Braddock Road Joint Development Opportunity

Braddock Road Metro Station

Washington Metropolitan Area Transit Authority

Joint Development Solicitation # 2026-01 – Request for Proposals

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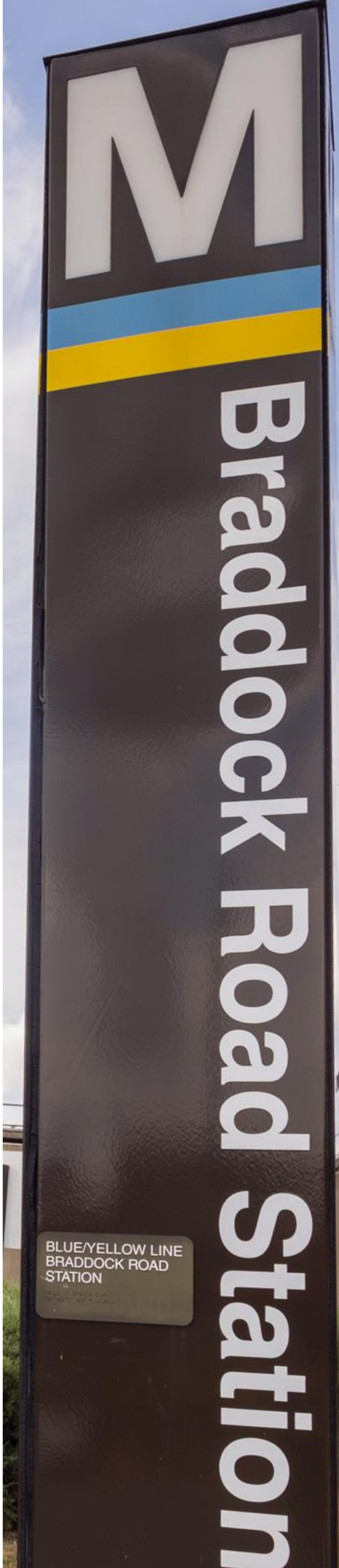
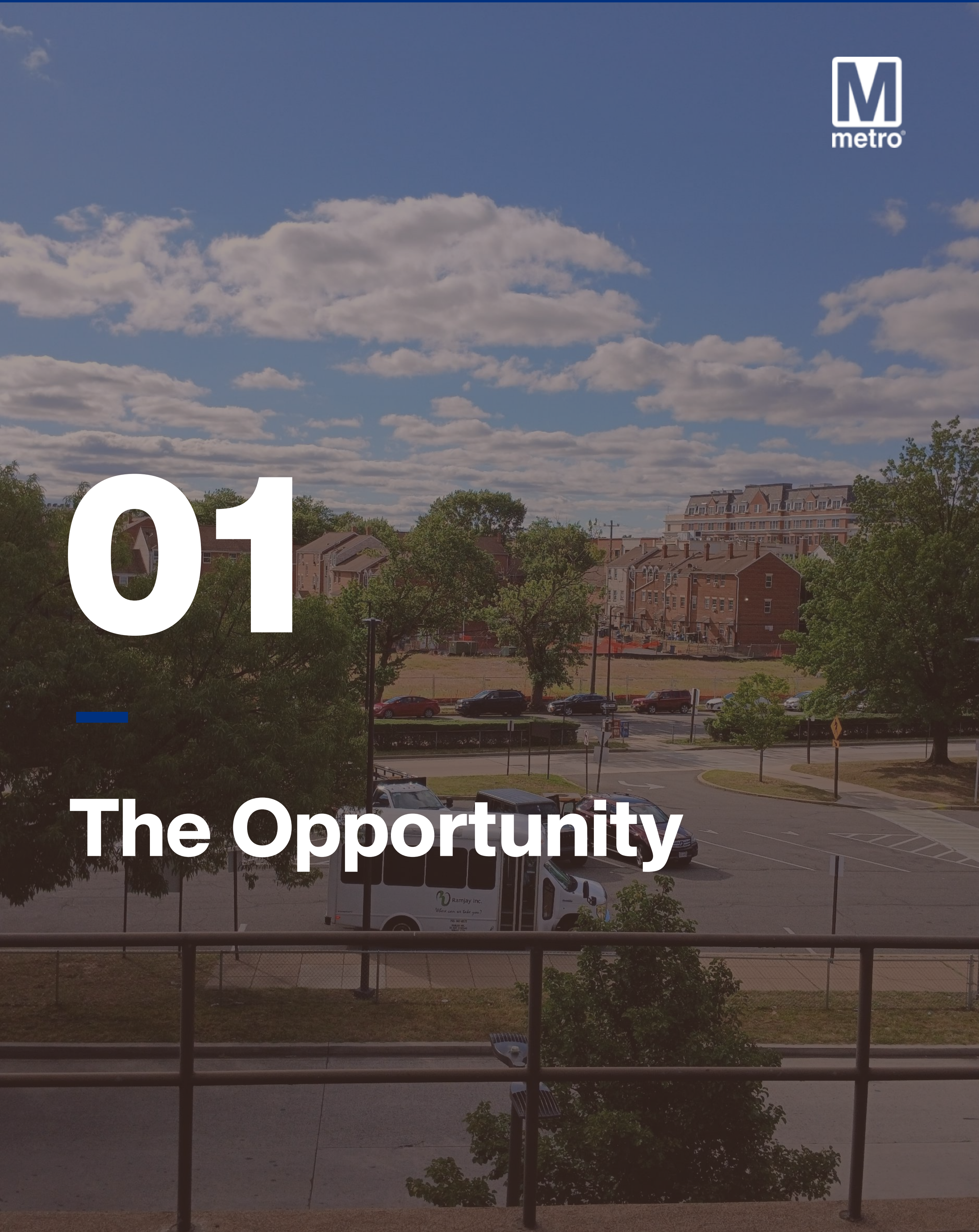


01

The Opportunity



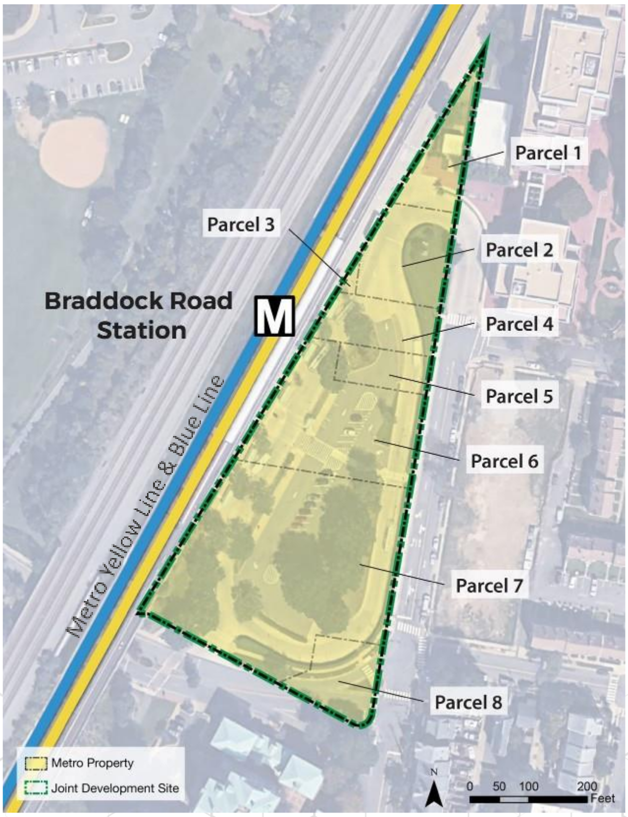
Executive Summary

The Washington Metropolitan Area Transit Authority ("Metro") operates the third-largest heavy rail system and sixth-largest bus network in the United States and serves the Washington, DC, Maryland, and Virginia region. Metro's transit system is critical to the regional economy and employs more than 13,000 people who serve the region's customers every day. Metro's long-term strategy and day-to-day decision-making are guided by its Strategic Transformation Plan Update 2025, "Your Metro, The Way Forward." The plan guides Metro's strategy and actions over the next five years as Metro works to meet the evolving needs of its customers, regain ridership post-pandemic, and respond to changing mobility patterns to ensure Metro meets the needs of the community.

Since 1975, Metro has completed 62 Joint Development projects totaling 11,100 Residential Units, 6.1 million square feet of Office and 1.3 million square feet of Retail at 33 of its 98 stations, more than any other transit authority in the country. Joint Development is private development on transit-owned property that requires construction of and/or coordination with transit facilities. By leveraging private investment for transit-owned properties, Metro creates more dynamic station environments, increases Metro ridership, and supports critically needed housing production and sustainable development near mass transit nodes. This solicitation advances the Office of Real Estate and Development's 2022 10-Year Strategic Plan for Joint Development, which established a goal of advancing 20 Joint Development projects by 2032.

Metro's Joint Development Program provides opportunities to build vibrant, high-density, mixed-use communities that are connected to transit services. By working with third parties to integrate transit and community development, Joint Development makes commuting easier and faster, bringing more jobs and more housing closer to transit.

Figure 1. Joint Development Site



The Opportunity

Executive Summary

Opportunity Overview

Metro is seeking a qualified team ("Developer") to ground lease, design, and construct a mixed-use development on the existing bus loop and Kiss & Ride lot, totaling 3.4 acres, adjacent to the Braddock Road Metro Station in Alexandria, Virginia. Based on Metro's analysis, the site could support approximately 420,000 square feet of development. Metro welcomes creative programmatic and financing strategies to achieve the Joint Development vision for the site and recognizes the type of development proposed may differ from its analysis. Metro is in the process of approving changes to the Braddock Road Metro Station including realigning the bus loop and relocating Kiss & Ride spaces to North West Street and East Braddock Road.

Maximum Building Size

Up to 420,000 Square Feet

- 3.4 Total Acres of Land
- 1.8 Developable Acres

Development Potential

Zoning Approach[1]: Rezoning to achieve recommended density (FAR 3.0)

Allowable Uses: Multifamily, retail, office, other

Parking: 0.5 per bedroom; 0.25 per 1,000 retail sf

Height: 30-92 feet (with bonus height)

1 – Based on Neighborhood Plan

Transportation Network

Multi-Modal Access

- Adjacent to Braddock Road Metro Station & bus routes
- Weekday rail ridership = 2,900
- Weekday bus transfers = 1,900
- 90 Walk Score; 76 Transit Score; 88 bike score

Solicitation Schedule and Process

Metro's anticipated schedule for this solicitation is outlined in the table below. Developers must register for this solicitation to attend the pre-proposal conference, attend the Braddock Road Site Visit, and to download Appendix items. Registration can be completed on the Braddock Road page of the Metro Solicitations website. Registrants for the Site Visit should meet at the Metro station at 11:00 AM ET October 2, 2026.

Developers must submit an electronic copy of their response in PDF format, no later than 5:00 PM ET on the due date provided in the schedule below. Responses should be sent to BraddockRoadJD@wmata.com, with the subject: "Braddock Road RFP 2026-01."

Metro will select one or more teams to enter negotiations to reach a Joint Development Agreement. Once a Joint Development Agreement is negotiated, Metro will seek approval from Metro's Board of Directors and Federal Transit Administration (FTA) concurrence prior to execution.

Table 1. Schedule

ACTIVITY	DATE
JDS RFP Released	September 15, 2026
JDS Pre-Proposal Conference	September 24, 2026 at 11:00 AM ET
JDS Braddock Road Site Visit	October 2, 2026 at 11:00 AM
JDS RFP Questions Due	October 12, 2026 at 5:00 PM ET
JDS RFP Question Responses Provided	October 26, 2026
JDS RFP Response Due	December 15, 2026 at 5:00 PM ET
Developer Selected	Q2 2027
Joint Development Agreement Negotiations	Q2 2027 / Q3 2027

Joint Development Goals & Program Guidelines

Joint Development is defined as private development on transit-owned property that requires construction of and/or coordination with transit facilities. By leveraging private investment, Metro brings housing, jobs, retail, and services closer to transit accessible locations and helps advance the region's sustainability and climate goals. Metro's 10-Year Strategic Plan for Joint Development set a goal of executing 20 Joint Development Agreements by 2032.

Joint Development creates more dynamic station environments, increases Metro ridership, contributes to regional housing production goals, and expands the regional tax base. Current Joint Developments generate nearly $200 million per year in state and local tax revenue and future Joint Developments could add an estimated $340 million per year.

Metro’s Joint Development Goals

Generate new ridership and create value

Joint Development increases ridership and creates value around existing Metro Facilities by transforming parking lots and underutilized land into vibrant, mixed-use, higher density communities.

Foster a dynamic built environment that provides a sense of place

Joint Development encourages Transit-Oriented Development that prioritizes transit, pedestrian, and bicycle access and placemaking that strengthens local communities.

Support transit-oriented economic development

Joint Development supports local and regional economic development priorities by attracting new jobs, industries, and housing that generates net new state and local tax revenue on previously tax-exempt land.

Support local housing opportunities

Joint Development contributes to the region's housing production goals and encourages collaboration between Metro and local jurisdictions to create innovative financing tools.

Metro’s Joint Development Program Guidelines

Joint Development must adhere to the requirements of the Federal Transit Administration (FTA) and Metro Board policies. The Joint Development Agreement and any Metro property-related terms negotiated with the Developer are subject to FTA and Metro Board approval. The program is guided by:

- Metro’s Joint Development Program Guidelines
- Metro's 10-Year Strategic Plan for Joint Development
- 10-Year Strategic Plan for Joint Development: 2025 Progress Report
- Metro’s Station Site and Access Planning Manual
- Federal Transit Administration Guidance on Joint Development

Site Description

Vision and Planning Priorities

The Joint Development Site is an opportunity to define one of the last infill development opportunities in the Braddock Road East area. Metro envisions the site to be developed in a single phase as a mid-rise residential, mixed-use development and is open to the Developer's perspectives on residential unit mix, mix of uses, level of density, and other amenities. The future Joint Development should employ best practices for TOD and deliver a connected, dense, and walkable urban environment that makes it easy for pedestrians to access the site, bus stops, and the Braddock Road Metro Station. The development should also enhance the block with ground floor activation and an active streetscape for people who work and live in the neighborhood. Metro encourages Developers to use public art, public realm design, and/or other placemaking strategies to strengthen the connection to the station and the rest of the neighborhood.

Location

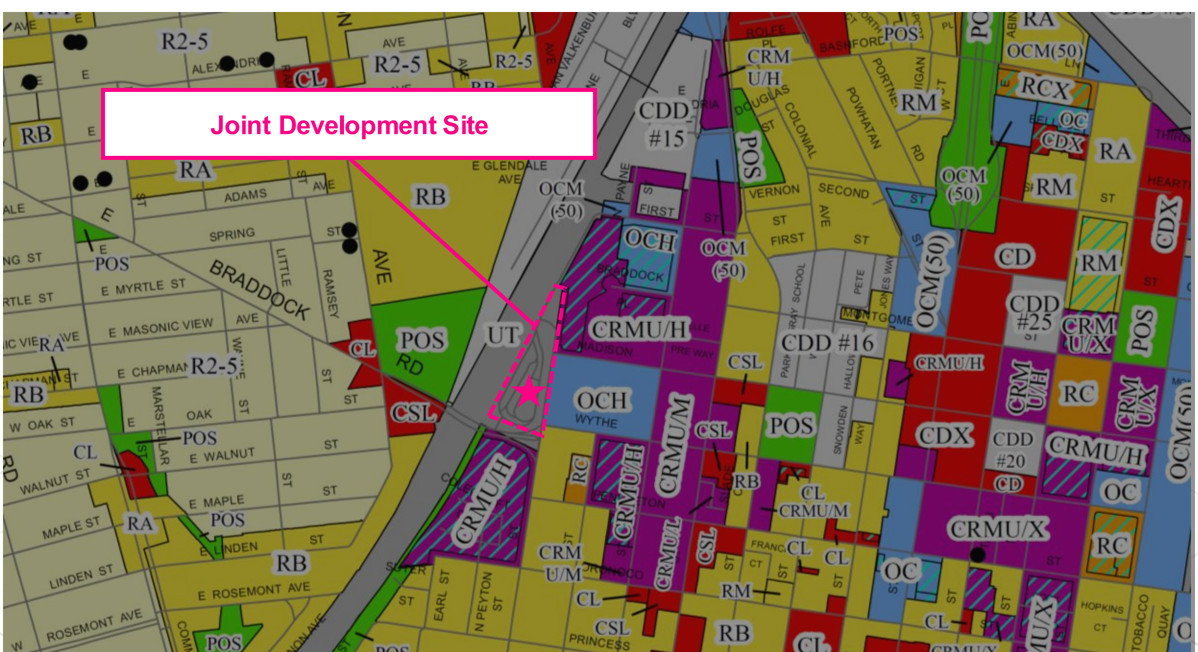
The site is approximately 3.42 acres (~149,000 square feet) and currently includes a bus loop and Kiss & Ride area. The site is located at 720 North West Street in Alexandria, Virginia, and is adjacent to the Braddock Road Metro Station, which serves the Yellow and Blue Lines. The site is accessible from the east via East Braddock Road; from the south via North West Street, Madison Street, and Wythe Street; and from the north via North West Street. The site is bounded by public roads to the north, east, and south and by the 5-stop bus loop and Metro rail line to the west.

Existing Zoning and Land Use

The site's zoning is under the authority of the City of Alexandria Department of Planning and Zoning and subject to the Zoning Ordinance of the City of Alexandria. Current zoning for the Metro parcels is Utilities – UT, which allows for a narrow set of uses related to transportation, energy, or water infrastructure, and related commercial spaces.

The Braddock Metro Neighborhood Plan envisions rezoning the site and recommends a maximum Floor

Figure 2. Joint Development Site Zoning Map



Site Description

Existing Zoning and Land Use (continued)

Area Ratio (FAR) of 3.0, with recommended heights of 30 feet for street-facing shoulders up to a maximum of 77 feet. While the Braddock Metro Neighborhood Plan recommends a CDD for the rezoning, in discussions with Metro, the City has indicated that it would support alternate zones to achieve the recommended density and will work with applicants to identify appropriate zones.

One possibility discussed with the City would be development consistent with Commercial Residential Mixed Use - High (CRMU-H). CRMU-H allows up to 77 feet (about 7 stories) in height and a maximum Floor Area Ratio (FAR) of 2.5 with a special use permit for mixed use residential, all of which would allow the type of transit-supportive development envisioned by Metro and the City. Moreover, greater height and density is allowed in exchange for the inclusion of additional affordable units.

Other zones may also be appropriate, and the City does not recommend a specific zone at this time. Applicants should expect that a Development Special Use Permit will be required.

Rezoning can advance in tandem with Site Plan Application to the City. All Developers should independently verify that their Proposals align with zoning requirements of any proposed rezoning, as well as any other development guidelines established by the City of Alexandria. For more information on Entitlement and Approval and Joint Development Potential, see Section 2.

Submarket Overview

Recent and Planned Development

The site is in a highly active location for new development. Since 2015, more than 3,000 multifamily units and 116,000 square feet of retail, primarily on the ground floor of mixed-use buildings, have been built across more than 30 properties in the Braddock Road station area, defined as a one-mile radius from the station. Information on selected developments is provided below.

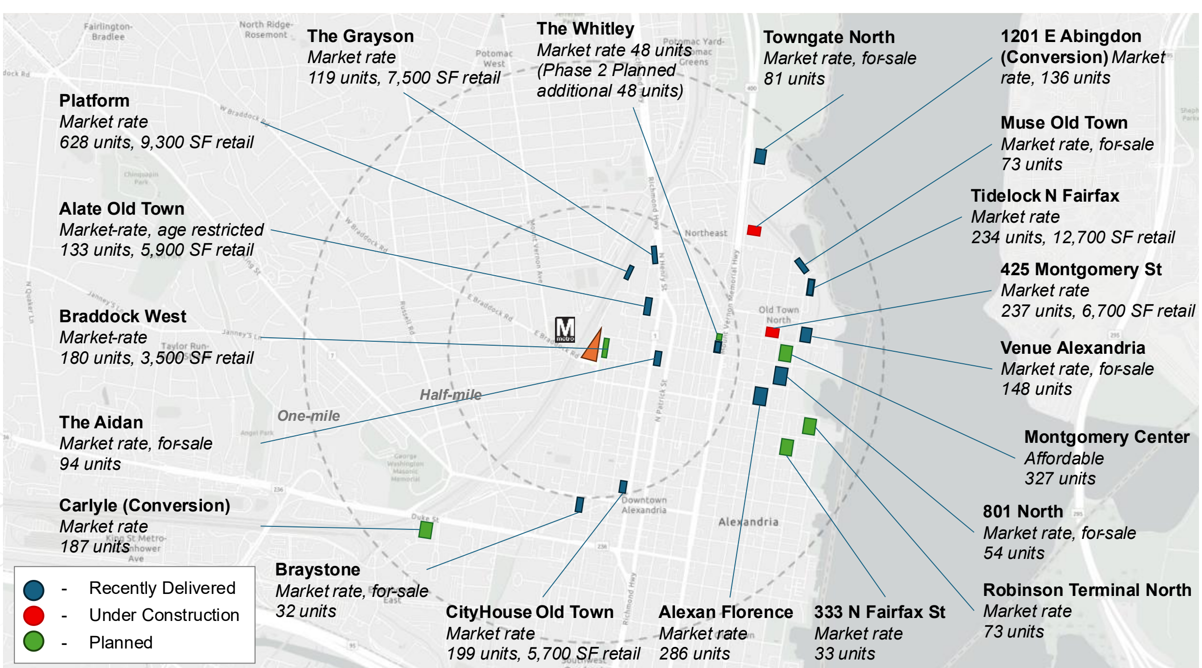
Recently Delivered and Under Construction

- **425 Montgomery St (under construction):** 237 rental units, 6,700 SF retail, 8 floors
- **1201 E Abingdon Dr Conversion (under construction):** 136 rental units, 4 floors
- **Tidelock (2026):** 234 rental units, 12,700 square feet of retail, 9 floors
- **The Whitley (2026):** 48 rental units, 4 floors
- **CityHouse Old Town (2025):** 199 rental units, 5,700 square feet of retail, 7 floors
- **Alate Old Town (2024):** 133 rental units, 5,900 square feet of retail, 6 floors
- **The Aidan (2024):** 94 for-sale units, 4 floors
- **The Grayson (2023)**: 119 units, 9,500 square feet of retail, 7 floors
- **Towngate North (2023):** 81 for-sale units
- **Braystone (2023):** 32 for-sale units,
- **801 North (2022):** 54 for-sale units
- **Muse Old Town (2022):** 73 for-sale units
- **Venue Alexandria (2022):** 148 for-sale units
- **Alexan Florence (2021):** 286 rental units, 6 floors
- **Platform (2021):** 628 rental units, 9,300 square feet of retail, 7 floors

Planned Projects

- **Braddock West:** 180 rental units, 3,500 square feet of retail, 7 floors
- **Montgomery Center:** 327 rental units, income restricted, 8 floors
- **The Whitley Phase 2:** 48 rental units, 4 floors
- **The Carlyle (Conversion):** 187 rental units, 9 floors
- **333 N Fairfax St:** 33 for-sale units
- **Robinson Terminal North (Conversion):** 73 rental units, 12,000 square feet of retail

Figure 3. Recent and Planned Development in the Station Area



Source: CoStar, Metro research and outreach

Submarket Overview

Demographics

Between 2014 and 2024, the population of Alexandria grew by 7.2%. The area's demographic trends reflect a thriving and growing community, strong earning potential, and a diverse housing market. It features a high median household income, mixed ownership, and a healthy and growing real estate market, making it an appealing destination for individuals and families seeking a high-quality living experience. A residential gap analysis completed by Metro consultants in 2025 indicates total demand for more than 4,000 units within the 1-mile station area through 2034. With a then current pipeline of an estimated 2,700 units, this leaves an unmet demand for 1,300 units. Additional market information is provided in Appendix G.

Accessibility

Given the site's proximity to major employment centers in northern Virginia and Washington, DC and regional access via both transit and nearby roadways, more than 1.3 million jobs are reachable within a 30-minute commute. From the Braddock Road station, a Metro rider can reach Downtown DC in less than 20 minutes.

BRADDOCK ROAD STATION AREA QUICK FACTS

34,500+
Total population within one mile (2024)

1.3M+
Jobs within a 30-minute commute

$163K
Median income within one mile ($2024)

$3.74
Class A market-rate multifamily rent in Alexandria ($/SF/Month)

6.7%
Market-rate multifamily vacancy rate

3,000
Multifamily units delivered in last ten years within one mile

Source: U.S. Census Bureau, Esri Business Analyst, CoStar, Metro research

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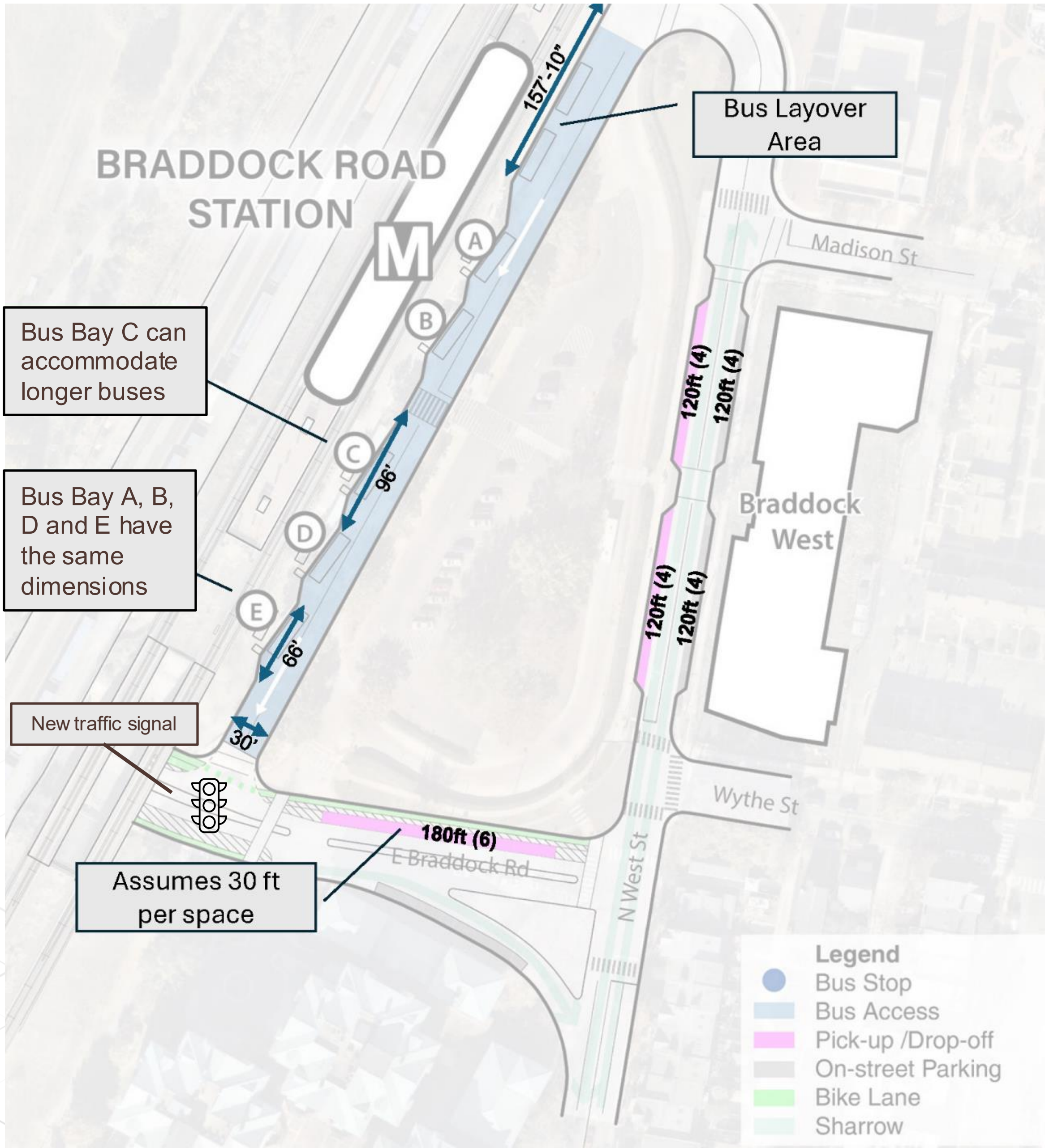
Development Considerations

Metro Requirements

Transit Facility Infrastructure

This section details requirements for replacement of on-site facilities, what Metro and Developers will be accountable for and what Developers must be responsive to in their Proposal. Metro's Office of Real Estate and Development worked with internal and external stakeholders to identify and confirm transit facility needs. The proposed infrastructure changes and corresponding development potential provide an opportunity to enhance placemaking as well as pedestrian safety, accessibility, and walkability for passengers arriving or departing the station by bike or walking. Additional information on existing site conditions, including easements, survey, and other information is found in Appendix G.

Figure 4. Planned Transit Infrastructure and Roadway Alignment



Development Considerations

Metro Requirements

Transit Facility Infrastructure (continued)

The following facilities ("Metro Replacement Facilities" or "Metro Facilities" or Metro Infrastructure") must be replaced and constructed concurrent to the private development and may require that the Metro Infrastructure is phased to be delivered prior to the private development. A more detailed list of required transportation improvements and the General Requirements for Metro Replacement Facilities are included in Appendix F.

- **Bus Facility** – The existing bus facility will be realigned and transitioned into a one-way, bus-only driveway entering the site from the north at North West Street and running along the western edge of the site abutting the Metro station before exiting south to a new signal on East Braddock Road, as shown in Figure 4. This layout includes five sawtooth bus bays and two layover spaces north of the bus bays at the entrance to the driveway. The existing bus recirculation lane will be eliminated. The Selected Developer should assume a development opportunity based on the proposed layout rather than the existing site layout. The revised layout will increase safety and provide a larger and more contiguous site. The Selected Developer will work with Metro to confirm these plans alongside planned private development uses.

- **Pick-Up/Drop-Off** – The 21 existing Kiss & Ride, Taxi, and Rideshare/TNC spaces will be eliminated and relocated to the curbs on East Braddock Road westbound and North West Street southbound. Metro will coordinate with the Developer on capacity and design requirements to the extent that they interact with privately designed and developed sidewalks and streetscapes along East Braddock Road and North West Street.

Metro has discussed proposed realignment of the Bus Facility with the City of Alexandria Department of Transportation, and the City is supportive of the change. Metro anticipates that the Selected Developer will work with the City as part of development to move the curbline and ensure any planned improvements as part of the Braddock Road Trail Access and Corridor Improvements Project interface with the development through permitting and design review. Any changes to the existing parcelization or provision of an easement to the City for East Braddock Road will be the responsibility of the Selected Developer.

As part of planning work to date, Metro has confirmed site infrastructure needs to support transit operations at the station. Metro held a Compact Public Hearing in April 2026 to affirm the planned changes to the Braddock Road Metro Station including relocating the bus loop and relocating pick-up/drop-off activity to East Braddock Road and North West Street. After completion of the Compact Public Hearing process, the Metro Board of Directors approved the Compact Hearing staff report and Mass Transit Plan enabling Joint Development at the site. The Compact Hearing Staff Report is included as part of Appendix G. Site Information & Background. (Appendix G.4)

Joint Development of the site must comply with all applicable design requirements as established by Metro, which include, but are not limited to, the following documents.

- *Metro's Joint Development Program Guidelines*
- *Metro's Station Area Planning Guide*
- *Metro's 10-Year Strategic Plan for Joint Development*
- *Federal Transit Administration Guidance on Joint Development*

Additionally, Metro is subject to requirements of the Federal Transit Administration (FTA). Terms of the Joint Development Agreement negotiated with the Selected Developer, as it pertains to Metro property, are subject to FTA concurrence.

Metro Requirements

Metro Transaction Structure

Metro prefers a ground lease structure where Metro will retain ownership of the land and the Selected Developer will lease the property for up to 99 years. Metro expects recurring lease payments with the opportunity to participate in cashflows based on the performance of the project and capital events. Metro recognizes that the current environment for development is challenging and will require a team that is effective in attracting diverse sources of funding to support financial feasibility and achieve the vision for the site. Proposals should clearly articulate all proposed ground lease payment terms. Metro typically structures Joint Development Agreements to provide offsets for transit requirement costs incurred by the Developer.

City of Alexandria Considerations

The following are not Metro requirements, but are anticipated to be required by the City of Alexandria:

Affordable Housing Requirements

All Joint Development projects must comply with the affordable housing requirements of the local jurisdiction where the project is located. Developers are encouraged to consult with Alexandria planning and housing staff to confirm the City's housing goals and strategies for satisfying affordable housing requirements. This approach advances goals found in the Housing 2040 Plan, adopted by City Council on June 23, 2026. Under Section 7-700 of the City of Alexandria Zoning Ordinance, a bonus density of up to 30% and a height bonus of up to 25 feet is permitted to encourage the production of additional affordable units. Of this bonus density, one-third of all square footage should be reserved for affordable housing units for families earning up to 60% of the Area Median Income (AMI).

Public Art Requirements

Public art is a required component of development projects in the City of Alexandria. Developers work with City staff to incorporate on-site public art or provide an equivalent monetary contribution for public art within the Small Area Plan per the City's Public Art Policy, adopted December 13, 2014. The current in-lieu contribution of $0.30 per gross square foot of development, with a maximum contribution of $75,000 per building, is required to issue the first Certificate Of Occupancy. On-Site public art shall be of equivalent value to the contribution. Metro’s Art in Transit program has also been in discussion with the City to relocate sculptures to this site.

Other Public Benefits

Rezoning will trigger an open and usable space requirement, which requires a minimum between 35% and 40% of land area, depending on the requested rezoning, to be provided as open space. This requirement may be partially satisfied by comparable amenities, which is determined as part of a special use permit. The project will be subject to the City’s updated 2026 Green Building Policy.

The Selected Developer will be expected to work with City staff as part of project approvals to confirm any additional public benefits to be provided as part of the project.

Development Analysis

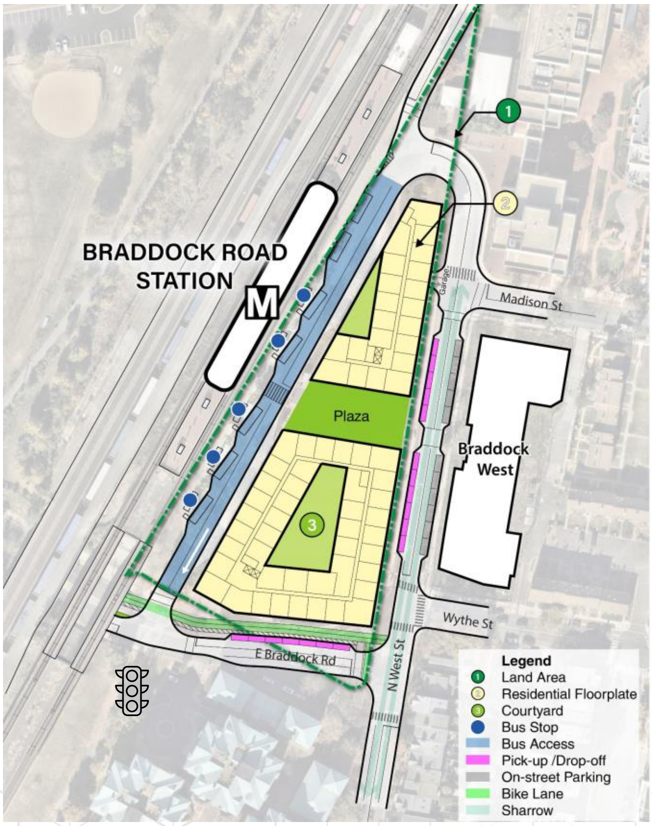
Joint Development Potential

For evaluation purposes only, WSP completed a conceptual test fit for Joint Development in 2025 based on Metro's identified transportation infrastructure needs and development goals for the site. The test fit also reflects mixed-use development envisioned in the Braddock Metro Neighborhood Plan and discussed in interviews with City of Alexandria Zoning and Planning staff. This test fit was developed consistent with the CRMU-H zoning requirements and assumed the use of bonus density on the site.

The conceptual test fit offers potential building layouts that account for the identified opportunities and constraints of the site shown in Figure 6, zoning regulations for CRMU-H designation summarized in Table 2, and the preliminary market context information available to date. This test fit assumes a successful rezoning and Special Use Permit. Height limit and residential density are adjusted to accommodate the unique size and shape of the site.

The conceptual test fit estimates two medium-density mixed-use buildings, with retail and amenity uses on the ground floors and multi-family residential uses on the upper floors with a single underground parking structure serving both buildings. The conceptual development program as conceived by WSP in 2025 is summarized in Table 3. **This program is for illustrative purposes only and Developers should not feel bound to this specific site design, level of density, or spatial organization.** Note that all buildings must be set back at least 25 feet from the face of the Metro rail station infrastructure; however, given the concept for Metro Infrastructure, Metro does not anticipate any buildings constructed failing to meet this setback.

Figure 6. Conceptual Test Fit



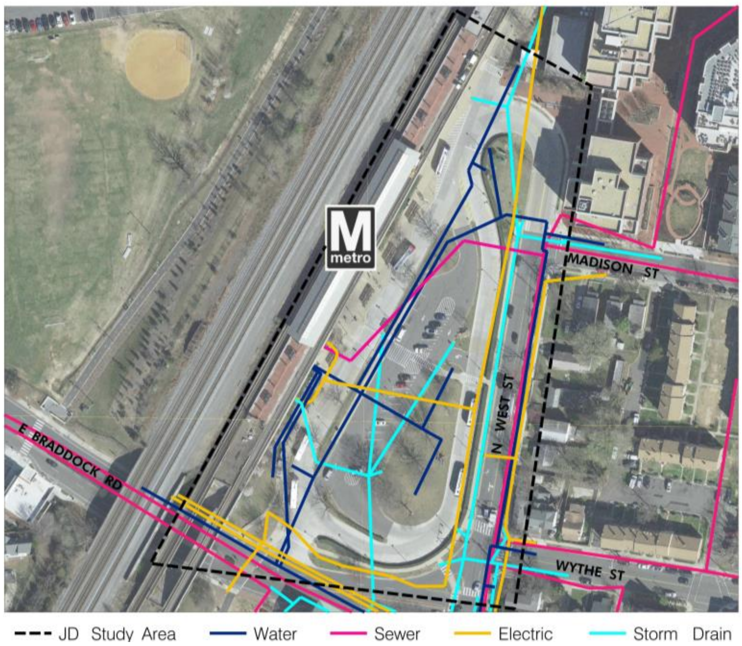
Note: A small portion of East Braddock Road is currently on Metro property. In preliminary discussions, the City of Alexandria has indicated support in including this portion of land in density calculations. After the design process determines building footprints and curblines, this portion of land will be dedicated to the City of Alexandia.

Site Conditions

Site Utilities

Figure 5 shows the existing utilities for the Braddock Road Metro Station based on analysis performed by WSP. Further due diligence regarding utilities must be conducted by the Selected Developer.

Figure 5. Proposed Realignment of East Braddock Road



ALTA Survey

An ALTA Survey of Braddock Road Metro was completed in April 2022 by Mercado Consultants. Refer to Appendix G.

Environmental Site Assessment

A Phase I Environmental Site Assessment (ESA) was completed in October 2022 by Chesapeake Environmental Management (CEM) and is included in Appendix H. The ESA describes a limited set of environmental conditions stemming from historical uses. While such conditions may affect site preparation, nothing in the ESA poses a significant challenge to development on the site. Additional details on these conditions are found in the full Phase I ESA.

It is explicitly noted that Metro shall not be held responsible for any environmental remediation of the site or costs associated with addressing existing contamination or residual conditions identified in this assessment.

Additional Due Diligence

Metro's existing due diligence materials are provided in Appendix G. Any additional site information or due diligence must be conducted by the Selected Developer.

Entitlement and Approval

No existing entitlements for the site have been pursued. Developer will need to acquire any necessary entitlements.

Development Analysis

Joint Development Potential (continued)

Metro recognizes that prospective Developers may bring creative approaches to development. This includes alternative designs for accommodating the site's size and shape. Metro welcomes alternative approaches to meet identified goals. In particular, Metro is interested in Proposals that will allow for additional development density, as supportable based on market conditions and local guidelines. Additionally, a Developer may choose a different treatment for plaza space than that shown in the conceptual test fit, so long as the concept adheres to Metro's identified needs and goals included in this solicitation.

*Table 2. Zoning Summary – **Conceptual** CRMU-H*

FLOOR AREA RATIO (FAR)	MAX. 2.5 (3.25 with bonus density) [1,2,3]
Principal structure height	Min. 30 ft – max. 77 ft (92 ft with bonus height) [3]
Building setbacks	Setback minimum of 12 feet before height is permitted above 40- to 50-foot street wall facade.
Parking requirements	0.5 spaces per bedroom for multi-unit dwellings within the Metro Half-Mile Walkshed and within one-quarter mile of four or more active bus routes Minimum of 0.25 spaces and maximum of 3.0 spaces per 1,000 square feet of retail floor area

1. CRMU-H FAR is one path to the City's 3.0 FAR target, achieved through additional zones or a different mechanism.
2. If at least 50% of the floor space of the proposed development is for residential use and if the commercial use within such a development does not exceed a floor area ratio of 1.25, then, with a special use permit, the maximum permitted floor area ratio may be increased to an amount not to exceed 2.5
3. Section 7-700 of the City of Alexandria Zoning Ordinance allows for increases in FAR and height as incentive for provision of low- and moderate-income housing. FAR and density may not be increased by more than 30% and height may not be increased by more than 25 feet.

*Table 3. Braddock Road Joint Development Potential – **Conceptual** Test Fit*

SITE (Opportunity) Area[1]	3.42 acres
Developable area	1.84 acres
Lot coverage	38.7%
Building height	7 Stories
Gross floor area	420,000 (excludes parking)
Multi-family residential	378 Units
Retail	21,000 sf
Parking	270 spaces

1. Assumes successful zoning amendment and special use permit for bonus density.

Metro Design Review Process

Metro's role in connection with Joint Development Projects is to ensure that its assets are protected (where applicable), designed, constructed and conveyed to Metro in accordance with Metro's Joint Development Goals and Joint Development Guidelines, Metro Design Criteria, and Adjacent Construction Project Manual. Metro prioritizes consistent internal and external coordination with the Selected Developer throughout the project lifecycle and understands the critical importance of effective collaboration to ensure the success of our Joint Development projects.

Detailed building design is not required for the solicitation submission. However, a proposed development plan is part of Metro's evaluation criteria. Please see the instructions in Appendix C. Teams should also provide a package of conceptual drawings based on the proposed development program, to be submitted as part of Volume I. This package should include, at minimum, site plans, massing, elevations, perspective renderings, and circulation elements.

Once Metro staff has identified the Selected Developer, Metro and the Selected Developer will negotiate and enter into a Joint Development Agreement. As part of the Joint Development Agreement, a Proposed Development Plan is submitted for a more detailed design review process. The Proposed Development Plan is based on the development plan proposal, as mutually amended or modified by Metro and the Selected Developer.

The Office of Real Estate and Development will coordinate the circulation, review, and resolution of all operational, safety, and other comments of the Proposed Development Plan (typically including Schematic Design and Design Development phases). The Selected Developer will be responsible for making any revisions to address any design that is not consistent and in compliance with Metro's standards or requirements. Once all requirements relating to the Transit Infrastructure and Joint Development Goals and Guidelines have been addressed, Metro approves the Proposed Development Plan, and it is adopted as the Approved Development Plan. The Selected Developer can consult with the local jurisdiction during this preliminary stage of design review; however, they should not commence entitlements until receiving approval of its Proposed Development Plan. At this stage, the Office of Joint Development and Adjacent Construction (JDAC) will lead coordination and resolution of design review comments, including design submissions for the Design Development, and Construction Document phases and related specifications. While the Office of Real Estate and Development and JDAC will work in close collaboration with one another throughout the lifecycle of the design review and project, it is anticipated that some new issues may arise as the design detail advances. The Office of Real Estate and Development will be the key point of contact within the overall Metro Project Team to ensure consistency throughout the design review process and to troubleshoot issues or concerns.

The Selected Developer will be responsible for reimbursing Metro for its cost to review, comment and approve all design submissions including any revisions, amendments and/or resubmittals.

03

Proposal Submission

Solicitation Process Overview

Parties interested in responding to this Solicitation are required to submit Proposals that include Developer qualifications, past project experience, demonstrated financial capacity, development approach, and approach to public-private partnerships. Metro encourages Proposals to include minority-owned (racial and ethnic minorities and other persons who are members of historically disadvantaged groups) firm participation in the Development Team composition. Additional details about the site and Joint Development requirements are found in the Appendix. An executable Developer Certification is found in Appendix E. Full submission requirements are provided in Appendices C - D.

Please refer to the Solicitation schedule for important dates for deliverables.

Please refer to the Metro Joint Development Solicitation web page for schedule updates.

PRE-SOLICITATION	SOLICITATION/ DEVELOPER SELECTION	JOINT DEVELOPMENT AGREEMENT/ NEGOTIATION	PROJECT DEVELOPMENT
COMPLETED	**Fall 2026 – Spring 2027**	**Spring 2027 – Summer 2027**	**2027 - 2030**
Metro has completed and provided preliminary due diligence documents including surveys, Phase 1 ESA, test fit and other documentation.	Metro releases Joint Development Solicitation(s), evaluates Proposals, and selects a Developer to commence negotiations.	Metro and Selected Developer finalize terms, Metro receives Board approval, and all parties execute Joint Development Agreement.	Selected Developer leads Proposed Development Plan and other design submissions to Metro, project entitlements, executes Project Construction Agreement, secures financing, executes ground lease, and begins construction.

ACTIVITY	DATE
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JDS RFP Response Due	December 15, 2026 at 5:00 PM ET
Developer Selected	Q2 2027
Joint Development Agreement Negotiations	Q2 2027 / Q3 2027

The terms of a Joint Development Agreement negotiated pursuant to this Joint Development solicitation are subject to the approval of the Metro Board of Directors and concurrence by the FTA.

Solicitation Process Overview

Inquiries

All Developer inquiries concerning this Joint Development solicitation should be submitted via email to: BraddockRoadJD@wmata.com, with the subject: “Braddock Road RFP 2026-01 Inquiries."

The deadline for receipt of written inquiries is included in the solicitation schedule. Metro will respond in writing to all inquiries received by the deadline, and all responses will be posted to the Solicitation web page no later than the date listed in the solicitation schedule. Oral explanations or responses are not binding. Metro assumes no responsibility for developers’ interpretations or misinterpretations of this Joint Development Solicitation.

Site Visits and Inspections

Many areas of the site are open to the public in the normal course of Metro’s transit operations. Those areas may be visually inspected by Developers during hours open to the public.

If selected, all other inspections may be arranged by contacting Metro as stated in the Inquiries section and by obtaining from Metro staff a Right of Entry Agreement for non-invasive entries (e.g., surveys) or a Real Estate Permit for physically invasive entries (e.g., soil borings) from Metro staff. In the case of any Joint Development Site that is also owned in part by a third party, entry and inspection on that third party’s property also requires its agreement.

Submission Requirements

Submission Content

Proposals should include at least three separate attachments: one PDF for Volume I, described in Appendix C, and one PDF and one Excel file for Volume II, as described in Appendix D. Volume I should be submitted as a narrative in PDF format consistent with the order of components listed for Volume I. No financial information on the proposed development program should be included in Volume I.

The Excel component of Volume II should be submitted as an editable, unlocked Excel file, while the remainder should be submitted in PDF format consistent with the order of components listed for Volume II. An additional PDF of Supplemental Materials may be provided with any additional information the Developer would like to provide. PDF submittals for Volume I, Volume II, and Supplemental Materials are together limited to no more than 100 pages (50 double-sided pages), not including a title page or table of contents. Excel materials do not count against page limits.

- Volume 1: Technical Proposal (inclusive of Cover Letter and Understanding of Opportunity statement)
- Volume 2: Financial Proposal
- Supplemental Materials

Details on submission requirements are provided below and in Appendices C - D. All required forms must be completed by Developers and included as part of their Proposal submission.

Detailed Submission Requirements

COVER LETTER

The cover letter should include the full title of the RFP, submittal date, principal contact, address, telephone number, email address, and brief narrative outlining Developer's interest, capabilities, relevant experience, and development approach. The cover letter must be signed by a principal or officer authorized to represent and commit the Developer and affirm that all included information is true and correct.

UNDERSTANDING OF THE OPPORTUNITY

Provide narrative of your approach for transit-oriented development at Braddock Road. Teams should include:

- Overview of potential uses at the Braddock Road site and how these uses can be successful.
- Present opportunities and challenges facing the Braddock Road site, including those associated with Metro's proposed transit facility changes.
- Provide narrative on how your team may address any identified challenges.
- Present any suggestions or recommendations your team has for Metro regarding Joint Development at the Braddock Road site.

VOLUME 1: TECHNICAL PROPOSAL

The technical Proposal template form is included in Appendix C and includes the following:

Team Composition and Qualifications

- Developer background and team structure
    - *Note: RFP submission should include, at minimum, a real estate development lead, an architecture lead, and an engineering lead, and may include additional designers, consultants, or others actively involved in supporting the project.*
- History of litigation with Metro; Defaults, Bankruptcies, Criminal History, Debarments, etc.
- Key Personnel
- Three references including at least one lender or equity investor

Submission Requirements

Detailed Submission Requirements (continued)

VOLUME 1: TECHNICAL PROPOSAL (continued)

Team Composition and Qualifications (continued)

- Description of the Team's experience and ability to successfully execute development and the specific goals defined by Metro. Cited projects should demonstrate experience with:
    - Mixed-use development
    - Transit-oriented development
    - Joint development partnerships and/or transactions with public, non-profit, education, or other large institutions
    - Complex zoning and entitlement processes within the City of Alexandria and Virginia, such as zoning map amendments
    - Working with Metro's infrastructure requirements
    - Community engagement strategy

  Teams should include no more than eight prior projects (but are not required to provide eight) and include the size of the project and sources of financing (confidential to Metro).

Development Concept

Teams should define the development program, including square footage by use; total residential units or hotel keys, as applicable; affordable housing allocations and residential unit mix; parking; and overall density. Development concept information must convey the site vision, target market, and supporting market analysis and strategy for these uses, as well as describe the character of each space. Teams should also include description of placemaking strategies—permanent and temporary—that activate the site, enhance connectivity to Metro services, and create a vibrant, accessible environment.

Teams are also expected to provide conceptual drawings based on the proposed development program including, at minimum, site plans, floor plans, massing, elevations, and circulation elements.

Development and Public Partner Approach

Teams must provide an approach to advancing the development plan and design. Teams must also provide a detailed Community Engagement and Public Affairs Plan demonstrating how the development team will build stakeholder support and advance the required rezoning and entitlement approvals. The plan shall identify key stakeholder groups, including adjacent neighborhoods, civic associations, business organizations, community institutions, City of Alexandria staff, appointed boards and commissions, and elected officials. Teams shall describe anticipated outreach activities, engagement milestones, communication protocols, and processes for documenting and responding to community feedback.

Project Timeline

Teams must provide a timeline for development, noting the start, end, and duration of key milestones.

VOLUME 2: FINANCIAL PROPOSAL

The Financial Proposal template form is included in Appendix D and includes the following.

- Financial Plan and Economic Proposal
- Financial Offer
- Financial Summary Template
- Financial Pro-Forma

Supplemental Materials (if applicable)

The Development Team may include additional information not explicitly required as part of the Volume I or Volume II submissions. Opportunities to explain these materials and their relevance to the Volume I and Volume II submissions is included in the Technical Proposal and Financial Proposal sections.

Submission Requirements

Proposal Submission

Developers must submit an electronic copy of their response in PDF format, no later than 5:00 PM ET on the date provided in the solicitation schedule of this RFP. Responses should be sent to BraddockRoadJD@wmata.com, with the subject: “Braddock Road RFP 2026-01”.

Metro reserves the right to issue amendments or supplements to this solicitation.

Process Considerations

Acceptance / Rejection of Proposals

This Joint Development Solicitation does not commit Metro to designating a Selected Developer or entering into a Joint Development Agreement. Metro reserves the right to accept or reject any or all Proposals. Rejection of a Proposal need not be by an affirmative act on Metro’s part. Metro reserves the right to reissue this Joint Development Solicitation to any and all Developers, in Metro’s sole and absolute discretion.

Binding Agreement

An executed Joint Development Agreement approved by the Metro Board of Directors with FTA concurrence is the only binding commitment of and by Metro with respect to a Joint Development. Designation of a Selected Developer, Metro’s acceptance of the Final Proposal, or any conduct or oral representation by Metro shall not in any way constitute a binding obligation or commitment by Metro. By submitting a Proposal, the Developer acknowledges it will have no legal or equitable right to, or interest in, any Joint Development except as set forth in an executed Joint Development Agreement approved by the Board of Directors and receiving FTA concurrence.

Costs

Metro shall not be liable for any costs incurred by a Developer responding to this Joint Development Solicitation or any costs incurred with respect to their preparation of a Proposal or their negotiation of the Joint Development Agreement and related final documentation. Each Developer Team and each Selected Developer shall bear all its own costs in that regard.

Issuing Information

This Joint Development Solicitation is issued in accordance with Metro’s Joint Development Program Guidelines. Please note that capitalized terms used in this Joint Development Solicitation are generally defined in Appendix A. This Joint Development Solicitation is intended to provide Developers with summary information about Metro’s requirements to facilitate preparation of a Proposal for this Joint Development. However, this document does not attempt to define all of Metro’s Joint Development contract requirements in detail.

Amendments and Supplements to the Joint Development Solicitation

Metro reserves the right to issue amendments and/or supplements to this Joint Development Solicitation. Any amendments or supplements will be issued and posted to the Metro Joint Development Solicitation web page.

Acceptance of Terms and Conditions

By submitting a Proposal, the Developer is deemed to have agreed to and accepted all terms and conditions set forth in this Joint Development Solicitation – including the General Conditions in Appendix B – and any amendments or supplements issued before the Final Proposal is submitted. All submissions to the solicitation shall remain the property of Metro at its sole discretion.

Evaluation Criteria

Evaluation of Proposals will be based on information provided in the Developer's submissions, in accordance with the requirements of this solicitation; any interviews; and any additional information requested by Metro. Only submissions deemed to be complete will be evaluated using the criteria described below. Developers will be notified if their submission is deemed incomplete.

Developer Proposals deemed to be complete will be evaluated using the categories below, which are ordered according to importance. Proposals will first be evaluated for non-financial criteria. Then, Proposals will be evaluated based on financial criteria, including feasibility of the financial plan and assumptions, ability to secure financing, and financial offer.

	Evaluation Criteria
1	**Development Concept, Approach, and Project Timeline**
	• Development program and concept design that embraces its transit-proximity, creatively addresses the site's constraints and Metro's requirements • Development program and concept design that supports Metro's identified development goals and priorities for the site • Strategies for placemaking and design (ground floor activation, public art, etc.) • Partnership approach, including a compelling written description for phasing and streamlining transit facilities, site infrastructure, and private development • Community engagement strategy and outreach plan • Timeliness and achievability of the proposed development timeline when considering the development program, financing strategy, and project team capabilities and experience
2	**Financial Plan**
	• Feasibility of financial plan and assumptions; financial risk mitigation strategies • Proposed financial structure • Certainty of closing
3	**Financial Offer**
	• Value of base rent ground lease and guaranteed payments • Metro prefers a ground lease structure where Metro will retain ownership of the land and the Selected Developer will lease the property for up to 99 years • Metro expects recurring lease payments with the opportunity to participate in cashflows based on project performance and designated capital events • Gross Base Rent Lease Payments and Gross Participating Rents Payments are greatly preferred by Metro • Explanation of return requirements and how underwriting supports return requirements & a synopsis of capital markets, identifying challenges to execute the project • Demonstration of financial resources to readily advance design, due diligence and entitlements upon JDA execution or sooner
4	**Team Composition and Experience**
	• Team experience with complex development partnerships with public partners, economic development agencies, or other similar entities • Team experience delivering mixed-use, transit-oriented projects with various uses and typologies, particularly for projects similar in scale and income mix to what the Developer anticipates for the site (for example, if the Developer anticipates proposing affordable and workforce units, consideration will be given to the Developer's experience developing similar affordable and workforce projects) • Team experience demonstrating successful entitlement processes within Virginia and Alexandria, including successful community engagement • Key personnel have demonstrated experience with projects of similar size, scale, program • Demonstrated interest or ability to raise debt and equity for projects similar in scale and mix of uses to what the Developer anticipates for the site • Experience in working with institutional investors on mixed-use developments

Evaluation Process

Metro shall designate an Evaluation Team composed of Metro staff to review submissions in coordination with its consultants. Jurisdictional officials may also be asked to consult with the Evaluation Team.

Submission Review Process
Each submission will be evaluated with a view towards providing the best outcome for Metro in Metro's sole and absolute discretion. An award will be determined by Metro based upon its subjective determination of which factors are most relevant. This decision is in Metro's sole and absolute discretion.

Non-Responsive Proposals
Proposals that in Metro's sole and absolute discretion are deemed nonresponsive or not reasonably susceptible of being selected for award will be rejected. Metro reserves the right to accept or reject any Proposal without negotiation or discussion.

Meetings with Developers
Based on Metro's evaluation of Proposal submission, some or all the Developers may be further invited for an interview to present their Proposal to Metro or project stakeholders. If interviews are held, Metro assumes, at minimum, that the principal project manager will attend in person. Metro will offer teams invited for in-person interviews a range of dates and times to accommodate schedules. Metro may also request additional information as part of the interview.

Best And Final Offer
Metro may negotiate concurrently with one or more Developers based on their Proposals. At any time, Metro reserves the right to request additional supporting information from Developers or request a Best and Final Offer. Developers will not be entitled to change their Proposals after submission, except Metro's explicit request.

Selected Developer Status
Upon evaluation of all Proposal materials, the Evaluation Team will submit a recommendation regarding the designation of a Selected Developer. This recommendation will be based on the evaluation criteria included in this Joint Development Solicitation.

Notwithstanding the designation of a Selected Developer, no rights vest in the Selected Developer until a Joint Development Agreement is signed by both parties and approved by the Metro Board of Directors and the FTA.

Continuing Offers
Unless a Proposal is withdrawn in accordance with the terms of this Joint Development Solicitation, each Proposal received will be deemed to be a continuing offer good for two hundred ten (210) days or until the Proposal is accepted or rejected by Metro, whichever first occurs.

Integrity and Other Matters
Metro may consider matters reflecting on the integrity, business ethics, and character of the Developer, its principals, and its Development Team. Metro may consider other matters such as litigation with Metro, defaults, bankruptcy, criminal history, and debarments.

Waiver of Irregularities
Metro may, at its election, waive any minor informality or irregularity in Proposals received.

Developer Selection

Joint Development Agreement Negotiations

Following Metro designating a Selected Developer, Metro staff will negotiate a Joint Development Agreement (and other necessary documentation) with the Selected Developer that incorporates the provisions of their Proposal. Additionally, the Joint Development Agreement shall require payment of a non-refundable deposit and a development schedule.

The Joint Development Agreement shall be executed within 180 days following the designation of the Selected Developer. If the Selected Developer and Metro do not reach a Joint Development Agreement within 180 days, Metro may: 1) enter negotiations with another Developer, 2) initiate a new procurement (solely at the discretion of Metro), 3) re-advertise the Joint Development opportunity, 4) terminate the offering of the Joint Development, or 5) reestablish the Selected Developer designation and provide a specific time frame to the Selected Developer for the completion of negotiations. Metro may require an additional deposit to be held in escrow by Metro as a condition for reestablishing the Selected Developer designation.

Approvals

Metro staff will submit the terms of the negotiated Joint Development Agreement to Metro's Board of Directors and make a recommendation for approval of the transaction. There is no binding agreement between the Selected Developer and Metro until the Metro Board of Directors has approved the negotiated Joint Development Agreement and the FTA concurred with the agreement.

Incurred Legal Fees

Beginning with Joint Development Agreement negotiations and continuing through to project closing, Metro will track all legal fees incurred from outside counsel with respect to the Joint Development project. Metro shall be responsible for all its own legal fees up to $75,000. Once Metro's incurred legal fees for any phase of development surpass $75,000, the Selected Developer shall bear all of Metro's legal costs until project closing. The Selected Developer shall bear all its own costs throughout the duration of the Project and ground lease execution.

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Appendix

Appendices

Appendix A. Definitions

Appendix B. General Conditions

Appendix C. Volume 1: Technical Proposal

Appendix D. Volume 2: Financial Proposal

Appendix E. Certifications

Appendix F. Transportation Improvements and Division 01

Appendix G. Site Information and Background

- G.1 Market Information
- G.2 ALTA Survey
- G.3 Phase 1 ESA Report
- G.4 Compact Public Hearing Staff Report

Developers must register for this solicitation to download Appendix items. Registration can be completed on the Braddock Road page of the Metro Solicitations web.