

happier places and experiences that in turn become more successful environments, more vibrant communities and ultimately, a better world.

Since 1954, North American Properties has balanced a well-capitalized approach and a keen focus on successful execution with a willingness to question conventional wisdom, reimagining and expanding the way they look at the experiences they provide for the communities they serve. Whether developing multifamily, mixed-use, office, student housing or retail environments, they are driven to deliver more valuable, meaningful real estate that transforms, inspires, delights, and succeeds by connecting us all with what matters most. North American Properties' approach to development is visionary, fearless and industry leading.

North American Properties embraces their entrepreneurial spirit and challenge the status quo. They create solutions before there's a problem and find ideas before there are opportunities. North American Properties is an advocate of the urban lifestyle and believe that incorporating principles of smart growth and sustainability, walkability, health and wellness not only drives value for real estate, but also for the greater community.

## **Richard Baron Affordable Housing Award** Buwa Binitie, Dantes Partners

Each year the Richard Baron Award is given to an outstanding developer working to build affordable housing and ensure equitable outcomes. This year, we are proud to present the 2017 LOCUS Richard Baron Affordable Housing Award to Buwa Binitie, Managing Principal of Dantes Partners



Buwa Binitie,  
Managing Principal, Dantes Partners  
LOCUS Richard Baron Award

Dantes Partners is a boutique real estate advisory practice based in Washington, DC. For more than a decade, Dantes Partners has been committed to developing and financing "luxury affordable housing" for individuals and families who may be working but unable to find housing on the regular market that they can afford. The firm's overall operating assumption is that creating more opportunities for working people to reside in housing they can afford makes for stronger cities and communities.

Most of Dantes Partner's portfolio is in the District of Columbia and based in neighborhoods that are along transit-oriented corridors, and nearly every project is a public-private partnership that involves numerous development partners and public agency partners. It is this aspect that aligns Dantes Partners' work with the mission of LOCUS, which emphasizes collaboration with all of the players involved in urban development in order to make better communities possible.

Dantes Partners strives to create urban housing opportunities in desirable, transit-oriented neighborhoods for people who may normally be priced out of a booming market like that in Washington, DC. In a city where market rents for a one-bedroom apartment start at \$1,800/mo, Dantes Partners is able to creatively leverage multiple sources of financing and combine that with high quality design to create urban housing that is both beautiful and affordable. This area of focus

for the firm has enabled moderate-income professionals and families, along with low-income seniors, to have quality housing options in the District and in neighborhoods that boast amenities such as restaurants, coffee shops, and retail. Through its focus on creating luxury affordable housing, Dantes Partners is helping to create truly inclusive communities in which anyone, regardless of background or means, can have an opportunity to live in a vibrant neighborhood and benefit from the economic vitality happening in a city like DC.

To date, Dantes Partners has brought more than 1,200 units to market and secured more than \$380M in financing for affordable and mixed income housing communities throughout the District. Developments like Girard Street in Brookland along the Rhode Island Avenue Corridor and the Hodge on 7th in Shaw have allowed seniors to find affordable housing in dynamic urban neighborhoods, while other developments such as Justice Park in Columbia Heights and Metropolitan Overlook in Eckington have given young professionals and families an opportunity to enjoy the amenities of these vibrant commercial corridors while also benefiting from affordable rents and easy access to public transportation.

## **Honorable Mention for Developer of the Year**

### **Larry Bijou, Bijou Properties**

Bijou Properties is New Jersey's premier green residential developer and has an outstanding portfolio of buildings offering a complete sustainable way-of-life within dense urban environments. Extremely sensitive to placemaking, community, and the environment, Bijou Properties has a history of providing public parks and establishing resilient, smart-growth, transit-oriented buildings in Hoboken, NJ. In 2000, Larry Bijou developed his first building. His buildings needed to be three things: sustainable, refined, and committed to the community. Larry always dreamed of developing buildings for people and today, under his leadership, Bijou Properties is re-imagining and evolving Hoboken's cityscape.



Larry Bijou, Bijou Properties  
Honorable Mention for  
Developer of the Year