix Table A-3: Household Income Distribution (a)

Income Range	Tysons Corner				Fairfax County			
	2000		2006		2000		2006	
	Number	Percent of Total						
Less than \$15,000	740	8.3%	729	7.6%	15,121	4.3%	13,924	3.8%
\$15,000 - \$24,999	416	4.7%	368	3.8%	14,818	4.2%	12,836	3.5%
\$25,000 - \$34,999	436	4.9%	448	4.7%	20,760	5.9%	17,904	4.8%
\$35,000 - \$49,999	948	10.7%	835	8.7%	38,919	11.1%	35,219	9.5%
\$50,000 - \$74,999	1,943	21.9%	1,808	18.8%	70,343	20.0%	64,667	17.5%
\$75,000 - \$99,999	1,317	14.8%	1,560	16.2%	59,372	16.9%	59,687	16.1%
\$100,000 - \$149,999	1,451	16.3%	1,850	19.2%	73,759	21.0%	84,676	22.9%
\$150,000 or more	1,641	18.5%	2,023	21.0%	58,187	16.6%	81,414	22.0%
Total Households	8,892	100.0%	9,621	100.0%	351,279	100.0%	370,327	100.0%
Median Household Income	\$74,151		\$84,978		\$81,050		\$92,011	

Income Range	Greater Washington			
	2000		2006	
	Number	Percent of Total	Number	Percent of Total
Less than \$15,000	140,248	8.2%	125,870	6.7%
\$15,000 - \$24,999	115,721	6.8%	99,142	5.3%
\$25,000 - \$34,999	151,067	8.8%	128,448	6.9%
\$35,000 - \$49,999	236,697	13.8%	228,951	12.3%
\$50,000 - \$74,999	358,669	21.0%	356,427	19.1%
\$75,000 - \$99,999	259,875	15.2%	289,308	15.5%
\$100,000 - \$149,999	267,437	15.6%	361,114	19.3%
\$150,000 or more	179,647	10.5%	277,338	14.9%
Total Households	1,709,361	100.0%	1,866,598	100.0%
Median Household Income	\$64,338		\$74,606	

Notes: (a) 2000 income data reflects 1999 earnings. 2006 data based on Caritas estimates.

(b) Represented by Tysons Corner CDP, as defined by U.S. Census Bureau.

(c) Includes Washington, DC; Calvert, Charles, Frederick, Montgomery, & Prince George's Counties, MD; Arlington, Fairfax, Loudoun, Prince William, & Stafford Counties, VA; and Alexandria, Falls Church, Fairfax, Manassas, & Manassas Park Cities, VA.

Source: U.S. Census, 2000; Claritas, Inc.; Bay Area Economics, 2007.

Appendix Table A-4: Educational Attainment, 2000 (a)

	Tysons Corner (b)		Fairfax County		Greater Washington (c)	
	Number	Percent of Total	Number	Percent of Total	Number	Percent of Total
Highest Educational Level Reached						
Less than 9th grade	269	1.9%	27,929	4.3%	147,054	4.9%
9th to 12th grade, no diploma	425	3.0%	32,548	5.0%	236,631	7.9%
High school graduate (includes equivalency)	1,266	9.1%	90,642	13.9%	590,171	19.6%
Some college, no degree	1,839	13.2%	110,597	16.9%	573,728	19.1%
Associate degree	418	3.0%	33,660	5.2%	151,306	5.0%
Bachelor's degree	5,372	38.5%	198,607	30.4%	715,477	23.8%
Graduate or professional degree	4,374	31.3%	159,254	24.4%	594,474	19.8%
Total	13,963	100.0%	653,237	100.0%	3,008,841	100.0%
High school graduate or higher	13,269	95.0%	592,760	90.7%	2,625,156	87.2%
Bachelor's degree or higher	9,746	69.8%	357,861	54.8%	1,309,951	43.5%

Notes: (a) Data refers to the population age 25 and older.

(b) Represented by Tysons Corner CDP, as defined by U.S. Census Bureau.

(c) Includes Washington, DC; Calvert, Charles, Frederick, Montgomery, & Prince George's Counties, MD; Arlington, Fairfax, Loudoun, Prince William, & Stafford Counties, VA; and Alexandria, Falls Church, Fairfax, Manassas, & Manassas Park Cities, VA.

Source: U.S. Census, 2000; Bay Area Economics, 2007.

Appendix Table A-5: Jobs by Occupation Place of Work, 2000 (a)

	Tysons Corner (b)		Fairfax County		Greater Washington (c)	
	Total Jobs	Percent of Total	Total Jobs	Percent of Total	Total Jobs	Percent of Total
Occupational Grouping						
Management	12,150	18.5%	73,213	14.5%	323,425	12.8%
Business, Financial Operations	10,655	16.3%	44,442	8.8%	190,080	7.6%
Computer, Mathematical	10,310	15.7%	55,986	11.1%	185,085	7.4%
Office, Administrative Support	8,780	13.4%	71,942	14.2%	382,400	15.2%
Sales, Related	7,840	12.0%	50,858	10.1%	217,685	8.6%
Architecture, Engineering	1,990	3.0%	14,946	3.0%	64,185	2.5%
Food Preparation, Serving, Related	1,960	3.0%	15,715	3.1%	85,935	3.4%
Arts, Design, Entertainment, Sports, Media	1,645	2.5%	12,901	2.6%	81,860	3.3%
Legal	1,600	2.4%	7,182	1.4%	78,935	3.1%
Installation, Maintenance, Repairs	1,290	2.0%	14,929	3.0%	72,820	2.9%
Construction, Excavation	1,180	1.8%	21,710	4.3%	115,895	4.6%
Building, Grounds Cleaning, Maintenance	885	1.4%	11,933	2.4%	69,020	2.7%
Production	835	1.3%	11,249	2.2%	67,415	2.7%
Education, Training, Library	815	1.2%	26,979	5.3%	139,280	5.5%
Protective Service	810	1.2%	9,079	1.8%	60,815	2.4%
Life, Physical, Social Science	800	1.2%	5,837	1.2%	57,915	2.3%
Personal Care, Service	565	0.9%	13,849	2.7%	67,340	2.7%
Healthcare Practitioners, Technicians	515	0.8%	16,553	3.3%	96,930	3.9%
Transportation, Material Moving	515	0.8%	14,783	2.9%	89,780	3.6%
Community, Social Service	200	0.3%	5,735	1.1%	36,950	1.5%
Healthcare Support	170	0.3%	4,538	0.9%	28,850	1.1%
Farmers, Farm Managers	4	0.0%	156	0.0%	2,220	0.1%
Farming, Fishing, Forestry	4	0.0%	382	0.1%	2,715	0.1%
Total Civilian Employment	65,518	100.0%	504,897	1	2,517,535	100%
Armed Forces	4	0.0%	1,524	0.3%	15,085	0.6%

Notes: (a) Data represents the civilian population age 16 and over.

(b) Represented by Tysons Corner CDP, as defined by U.S. Census Bureau.

(c) Includes Washington, DC; Calvert, Charles, Frederick, Montgomery, & Prince George's Counties, MD; Arlington, Fairfax, Loudoun, Prince William, & Stafford Counties, VA; and Alexandria, Falls Church, Fairfax, Manassas, & Manassas Park Cities, VA.

Source: U.S. Census Transportation Planning Package, 2000; BAE, 2007.

Appendix Table A-6: Jobs by Industry Place of Work, 2000 (a)

Industry	Tysons Corner (b)		Fairfax County		Greater Washington (c)	
	Total Jobs	Percent of Total	Total Jobs	Percent of Total	Total Jobs	Percent of Total
Professional, scientific, management, and administrative	25,220	38.5%	116,844	23.3%	438,850	17.7%
Information	8,760	13.4%	45,435	9.1%	150,880	6.1%
Finance, insurance, real estate and rental and leasing	8,450	12.9%	37,857	7.5%	173,070	7.0%
Retail trade	7,735	11.8%	49,631	9.9%	219,550	8.8%
Arts, entertain., recreation, accommodation and food svcs.	3,875	5.9%	29,031	5.8%	166,040	6.7%
Manufacturing	2,505	3.8%	21,856	4.4%	101,110	4.1%
Construction	2,205	3.4%	33,710	6.7%	163,930	6.6%
Educational, health and social services	2,120	3.2%	74,438	14.8%	412,595	16.6%
Other services (except public administration)	1,945	3.0%	25,593	5.1%	164,440	6.6%
Public administration	1,070	1.6%	37,294	7.4%	331,660	13.3%
Wholesale trade	995	1.5%	10,553	2.1%	44,540	1.8%
Transportation and warehousing, and utilities	585	0.9%	18,146	3.6%	110,720	4.5%
Agriculture, forestry, fishing and hunting, and mining	25	0.0%	1,095	0.2%	7,509	0.3%
Total Civilian Employment	65,490	100.0%	501,483	100.0%	2,484,894	100.0%
Armed Forces	35	0.1%	4,648	0.9%	47,725	1.9%
	13.1%	2.6%				

Notes: (a) Data represents the civilian population age 16 and over.

(b) Represented by Tysons Corner CDP, as defined by U.S. Census Bureau.

(c) Includes Washington, DC; Calvert, Charles, Frederick, Montgomery, & Prince George's Counties, MD; Arlington, Fairfax, Loud Prince William, & Stafford Counties, VA; and Alexandria, Falls Church, Fairfax, Manassas, & Manassas Park Cities, VA.

Source: U.S. Census Transportation Planning Package, 2000; BAE, 2007.

Appendix Table A-7: Job Earnings by Industry Place-of-Work, 2000 (a)

	<\$50,000		\$50-\$75,000		> \$75,000		Total
	Jobs	%	Jobs	%	Jobs	%	
Tysons							
Agriculture, forestry, fishing, hunting, mining	19	83%	4	17%	-	0%	23
Armed Forces	15	50%	15	50%	-	0%	30
Arts, entertain., recreation, accommodation, food svcs	3,405	88%	265	7%	205	5%	3,875
Construction	1,480	67%	400	18%	325	15%	2,205
Educational, health and social services	1,540	72%	295	14%	295	14%	2,130
Finance, insurance, real estate, rental and leasing	3,955	47%	1,910	23%	2,585	31%	8,450
Information	3,735	43%	2,385	27%	2,635	30%	8,755
Manufacturing	895	36%	490	20%	1,120	45%	2,505
Other services (except public administration)	1,389	71%	305	16%	250	13%	1,944
Professional, scientific, management, administrative	11,705	46%	6,035	24%	7,480	30%	25,220
Public administration	380	35%	355	33%	340	32%	1,075
Retail trade	5,275	68%	1,085	14%	1,375	18%	7,735
Transportation and warehousing, and utilities	469	81%	65	11%	45	8%	579
Wholesale trade	504	51%	215	22%	275	28%	994
Total	34,766	53%	13,824	21%	16,930	26%	65,520
Fairfax County							
Agriculture, forestry, fishing, hunting, mining	642	60%	132	12%	297	28%	1,071
Armed Forces	2,646	57%	1,349	29%	625	14%	4,620
Arts, entertain., recreation, accommodation, food svcs	26,388	92%	1,435	5%	998	3%	28,821
Construction	24,261	73%	5,432	16%	3,656	11%	33,349
Educational, health and social services	58,503	79%	10,168	14%	5,572	8%	74,243
Finance, insurance, real estate, rental and leasing	22,872	61%	6,890	18%	7,804	21%	37,566
Information	21,360	47%	11,781	26%	12,146	27%	45,287
Manufacturing	10,888	50%	4,606	21%	6,167	28%	21,661
Other services (except public administration)	20,160	80%	3,129	12%	2,034	8%	25,323
Professional, scientific, management, administrative	58,857	50%	26,238	23%	31,516	27%	116,611
Public administration	16,108	43%	12,292	33%	8,722	23%	37,122
Retail trade	37,900	77%	5,471	11%	6,093	12%	49,464
Transportation, warehousing, utilities	12,665	70%	3,648	20%	1,707	9%	18,020
Wholesale trade	6,690	64%	1,729	16%	2,071	20%	10,490
Total	319,940	64%	94,300	19%	89,408	18%	503,648
Metro							
Agriculture, forestry, fishing, hunting, mining	5,623	75%	829	11%	1,064	14%	7,516
Armed Forces	30,009	63%	11,820	25%	5,864	12%	47,693
Arts, entertain., recreation, accommodation, food svcs	148,919	90%	10,335	6%	6,825	4%	166,079
Construction	124,479	76%	24,955	15%	14,490	9%	163,924
Educational, health and social services	319,509	77%	60,420	15%	32,630	8%	412,559
Finance, insurance, real estate, rental and leasing	108,398	63%	29,160	17%	35,500	21%	173,058
Information	78,924	52%	38,520	26%	33,450	22%	150,894
Manufacturing	60,657	60%	20,884	21%	19,575	19%	101,116
Other services (except public administration)	126,193	77%	21,745	13%	16,524	10%	164,462
Professional, scientific, management, administrative	247,419	56%	88,230	20%	103,180	24%	438,829
Public administration	145,762	44%	101,324	31%	84,589	26%	331,675
Retail trade	180,610	82%	21,845	10%	17,110	8%	219,565
Transportation and warehousing, and utilities	77,311	70%	22,745	21%	10,670	10%	110,726
Wholesale trade	30,761	69%	6,920	16%	6,835	15%	44,516
Total	1,684,574	67%	459,732	18%	388,306	15%	2,532,612

Notes: (a) Income data reflects 1999 earnings. Data represents the civilian population age 16 and over.

(b) Represented by Tysons Corner CDP, as defined by U.S. Census Bureau.

(c) Includes Washington, DC; Calvert, Charles, Frederick, Montgomery, & Prince George's Counties, MD; Arlington, Fairfax, Loudoun, Prince William, & Stafford Counties, VA; and Alexandria, Falls Church, Fairfax, Manassas, & Manassas Park Cities, VA.

Source: U.S. Census Transportation Planning Package, 2000; BAE, 2007.

Appendix Table A-8: Tysons Corner & Competitive Office Submarkets (a)

Submarket	Existing Inventory		Vacancy		YTD Net	YTD	Under	Avg. Lease
	# Bldgs	Total RBA	Total SF	Vac %	Absorption	Deliveries	Const. SF	Rate \$/SF
Tysons Corner	195	26,684,079	2,666,367	10.0%	616,654	319,800	312,897	\$30.48
Annandale/Falls Church	184	5,035,602	624,250	12.4%	(80,392)	85,000	0	\$25.32
Fairfax Center	62	6,811,850	504,238	7.4%	160,937	198,062	0	\$27.89
Fairfax City	147	4,112,295	271,776	6.6%	(43,692)	0	73,676	\$23.49
McLean	80	1,812,330	93,310	5.1%	22,167	16,000	0	\$29.78
Merrifield	102	8,781,656	427,751	4.9%	180,352	0	184,000	\$30.31
Oakton	19	1,567,954	110,493	7.0%	2,686	40,789	0	\$29.79
Vienna	63	1,712,305	240,473	14.0%	77,206	0	0	\$27.46
Reston/Herndon	335	27,695,144	3,195,189	11.5%	580,049	279,438	2,787,256	\$29.11
Rte. 28 Corridor	262	17,349,669	2,673,137	15.4%	509,069	947,284	2,740,255	\$26.26
Rosslyn-Ballston Corridor	159	20,876,642	1,677,853	8.0%	67,799	534,647	1,176,503	\$33.14
Crystal City/Pentagon City	48	12,755,925	1,838,300	14.4%	856,337	629,159	0	\$32.02
Leesburg/Route 7 Corridor	212	5,176,090	465,553	9.0%	1,025,910	1,361,355	988,839	\$28.40
Manassas/Route 29/I-66	163	3,978,667	434,270	10.9%	319,718	490,666	604,918	\$23.54
SE Fairfax County	172	6,543,266	661,415	10.1%	57,110	171,199	0	\$23.67
Woodbridge/I-95 Corridor	107	2,138,148	212,579	9.9%	177,716	275,722	91,085	\$23.16

Note:

(a) Data includes existing office structures as of December 31, 2006.

Source: CoStar; Bay Area Economics, 2007.

Appendix Table A-9: Tysons Corner & Competitive Office Submarkets, Class A Buildings (a)

Submarket	Existing Inventory		Vacancy		YTD Net	YTD	Under	Avg. Lease
	# Bldgs	Total RBA	Total SF	Vac %	Absorption	Deliveries	Const. SF	Rate \$/SF
Tysons Corner	86	17,918,323	1,682,589	9.4%	523,819	319,800	312,897	\$32.31
Annandale/Falls Church	11	1,175,191	155,459	13.2%	80,396	85,000	0	\$28.37
Fairfax Center	33	4,936,082	391,486	7.9%	82,678	198,062	0	\$29.96
Fairfax City	12	869,552	89,558	10.3%	(50,708)	0	52,000	\$26.18
McLean	3	192,000	1,135	0.6%	5,618	0	0	\$31.38
Merrifield	32	6,042,746	310,196	5.1%	163,024	0	184,000	\$32.35
Oakton	11	1,377,525	92,404	6.7%	13,000	40,789	0	\$31.10
Vienna	2	400,000	1,634	0.4%	17,474	0	0	\$27.16
Reston/Herndon	148	20,968,904	2,091,149	10.0%	775,737	253,938	2,761,256	\$30.96
Rte. 28 Corridor	102	11,279,164	1,559,599	13.8%	357,455	597,794	1,737,253	\$28.19
Rosslyn-Ballston Corridor	61	13,479,148	1,182,846	8.8%	280,131	534,647	1,090,046	\$34.99
Crystal City/Pentagon City	16	4,946,021	1,088,213	22.0%	548,130	629,159	0	\$36.18
Leesburg/Route 7 Corridor	23	2,265,680	181,477	8.0%	977,654	1,119,520	690,310	\$28.30
Manassas/Route 29/I-66	12	561,827	149,695	26.6%	139,937	259,013	237,000	\$26.86
SE Fairfax County	13	1,569,606	267,637	17.1%	128,656	171,199	0	\$28.21
Woodbridge/I-95 Corridor	7	301,381	139,498	46.3%	68,590	145,611	39,485	\$25.81

Note:

(a) Data includes existing office structures as of December 31, 2006.

Source: CoStar; Bay Area Economics, 2007.

Appendix Table A-10: Tysons Corner & Competitive Office Submarkets, Class B Buildings (a)

Submarket	Existing Inventory		Vacancy		YTD Net Absorption	YTD Deliveries	Under Const. SF	Avg. Lease Rate \$/SF
	# Bldgs	Total RBA	Total SF	Vac %				
Tysons Corner	95	8,275,469	979,925	11.8%	90,083	0	0	\$26.82
Annandale/Falls Church	90	2,972,629	406,358	13.7%	(134,636)	0	0	\$24.96
Fairfax Center	28	1,858,768	112,752	6.1%	78,259	0	0	\$22.65
Fairfax City	102	2,851,194	162,908	5.7%	25,126	0	21,676	\$22.65
McLean	58	1,364,739	74,295	5.4%	16,392	16,000	0	\$28.42
Merrifield	63	2,618,493	111,582	4.3%	18,721	0	0	\$25.81
Oakton	6	155,709	18,089	11.6%	(10,314)	0	0	\$24.88
Vienna	36	1,035,561	238,128	23.0%	51,902	0	0	\$28.62
Reston/Herndon	164	6,260,231	1,079,738	17.2%	(219,010)	25,500	26,000	\$23.74
Rte. 28 Corridor	142	5,863,175	1,102,636	18.8%	153,606	349,490	1,003,002	\$22.95
Rosslyn-Ballston Corridor	52	5,743,661	391,072	6.8%	(163,695)	0	86,457	\$31.39
Crystal City/Pentagon City	22	6,329,060	628,680	9.9%	(131,969)	0	0	\$29.30
Leesburg/Route 7 Corridor	123	2,494,181	270,451	10.8%	55,315	241,835	298,529	\$28.68
Manassas/Route 29/I-66	116	3,131,665	273,475	8.7%	174,052	231,653	367,918	\$23.19
SE Fairfax County	125	4,424,835	297,663	6.7%	(8,646)	0	0	\$22.37
Woodbridge/I-95 Corridor	70	1,579,131	68,794	4.4%	107,591	130,111	51,600	\$23.17

Note:

(a) Data includes existing office structures as of December 31, 2006.

Source: CoStar; Bay Area Economics, 2007.

Appendix Table A-11: Tysons Corner & Competitive Office Submarkets, Class C Buildings (a)

Market	Existing Inventory		Vacancy		YTD Net Absorption	YTD Deliveries	Under Const. SF	Avg. Lease Rate \$/SF
	# Bldgs	Total RBA	Total SF	Vac %				
Tysons Corner	14	490,287	3,853	0.8%	2,752	0	0	\$25.57
Annandale/Falls Church	83	887,782	62,433	7.0%	(26,152)	0	0	\$22.48
Fairfax Center	1	17,000	0	0.0%	0	0	0	\$0.00
Fairfax City	33	391,549	19,310	4.9%	(18,110)	0	0	\$23.68
McLean	19	255,591	17,880	7.0%	157	0	0	\$35.83
Merrifield	7	120,417	5,973	5.0%	(1,393)	0	0	\$25.51
Oakton	2	34,720	0	0.0%	0	0	0	\$0.00
Vienna	25	276,744	711	0.3%	7,830	0	0	\$23.56
Reston/Herndon	23	466,009	24,302	5.2%	23,322	0	0	\$18.06
Rte. 28 Corridor	18	207,330	10,902	5.3%	(1,992)	0	0	\$15.24
Rosslyn-Ballston Corridor	46	1,653,833	103,935	6.3%	(48,637)	0	0	\$24.09
Crystal City/Pentagon City	10	1,480,844	121,407	8.2%	440,176	0	0	\$29.74
Leesburg/Route 7 Corridor	66	416,229	13,625	3.3%	(7,059)	0	0	\$27.23
Manassas/Route 29/I-66	35	285,175	11,100	3.9%	5,729	0	0	\$20.91
SE Fairfax County	34	548,825	96,115	17.5%	(62,900)	0	0	\$21.12
Woodbridge/I-95 Corridor	30	257,636	4,287	1.7%	1,535	0	0	\$20.00

Note:

(a) Data includes existing office structures as of December 31, 2006.

Source: CoStar; Bay Area Economics, 2007.

Appendix Table A-12: Selected Market -Rate Apartment Rental Comparables for Northern Virginia

Project Name/ Address	Number of Units	Floor Plans	Rental Rates	Utilities Included	Square Feet	Rent Per Square Foot	Percent Occupied	Parking	Comments/Amenities
Archstone Fairfax 8301 Anderson Dr. Fairfax, VA 22031 703.560.7000	267	1br/1ba	\$1,385 - \$1,585	none	861 - 957	\$1.61 - \$1.66	92.9%	lot, free or \$50/mo. reserved	w/d in-unit, pool, fitness center, clubhouse, playground
	401	2br/1ba	\$1,420 - \$1,595		1,069 - 1,216	\$1.31 - \$1.33			
		2br/1.5ba	\$1,555		1,216	\$1.28			
	84	3br/2ba	\$1,660 - \$1,895		1,523	\$1.09			
	752								
Archstone Tysons Corner 1723 Gosnell Rd Vienna, VA 22182 703.281.0331	80	1br/1ba	\$1,435 - \$1,600	none	810 - 870	\$1.77 - \$1.84	96.3%	lot, free or \$50/mo. reserved	tennis courts, pool, spa, balcony, w/d in-unit
	137	2br/2ba	\$1,840 - \$2,050		1,100 - 1,160	\$1.67 - \$1.77			
	217								
The Metropolitan at Reston Town Center 1855 St. Francis St. Reston, VA 20190 703.707.9640	18	Studio	\$1,350 - \$1,775	none	613	\$2.20 - \$2.90	5.9%	garage, free	pool, clubhouse, sundeck, fitness center
	97	1br/1ba	\$1,600 - \$2,375		700 - 817	\$2.29 - \$2.91			
	153	2br/2ba	\$1,950 - \$3,800		1,052 - 1,438	\$1.85 - \$2.64			
	18	3br/3ba	\$3,100 - \$3,575		1,306	\$2.37 - \$2.74			
	286								
Ballston Place 901 N. Pollard St. Arlington, VA 22203 888.592.1874	268	1br/1ba	\$1,600 - \$2,625	none,	600 - 844	\$2.67 \$3.11	94.5%	garage, 1st = \$50/mo. adt'l = \$200/mo.	w/d in-unit, balcony, whirlpool, jacuzzi, club room, library, billiards, pool fitness center
	92	2br/2ba	\$2,275 - \$3,465	\$7/mo trash	995 - 1,148	\$2.29 - \$3.02			
	23	3br/2ba	\$3,375	fee	1,457	\$2.32			
	383								
Fairfax Towers 2251 Pimmit Dr. Falls Church, VA 22043 703.893.0001	220	1br/1ba	\$1,335 - \$1,510	water,	636 - 670	\$2.10 - \$2.25	96.0%	lot, free	w/d in-unit, tennis court, pool, sundeck, playground free shuttle to Metro, fitness center
	125	2br/1ba	\$1,585 - \$1,860	sewer,	860 - 960	\$1.84 - \$1.94			
	21	2br/2ba	\$1,810 - \$1,985	trash	960	\$1.89 - \$2.07			
	46	3br/2ba	\$1,950 - \$2,125		1,153	\$1.69 - \$1.84			
	412								
Lofts 590 590 15th St. Arlington, VA 22202 888.596.3370	37	Studio	\$1,770 - \$2,400	none	524 - 550	\$3.38 - \$4.36	96.7%	garage, \$90 - \$120 per mo.	fitness center, pool, business center, lounge
	75	1br/1ba	\$1,990 - \$2,625		679 - 1,109	\$2.93 - \$2.37			
	100	2br/1ba	\$2,565 - \$3,800		1,007 - 1,376	\$2.55 - \$2.76			
	212								
Post Tysons Corner 1526 Lincoln Cir. McLean, VA 22102 703.734.3030	343	1br/1ba	\$1,300 - \$1,660	none	648 - 866	\$1.92 \$2.01	94.0%	lot/garage free	w/d in-unit, fitness center, pool, tennis, basketball driving range/putting green
	156	2br/2ba	\$1,650 - \$1,830		973 - 1,059	\$1.70 \$1.73			
	499								
Quincy Plaza 3900 Fairfax Dr Arlington, VA 22203 703.312.1350	320	1br/1ba	\$1,685 - \$2,095	All	545 - 860	\$3.09 - \$2.44	90%+	garage 1 free space per unit	fitness center, business center, pool, playground w/d in-unit
	159	2br/2ba	\$2,295 - \$2,695		1,000 - 1,250	\$2.30 - \$2.16			
	20	3br/3ba	\$3,695		1,375	\$2.69			
	499								
The Commons of McLean 1653 Anderson Rd McLean, VA 22102 703.356.0500	232	1br/1ba	\$1,185 - \$1,415	none	680 - 882	\$1.60 - \$1.74	92.0%	lot, free	w/d in most units, pool, busin center, basketball court, playground
		2br/1.5ba	\$1,380 - \$1,770		800 - 1,140	\$1.55 - \$1.73			
	302	2br/2ba	\$1,634		1,100 - 1,120	\$1.46 - \$1.49			
	15	3br/1.5ba	\$1,805		1,023	\$1.76			
	28	3br/2ba	\$2,300 - \$2,400		1,300 - 1,500	\$1.60 - \$1.77			
	577	4br/2ba	\$2,485		1,677	\$1.48			
The Clarendon 1200 N. Herndon St. Arlington, VA 22201 703.527.3500	10	Studio	\$1,385 \$2,135	none	517 - 965	\$2.21 - \$2.68	95.0%	garage 1st = \$40/mo. adt'l = \$200/mo.	w/d in-unit, clubhouse, fitness center, pool, business center
		1br/1ba	\$1,500 - \$1,940		599 - 964	\$2.01 - \$2.50			
	160	1br/2ba	\$2,300 - \$2,565		1,015 - 1,143	\$2.24 - \$2.27			
	118	2br/2ba	\$2,270 - \$3,900		978 - 1,491	\$2.32 - \$2.62			
	4	3br/2ba	\$3,800 \$5,000		1,540 - 1,713	\$2.47 - \$2.92			
	292								

Source: Telephone interviews, internet research; Bay Area Economics, 2006.

Table A-13: Recent Residential Sales Near Tysons Corner by Number of Bedrooms

Sale Price	All Units		Number of Bedrooms		
	Number of Units	Percent of Total	2	3	4 or More
Under \$250,000	0	0%	0	0	0
\$250,000-\$299,999	0	0%	0	0	0
\$300,000-\$349,999	1	0%	1	0	0
\$350,000-\$399,999	8	1%	2	6	0
\$400,000-\$449,999	26	4%	2	21	3
\$450,000-\$499,999	36	6%	2	30	4
\$500,000-\$599,999	89	14%	2	44	43
\$600,000-\$699,999	102	17%	3	32	67
\$700,000-\$799,999	82	13%	1	20	61
\$800,000-\$899,999	73	12%	0	7	66
\$900,000-\$999,999	47	8%	0	6	41
\$1,000,000 or more	150	24%	1	6	143
Total	614	100%	14	172	428
Median Sale Price	\$754,878		\$ 500,000	\$ 565,909	\$ 854,545

Notes: This data includes sales of townhouses and single family residences from July 1, 2006 through December 31, 2006 in the following ZIP codes: 22027, 22043, 22101, 22102, 22180, and 22182.
Source: Metropolitan Regional Information Systems, Inc.; BAE, 2007.

Table A-14: Recent Condominium Sales Near Tysons Corner

Sale Price	All Units	
	Number of Units	Percent of Total
Under \$250,000	22	12%
\$250,000-\$299,999	47	26%
\$300,000-\$349,999	27	15%
\$350,000-\$399,999	19	10%
\$400,000-\$449,999	23	13%
\$450,000-\$499,999	17	9%
\$500,000-\$599,999	8	4%
\$600,000-\$699,999	6	3%
\$700,000-\$799,999	0	0%
\$800,000-\$899,999	7	4%
\$900,000-\$999,999	1	1%
\$1,000,000 or more	4	2%
Total	181	100%
Median Sale Price	\$339,815	

Notes: This data includes sales condominiums from July 1, 2006 through December 31, 2006 in the following ZIP codes: 22027, 22043, 22101, 22102, 22180, and 22182.

Source: Metropolitan Regional Information Systems, Inc.; BAE, 2007.

**Table A-15: Recent Single Family Residence Sales in Fairfax County
by Number of Bedrooms**

Sale Price	All Units		Number of Bedrooms		
	Number of Units	Percent of Total	2	3	4 or More
Under \$250,000	0	0%	0	0	0
\$250,000-\$299,999	3	0%	3	0	0
\$300,000-\$349,999	10	0%	2	6	2
\$350,000-\$399,999	59	2%	10	39	10
\$400,000-\$449,999	186	6%	7	113	66
\$450,000-\$499,999	371	12%	8	149	214
\$500,000-\$599,999	835	27%	5	188	642
\$600,000-\$699,999	603	19%	5	65	533
\$700,000-\$799,999	323	10%	3	20	300
\$800,000-\$899,999	240	8%	3	7	230
\$900,000-\$999,999	120	4%	0	5	115
\$1,000,000 or more	388	12%	3	8	377
Total	3,138	100%	49	600	2,489
Median Sale Price	\$617,413		\$ 465,625	\$ 497,651	\$ 658,255

Note: This data includes sales from July 1, 2006 through December 31, 2006
Source: Metropolitan Regional Information Systems, Inc.; BAE, 2007.

**Table A-16: Recent Townhouse Sales in Fairfax County
by Number of Bedrooms**

Sale Price	All Units		Number of Bedrooms		
	Number of Units	Percent of Total	2	3	4 or More
Under \$250,000	10	0%	10	0	0
\$250,000-\$299,999	55	2%	36	19	0
\$300,000-\$349,999	254	10%	103	137	14
\$350,000-\$399,999	672	27%	89	521	62
\$400,000-\$449,999	634	26%	52	428	154
\$450,000-\$499,999	361	15%	14	265	82
\$500,000-\$599,999	293	12%	6	229	58
\$600,000-\$699,999	124	5%	6	88	30
\$700,000-\$799,999	37	1%	4	20	13
\$800,000- \$899,999	12	0%	1	4	7
\$900,000-\$999,999	17	1%	0	7	10
\$1,000,000 or more	7	0%	1	3	3
Total	2,476	100%	322	1,721	433
Median Sale Price	\$ 419,479		\$ 356,742	\$ 421,437	\$ 445,617

Note: This data includes sales from July 1, 2006 through December 31, 2006

Source: Metropolitan Regional Information Systems, Inc.; BAE, 2007.

**Table A-17: Recent Condominium Sales in Fairfax County
by Number of Bedrooms**

Sale Price	All Units	
	Number of Units	Percent of Total
Under \$250,000	378	23%
\$250,000-\$299,999	485	29%
\$300,000-\$349,999	390	23%
\$350,000-\$399,999	180	11%
\$400,000-\$449,999	94	6%
\$450,000-\$499,999	49	3%
\$500,000-\$599,999	25	2%
\$600,000-\$699,999	23	1%
\$700,000-\$799,999	11	1%
\$800,000- \$899,999	11	1%
\$900,000-\$999,999	4	0%
\$1,000,000 or more	11	1%
Total	1661	100%
Median Sale Price	\$296,649	

Note: This data includes sales from July 1, 2006 through December 31, 2006
Source: Metropolitan Regional Information Systems, Inc.; BAE, 2007.

Appendix Table A-18: Tysons Shopping Centers

Name	Address	Community	ZIP Code	Type ¹	Stores	GLA w/ Anchors	Occupancy	Year Opened (Renovated)	Parking	Anchor
Neighborhood Serving Shopping Centers										
Idyllwood Plaza	7501 Leesburg Pk.	Falls Church	22043	Neighborhood	17	73,313	100.0%	1991	337	Whole Foods Market (30k), Storehouse (11k)
Tysons Station	7500 Leesburg Pk.	Falls Church	22043	Neighborhood	17	49,584	100.0%	1954 (1981)	232	Trader Joe's (11k)
The Commons Shop Village	Anderson & Colshire Rds	McLean	22102	Neighborhood						Safeway
Fairfax Square	8075 Leesburg Pike	Tysons Corner	22103	Community		130,000	100.0%	1989	1,100	
Pike 7 Plaza	8265-8397 Leesburg Pk.	Tysons Corner	22150	Community	26	164,072	100.0%	1968 (1978)	738	Staples (24k), TJ Maxx (25k), Gold's Gym
Tysons Plaza	8032 Leesburg Pike	Tysons Corner	22103	Neighborhood	7	25,000	80.0%			
Tysons Square Shopping Center	8353 Leesburg Pike	Vienna	22182	Community		180,000	100.0%			Marshalls, Pier 1 Imports (24k)
Pimmit Shopping Center	7457 Patterson Rd	Falls Church	22043	Neighborhood	9	34,500	100.0%	1955	166	
	8204 Leesburg Pike	Vienna	22182	Neighborhood		24,190	100.0%	1967		
	8334 Leesburg Pike	Vienna	22182	Neighborhood		13,558	100.0%	1978		
Regional Retail Centers										
Tysons Corner Center	1961 Chain Bridge Rd	McLean	22102	Super Regional	300	2,213,110	100.0%	1968 (2005)	10,250	Bloomingdale's, Nordstrom's, Lord & Taylor, Macy's, AMC Theatres
Tysons Galleria	1651-2255 International Dr	McLean	22102	Super Regional	120	819,216	100.0%	1988 (1997)	5,503	Macy's, Nieman Marcus, Saks Fifth Avenue

Notes:

1) Definitions are as follows for each type of center:

Neighborhood centers contain convenience goods and personal services for day to day living, normally ranging from 30,000 to 100,000 SF in size.

Community centers are normally anchored by junior department stores, super drug stores, or discount department stores with size ranging from 100,00 to 500,000 SF.

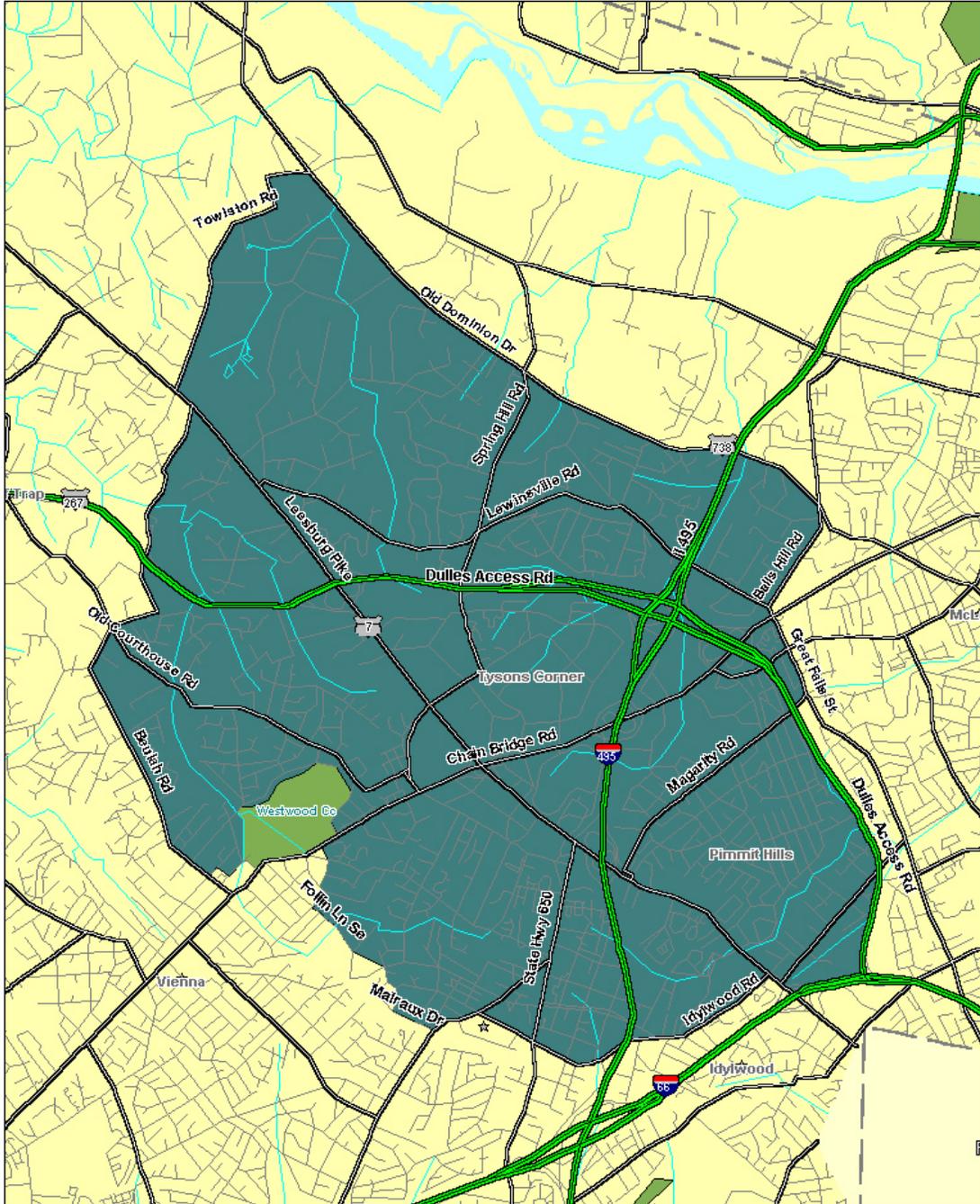
Source: Shopping Center Directory 2005; CoStar; local merchant interviews, BAE, 2006

Multi-Family Housing, Selected Virginia Jurisdictions, 2000-2005

	<u>Alexandria</u>	<u>Arlington County</u>	<u>Fairfax County</u>
Total Housing Units			
2000	64,251	90,426	359,411
2005	68,406	92,622	386,856
Housing Units in Structures of 20 or More Units			
2000	23,405	33,584	34,555
2005	23,252	34,503	35,514
2000-2005 Change			
Total Units	4,155	2,196	27,445
Units in Structures of 20 or More Units	(153)	919	959
Multi-Family as Share of Total Housing Inventory			
2000	36.4%	37.1%	9.6%
2005	34.0%	37.3%	9.2%
Multi-Family as Share of Total 2000-2005 Change	-3.7%	41.8%	3.5%

Sources: U.S. Census, 2000; American Community Survey, 2005; BAE, 2007.

CoStar Office Submarket – Tysons Corner



Tysons Corner Office Submarket

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