



Why Develop in DC?



RLAH
REAL ESTATE



Jill

With Jill leading the charge as a luxury brand innovator, the Jill Schwartz Group blends state of the art digital marketing with unrivaled services for exclusive clientele.

As a proud member of an elite team of agents at RLAH Real Estate, Jill goes above and beyond expectations, personalizing each client experience by tailoring it to fit their distinct needs.

A certified GREEN associate, Jill is nationally recognized as an expert in sustainable living and environmentally friendly real estate choices for families.

We, at the Jill Schwartz Group, are defined by the convergence of boldness and passion. This dynamic blend is reflected in every aspect of our business, from the clients we work with, to the areas we serve, to the brokerage we call home.

We are proud to be a part of RLAH, a company that's reinventing the real estate industry. RLAH's progressive vision is a perfect match for our own innovative spirit, and their comprehensive service offerings allow us to spend time on the most important part of our business: each and every one of you.

Awards and Notable Sales:

Over \$550M in listings and sales

Highest price career listing \$12.5M

Highest price dual representation transaction: \$10M

Highest career vacation home sale: \$4M, location: Delaware

Represented highest spec home build in Bethesda, MD

Top Individual Agent in Bethesda Gross Sales Volume 2015 (L&F)

Top 5 Group in the DC Metro Area 2016, 2017

A photograph of a brownstone building with a blue door and steps, with a text overlay. The building is made of brown stone with a blue door featuring gold-colored decorative elements. The steps are made of brown stone and have black metal railings. There are potted plants with white flowers in the foreground. The text overlay is a white box with a blue border containing the title 'WHY DC?' and three bullet points.

WHY DC?

As one of the fastest growing markets in the nation, DC fosters a lucrative environment for economic, commercial, and residential development.

1.2 million retail square feet under construction as of 2017

\$13.9 billion in restaurant sales (2016)

Fast developments in job growth

ADAMS MORGAN

40°44'30" N 73°59'21" W

	0-0.5 mi	0-1 mi	0-3 mi
Population	25,552	92,965	375,591
% M/F	49/51	50/50	49/51
% BA Degree	82	78	71
% Grad Degree	51	48	43
Households	14,438	49,848	177,838
Avg. Size	1.7	1.8	2
% Owners/Rent	32/68	32/68	37/63
Med HH Value	\$672,716	\$707,204	\$653,271
Income			
Median HH	\$104,529	\$99,945	\$91,105
HH Income > \$75k	67%	62%	58%
Age			
<20	10%	11%	16%
20-34	43%	42%	37%
35-65	37%	38%	35%
Median Age	34.1	34.2	33.9
Vehicles per HH			
0	45%	47%	38%
1	44%	42%	45%
2-3	11%	11%	17%
Average Metrorail Exits			
	Weekday	Weekend	
Woodley Park	5,610	3,994	
Columbia Heights	10,570	5,629	

Attractions

7 Michelin recommended restaurants in the area

"Best Barbecue" and "Best Sandwich" in DC at the Federalist Pig

Tail Up Goat named one of the "Best New Restaurants in America" by Bon Appetit in 2016

More than 240 restaurants and businesses in the artsy, colorfully electric neighborhood

Very walkable and high proximity to metro

ANACOSTIA

38°51'46" N 76°58'58" W

	0-0.5 mi	0-1 mi	0-3 mi
Population	11,179	31,720	236,783
% M/F	45/55	44/56	47/53
% BA Degree	13	15	39
% Grad Degree	5	7	21
Households	4,294	11,966	102,324
Avg. Size	2.6	2.6	2.2
% Owners/Rent	29/71	24/76	35/65
Med HH Value	\$256,437	\$275,455	\$361,437
Income			
Median HH	\$36,042	\$33,921	\$56,454
HH Income > \$75k	22%	21%	40%
Age			
<20	31%	31%	23%
20-34	22%	22%	26%
35-65	36%	36%	38%
Median Age	32.6	32.7	35.5
Vehicles per HH			
0	48%	48%	36%
1	39%	38%	45%
2-3	12%	13%	19%
Average Metrorail Exits			
	Weekday	Weekend	
Anacostia	5,855	2,287	

Attractions

"The Hive 2.0," a locus for over 55 entrepreneurs

Anacostia has a booming small business scene supported by its locals, and makes for a wonderful shopping district

Thriving arts scene

Plenty of new investments into its booming real estate market, for example:

1. MLK Gateway
2. Maple View Flats
3. Columbian Quarter
4. Reunion Square



BROOKLAND

38°56'1" N 76°59'4" W

	0-0.5 mi	0-1 mi	0-3 mi
Population	8,237	27,499	364,404
% M/F	47/53	47/53	49/51
% BA Degree	58	45	53
% Grad Degree	38	25	29
Households	2,512	10,613	157,842
Avg. Size	2.6	2.3	2.2
% Owners/Rent	56/44	50/50	41/59
Med HH Value	\$446,729	\$404,817	\$484,405
Income			
Median HH	\$76,075	\$58,028	\$72,649
HH Income > \$75k	51%	41%	49%
Age			
<20	23%	22%	19%
20-34	28%	23%	31%
35-65	35%	36%	38%
Median Age	34.5	39.3	35.4
Vehicles per HH			
0	17%	27%	35%
1	54%	44%	44%
2-3	28%	27%	20%
Average Metrorail Exits			
	Weekday	Weekend	
Brookland-CUA	5,051	1,992	

Attractions

Monroe Street Market
57,000 SF of retail/restaurant
space + 560+ apartments

Centrally located to 6
hospitals

Rapidly growing restaurant
scene

BENNING ROAD

38°52'27" N 76°55'46" W

	0-0.5 mi	0-1 mi	0-3 mi
Population	10,314	39,442	200,281
% M/F	44/56	45/55	46/65
% BA Degree	14	17	27
% Grad Degree	4	7	13
Households	4,499	15,675	81,802
Avg. Size	2.3	2.5	2.4
% Owners/Rent	35/65	36/64	42/58
Med HH Value	\$277,103	\$235,709	\$274,902
Income			
Median HH	\$37,033	\$35,355	\$49,867
HH Income > \$75k	24%	22%	34%
Age			
<20	25%	29%	24%
20-34	21%	21%	22%
35-65	38%	36%	39%
Median Age	38.4	35	37.5
Vehicles per HH			
0	44%	44%	31%
1	39%	39%	45%
2-3	16%	17%	23%
Avg Metrorail Exits			
	Weekday	Weekend	
Anacostia	5,855	2,287	

Attractions

Conway Center:
\$90 million mixed-use
building offering offices,
housing, and medical
services

Shrimp Boat Plaza:
Newly renovated, offers
amazing sweets and dining
options

CAPITOL HILL

38°52'43" N 77°0'42" W

	0-0.5 mi	0-1 mi	0-3 mi
Population	14,806	45,273	280,341
% M/F	49/51	49/51	48/52
% BA Degree	84	79	52
% Grad Degree	54	48	29

Households	7,364	22,660	127,762
Avg. Size	1.9	1.9	2.1
% Owners/Rent	46/54	46/54	35/65
Med HH Value	\$869,092	\$732,497	\$515,670

Income			
Median HH	\$124,856	\$116,309	\$66,855
HH Income > \$75k	76%	71%	47%

Age			
<20	14%	14%	20%
20-34	34%	35%	31%
35-65	39%	40%	37%
Median Age	36.1	35.6	34.6

Vehicles per HH			
0	25%	25%	41%
1	56%	54%	44%
2-3	19%	21%	15%

Average Metrorail Exits

	Weekday	Weekend
Eastern Market	5,187	2,847
Potomac Avenue	2,767	983
Union Station	27,227	6,922

Attractions

Incredible history

Eastern Market

one of DC's oldest markets,
opened in 1873

700 Penn

150,000 SF. of office space,
162 apartments, and 60,000
SF of retail and restaurants

CHEVY CHASE/ FRIENDSHIP HEIGHTS

38°59'41" N 77°4'37" W

	0-0.5 mi	0-1 mi	0-3 mi
Population	9,417	28,050	178,909
% M/F	44/56	45/55	46/54
% BA Degree	83	86	83
% Grad Degree	53	55	54

Households	4,866	13,052	80,937
Avg. Size	1.9	2.1	2.1
% Owners/Rent	53/47	58/42	54/46
Med HH Value	\$820,762	\$908,544	\$910,303

Income			
Median HH	\$113,236	\$141,282	\$129,317
HH Income > \$75k	71%	75%	71%

Age			
<20	14%	19%	20%
20-34	22%	19%	23%
35-65	36%	38%	38%
Median Age	47.2	45	40.5

Vehicles per HH			
0	22%	18%	17%
1	54%	47%	44%
2-3	23%	34%	36%

Avg Metrorail Exits

	Weekday	Weekend
Friendship Heights	7,574	2,904

Attractions

Amazing shopping and
food scenes

High-end retail available
(Saks 5th Avenue, Lord &
Taylor, etc...)

Mazza Gallerie

300,000 SF. of retail/
entertainment



CLEVELAND PARK

38°56'10" N 77°3'49" W

	0-0.5 mi	0-1 mi	0-3 mi
Population	9,573	30,553	360,293
% M/F	44/56	45/55	48/52
% BA Degree	91	88	74
% Grad Degree	62	59	45
Households	5,962	16,983	169,080
Avg. Size	1.6	1.8	2
% Owners/Rent	36/64	38/62	41/59
Med HH Value	\$777,108	\$839,092	\$740,851
Income			
Median HH	\$107	\$113,916	\$99,434
HH Income > \$75k	67%	70%	61%
Age			
<20	9%	11%	17%
20-34	36%	36%	34%
35-65	39%	38%	35%
Median Age	37.4	36.8	34.5
Vehicles per HH			
0	30%	30%	35%
1	56%	52%	44%
2-3	14%	17%	20%
Average Metrorail Exits			
	Weekday	Weekend	
Cleveland Park	3,525	1,853	

Attractions

23,000 SF urban-format
Target soon to open in Sam's
Park & Shop in 2019

Countless new restaurants
added in 2017, from
convenient options to fine
dining

New \$19.7 million Cleveland
Park Library opening in
2018 (26,700 SF)

COLUMBIA HEIGHTS

38°55'43" N 77°1'49" W

	0-0.5 mi	0-1 mi	0-3 mi
Population	38,204	91,084	391,162
% M/F	50/50	50/50	48/52
% BA Degree	62	67	68
% Grad Degree	35	39	41
Households	17,188	41,961	182,878
Avg. Size	2.2	2.1	2
% Owners/Rent	27/73	33/67	39/61
Med HH Value	\$632,709	\$642,195	\$610,080
Income			
Median HH	\$99,250	\$118,128	\$127,709
HH Income > \$75k	51%	56%	57%
Age			
<20	17%	15%	16%
20-34	39%	39%	35%
35-65	36%	37%	36%
Median Age	33.1	33.7	34.5
Vehicles per HH			
0	49%	46%	38%
1	37%	41%	45%
2-3	13%	13%	17%
Average Metrorail Exits			
	Weekday	Weekend	
Columbia Heights	10,570	5,629	

Attractions

11th Street
Home to various
entrepreneurs opening
restaurants and stores

Small business grants
available

Bad Saint
Restaurant named among
America's 38 Essential
Restaurants in 2017

DUPONT CIRCLE

38°54'34" N 77°2'36" W

	0-0.5 mi	0-1 mi	0-3 mi
Population	22,174	84,536	368,060
% M/F	51/49	51/49	49/51
% BA Degree	92	84	75
% Grad Degree	58	54	45
Households	14,630	47,893	181,862
Avg. Size	1.5	1.6	1.9
% Owners/Rent	34/66	33/67	36/64
Med HH Value	\$670,383	\$717,127	\$658,675
Income			
Median HH	\$105,687	\$103,717	\$95,620
HH Income > \$75k	67%	64%	61%
Age			
<20	4%	10%	14%
20-34	48%	45%	40%
35-65	37%	34%	35%
Median Age	34.4	33.2	33.6
Vehicles per HH			
0	50%	50%	37%
1	43%	42%	46%
2-3	6%	8%	16%
Average Metrorail Exits			
	Weekday	Weekend	
Dupont Circle	16,596	6,857	

Attractions

One of DC's most
diverse and celebrated
neighborhoods

Various new restaurants
opening every year

Numerous festivals and
events throughout the year
(book fiars, farmers markets,
etc..)

Tourist destination known
for hospitality

FORT TOTTEN

38°56'53" N 77°0'32" W

	0-0.5 mi	0-1 mi	0-3 mi
Population	8,121	32,912	325,113
% M/F	44/56	46/54	49/51
% BA Degree	44	39	47
% Grad Degree	23	19	25
Households	3,597	13,650	128,824
Avg. Size	2.3	2.3	2.4
% Owners/Rent	50/50	56/44	42/58
Med HH Value	\$346,250	\$365,275	\$448,076
Income			
Median HH	\$54,717	\$57,757	\$66,686
HH Income > \$75k	38%	41%	46%
Age			
<20	19%	21%	21%
20-34	22%	21%	28%
35-65	38%	38%	38%
Median Age	41.5	41.5	35.5
Vehicles per HH			
0	28%	23%	29%
1	45%	48%	44%
2-3	25%	27%	25%
Average Metrorail Exits			
	Weekday	Weekend	
Fort Totten	7,325	3,176	

Attractions

Fort Totten Square
(\$120 million project)
created 345 apartments,
130k SF. of retail space and
750 parking spaces in 2015

11-acre site of former
Medstar Nursing Home
at 6000 New Hampshire
Avenue redeveloped into
110 single-family homes in
2015



GEORGIA AVENUE / BRIGHTWOOD

38°57'58" N 77°1'39" W

	0-0.5 mi	0-1 mi	0-3 mi
Population	16,406	38,287	312,959
% M/F	47/53	47/53	48/52
% BA Degree	35	41	60
% Grad Degree	16	20	35
Households	6,367	14,630	133,720
Avg. Size	2.6	2.6	2.3
% Owners/Rent	39/61	51/49	43/57
Med HH Value	\$419,976	\$469,682	\$572,649
Income			
Median HH	\$49,315	\$57,951	\$80,899
HH Income > \$75k	34%	41%	53%
Age			
<20	25%	23%	19%
20-34	20%	21%	28%
35-65	41%	41%	38%
Median Age	38.2	39.6	36.7
Vehicles per HH			
0	27%	24%	27%
1	49%	48%	45%
2-3	23%	27%	26%

Attractions

New Beacon Center
Mixed-use community
focused on redevelopment
to be completed in 2018
and will have housing,
recreation, office, retail...etc

Small business grants

New dining offered at the
intersection of Missouri and
Georgia Ave

GEORGETOWN

38°54'17" N 77°3'44" W

	0-0.5 mi	0-1 mi	0-3 mi
Population	10,447	34,991	342,755
% M/F	47/53	47/53	49/51
% BA Degree	94	90	78
% Grad Degree	69	63	47
Households	4,425	15,909	169,102
Avg. Size	2.1	1.8	1.9
% Owners/Rent	52/48	43/57	36/64
Med HH Value	\$1,000,001	\$996,123	\$732,485
Income			
Median HH	\$155,955	\$114,550	\$102,059
HH Income > \$75k	81%	69%	63%
Age			
<20	12%	14%	15%
20-34	42%	47%	40%
35-65	30%	26%	34%
Median Age	32.4	29.4	33.3
Vehicles per HH			
0	23%	39%	35%
1	49%	44%	46%
2-3	28%	17%	18%

Attractions

Internationally known as a
bustling urban retail mecca

World renowned
universities (Georgetown +
George Washington)

Incredible restaurants,
shopping, and services
(over 450+) found

Average Metrorail Exits

	Weekday	Weekend
Foggy Bottom	17,975	6,485

H STREET, NE

38°54'1" N 76°59'24" W

	0-0.5 mi	0-1 mi	0-3 mi
Population	18,422	57,449	330,139
% M/F	49/51	48/52	49/51
% BA Degree	74	67	59
% Grad Degree	41	38	33
Households	8,408	25,885	154,262
Avg. Size	2.2	2.2	2
% Owners/Rent	50/50	44/56	36/64
Med HH Value	\$615,727	\$639,742	\$539,722
Income			
Median HH	\$110,025	\$92,948	\$76,053
HH Income > \$75k	68%	58%	51%
Age			
<20	15%	17%	18%
20-34	33%	31%	33%
35-65	40%	39%	37%
Median Age	35.8	35.6	34.6
Vehicles per HH			
0	27%	31%	41%
1	48%	48%	44%
2-3	25%	20%	14%
Average Metrorail Exits			
	Weekday	Weekend	
Union Station	27,227	6,922	
NoMa-Gallaudet	7,673	2,575	

Attractions

1,460 new residential units built in past 3 years and another 1,100+ underway

Named a Great American Main Street, and a Top 10 Great Urban Neighborhood in 2011

Various Michelin-Star restaurants and a myriad of local fast-food restaurants

MOUNT PLEASANT

38°55'52" N 77°2'26" W

	0-0.5 mi	0-1 mi	0-3 mi
Population	34,205	94,807	385,091
% M/F	50/50	50/50	48/52
% BA Degree	65	70	69
% Grad Degree	38	42	42
Households	16,534	45,579	179,250
Avg. Size	2	2	2
% Owners/Rent	25/75	32/68	39/61
Med HH Value	\$687,126	\$659,624	\$636,004
Income			
Median HH	\$80,728	\$89,540	\$89,180
HH Income > \$75k	54%	58%	57%
Age			
<20	16%	14%	13%
20-34	38%	39%	35%
35-65	37%	37%	35%
Median Age	33.9	33.8	34.3
Vehicles per HH			
0	52%	45%	37%
1	37%	41%	44%
2-3	10%	13%	17%
Average Metrorail Exits			
	Weekday	Weekend	
Columbia Heights	10,570	5,629	

Attractions

Multicultural and multilingual community

Main Street
Historic district with diverse and incredible dining options from around the world

New 85-unit residential development opened in 2017



SOUTHWEST WATERFRONT

38°52'24" N 77°1'12" W

	0-0.5 mi	0-1 mi	0-3 mi
Population	11,886	20,376	290,226
% M/F	48/52	48/52	49/51
% BA Degree	76	75	66
% Grad Degree	46	45	39

Households	7,231	11,955	141,867
Avg. Size	1.6	1.7	1.9
% Owners/Rent	40/60	34/66	33/67
Med HH Value	\$362,009	\$418,011	\$585,068

Income			
Median HH	\$87,218	\$92,563	\$83,179
HH Income > \$75k	59%	61%	55%

Age			
<20	12%	12%	16%
20-34	29%	35%	37%
35-65	41%	38%	36%
Median Age	41.2	37	33.9

Vehicles per HH			
0	38%	37%	40%
1	52%	52%	46%
2-3	10%	11%	14%

Average Metrorail Exits

	Weekday	Weekend
Waterfront	3,620	1,524
L'Enfant Plaza	18,881	4,997
Federal Center	5,250	1,166

Attractions

Directly adjacent to DC National Mall

The Wharf offers impressive dining and leisure options and scenic views all around

21% population growth from 2010-2017

New investments in Wharf made annually

UNION MARKET

38°54'31" N 76°59'52" W

	0-0.5 mi	0-1 mi	0-3 mi
Population	8,281	48,035	371,066
% M/F	50/50	49/51	49/51
% BA Degree	64	62	62
% Grad Degree	36	33	36

Households	3,158	20,574	174,166
Avg. Size	2.4	2.3	2
% Owners/Rent	47/53	43/57	37/63
Med HH Value	\$520,983	\$552,793	\$553,097

Income			
Median HH	\$77,246	\$78,042	\$79,934
HH Income > \$75k	52%	52%	53%

Age			
<20	18%	17%	17%
20-34	36%	33%	34%
35-65	37%	38%	37%
Median Age	33.4	35	34.6

Vehicles per HH			
0	35%	33%	40%
1	42%	46%	44%
2-3	23%	20%	15%

Average Metrorail Exits

	Weekday	Weekend
NoMa-Gallaudet	7,673	2,575

Attractions

Historic district with immense diversity to offer

As part of its 2022 campus plan, Gallaudet University is planning to add 1.5 million SF of mixed use development

The DC government authorized up to \$82.4 million in Tax Increment Financing (TIF) for infrastructure upgrades

Great commercial and dining hub

RHODE ISLAND AVE, NE / WOODBRIDGE

38°55'51" N 76°58'19" W

	0-0.5 mi	0-1 mi	0-3 mi
Population	6,631	23,713	282,809
% M/F	48/52	46/54	48/52
% BA Degree	42	42	46
% Grad Degree	17	20	24
Households	2,499	9,421	114,917
Avg. Size	2.5	2.4	2.4
% Owners/Rent	69/31	59/41	43/57
Med HH Value	\$420,063	\$389,141	\$424,513
Income			
Median HH	\$77,041	\$59,858	\$62,490
HH Income > \$75k	51%	43%	44%
Age			
<20	20%	21%	21%
20-34	18%	20%	28%
35-65	42%	40%	38%
Median Age	44.5	42.3	35.8
Vehicles per HH			
0	23%	23%	30%
1	41%	46%	45%
2-3	29%	27%	23%

Attractions

Relaxed family-friendly neighborhood

Growing destination for small businesses and restaurants

12 to 30 ft wide for sidewalks, allowing people to stroll at their leisure

New 22,500 SF. Woodbridge Library built in 2016



ADAMS MORGAN

About the Brokerage



When it comes to residential real estate in the greater Washington, D.C., area, buyers and sellers may perceive a range of choices among those professionals seemingly at the ready to serve them. The very experienced and dynamic individuals of Real Living | At Home, however, make the choice obvious. RLAH embodies a community dedicated to integrity and service, and to evolving to meet the ever-changing challenges of a market on the move. From pied-à-terre to palace, from Dupont to Damascus, RLAH's seasoned and savvy experts offer unsurpassed dedication to clients. You will know us by our reputation. You will love us for our deeds.

4600 N PARK AVE #100
CHEVY CHASE, MD 20815

11 DUPONT CIRCLE #650
WASHINGTON, DC 20036

1361 WISCONSIN AVE NW
WASHINGTON, DC 20007

1108 H ST NE, SECOND FLOOR
WASHINGTON, DC 20002

2420 WILSON BLVD, #101
ARLINGTON, VA 22201

My Support Team



CEO:
JASON SHERMAN



PRESIDENT:
JUSTIN LEVITCH



Executive VP
Marketing:
Eliza Kanovsky



Director of
Finance:
Jacklyn Eggleton



Director of
Relocation:
Anie Azarian



Executive
Assistant:
Brit Fofana



Finance
Coordinator:
Ingrid Martinez



Agent Systems
Support:
Jim Downing



Systems Engineer:
Hannah Schuster



Marketing
Coordinator:
Marcus Correll



Property
Manager:
Bridget Sutton



Design
Manager:
Nazmul Howlader



Senior
Designer:
Elle Yeon



Graphic
Designer:
Elvy Navarro



Lead Management
Director:
Lisa Tsoupelis



Education &
Mentorship Director:
Valerie Blake



Videographer:
Raul Rivero



Receptionist:
Brad Brea




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