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## THE GREEN ALTERNATIVE

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October 23, 2009

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## DCBIA PANEL: DC PRICES AT BOTTOM

*The big deal **US High Speed Rail Conference**, produced by our sponsor the **USHSR Association**, continues **today** at the **JW Marriott**. It foresees major commercial real estate opportunities in the potentially gazillion dollar program. See story below.*

Believe it or not, in our strange new world, our headline is **good news**. It means, at least downtown, there's no other direction to go but **up**. (Well, other than **sideways**, if you want to be a spoilsport about it.)



Investment sales guru **Warren Dahlstrom**, left, made the assessment at **yesterday's** DCBIA State of the Sales market panel at the Press Club. Yet he added that the best bargains may actually be in **Tysons** near Metro stations, which he said will be a game changer—and very expensive areas in **5-10 years**. WRIT's **Tom Regnell**, far right, said 2010 sales transaction volume here will be two to three times this year's, although pain will not be a matter of "if" but "when." Other superstars opining (including on baseball and football): Akridge's **Brian Connolly**, ING's **Marc DeLuca**, HFF's **Bob Donhauser**, and CIM's **Charlie Garner**.

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## ART PATRONS



We snapped this **last night** of architects **Mike Hickok** and **Yolanda Cole** (flanked by Watt Tieder lawyer **Paul Varela** and Sutton Construction's **Dan Peyton**) at what they think was their 10th Annual **Art Night** (the original ones were so small they can't remember precisely). 600 members of the arts and real estate communities poured into their 31st Street offices to buy art and raise money for the **Washington Arts Project** and the artists themselves. In other news: Dan's firm is working on a **Ft. Meyers** design/build, and Paul is relieved to be back in DC's warmer weather after taking son Robbie last weekend to look at boarding schools in the midst of that New England **blizzard**.

## CAPITOL PARTY



We snapped this Wednesday evening on the rooftop of **101 Constitution** of **Lincoln Property** Mid-Atlantic chief **Paul Price**, right, with Northeast head **Bill Hickey** and Holland & Knight's **David Kahn**, celebrating Lincoln's 25 years of presence in DC. Here's something we bet you didn't know: The company, originally an apartment division of **Trammell Crow**, got its name because it was established on **Lincoln's birthday** in 1965. Today it's got **300 people** here, doing property and construction management, development and advisory services, and leasing. This story of a Dallas company was more

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meaningful to us because—stay tuned—we hope to start publishing daily in the **Dallas-Fort Worth Metroplex** (are you impressed with our lingo?) this coming week.

## KOOL FRIENDS AT KELLARI



Not wanting our sponsors to go hungry (even though there's no evidence of food on their plates), we invited them to try out the sleek new **Kellari restaurant** at 1700 K (great Greek seafood specialties), so among the octopus and calamari we also found: Cordia Partners **Mitch Weintraub**, Reed Smith's **Olivia Shay-Byrne**, Wainger Group's **Liz Wainger**, Artisan Partners' **Geoff Azaroff**, Prill Construction's **Adam Prill**, Akridge's **Gene Kenney**, Teel Construction's **Parker Teel**, OPX's **Barbara Mullenex**, Kramer Consulting's **Jeff Kramer**, StructureTone's **Joanna Hoffschneider**, and David Nassif Associates' **Tim Jaroch**. There was actually a discussion as well as eating.

## Platinum Living



Always wanting to see the latest greatest, we stopped by the **CharityWorks GreenHouse** in McLean, the **first carbon neutral** house on the East Coast. Designer **Ernesto Santalla** showed us the subtleties: the coffee table is corrugated cardboard; the wall-art incorporates recycled **plastic bags** and in the top left is made of **grass**. Constructed by **WEST\*GROUP** in collaboration with Fairfax County-based **GreenSpur**, and designed by DC architects **Cunningham | Quill**, it will exceed LEED-Platinum, and Energy Star says it's more efficient than 99.99% of the homes built since 2000.



Here comes the neighborhood.



## Meet our Sponsor: US High Speed Rail Association



This is an artist's conception of the glistening high speed rail stations **of the future**, built on land and in buildings developed by, you guessed it, the real estate community. Today's high speed rail program at the **JW Marriott** takes up the current state of US planning, the funding process, how the mission encourages "**walkable urbanism**," and concludes with "next steps." [More info.](#)

## UPCOMING EVENTS

October 27 - Northern Virginia NAIOP & GMU - Distressed Assets - 8:30am - [Info](#)

October 27 - Bisnow Breakfast & Schmooze - Hot Topics in Federal IT. [Info](#)

October 28 - Bisnow New Washington Breakfast & Schmooze - "Is K Street the New Wall Street?" [Info](#).



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Cardinal Breakfast Briefing

**Looking Back to Look Forward**

**Tuesday, November 10, 2009**

8:00 - 9:00 a.m.

**Featured Presenter:**

**Britton Busby**

*Economist from Lord Abbett*

*Britton Busby, Regional Manager in Lord Abbett's Private Wealth Group, formerly Senior Economic Research Analyst with Lord Abbett & Co.*

**Presentation Overview:**

*Where the economy and market goes from here. What is the historical perspective of the events of the past two years?*

*How does the recent market volatility compare to other challenging markets? What opportunities can be found for both growth and income?*

**Location:**

Cardinal Bank

8270 Greensboro Drive, Suite 400  
McLean, VA 22102

There is no charge for this event.  
Space is limited. Reservations required.

**Presented by:**



R.S.V.P. by November 5, 2009 at  
(703) 848-2182 or [rsvp@cardinalbank.com](mailto:rsvp@cardinalbank.com)