

The EXO at Excelsior Park

Case Study | Multi-family

**creative
materials
corporation**



The EXO at Excelsior Parc in Reston, VA is comprised of two buildings with a total of 457 apartments. A central single-story links the two buildings and contains reception and management. The space between the two towers offers residents outdoor seating and dining, and a swimming pool.

The project was first proposed back in 2006 but faced many delays over the years from the Fairfax County Board of Supervisors, and the Fairfax County Planning Commission. The project was finally approved to proceed in 2018.

CHALLENGE

As with many multi-family residential projects, budget was a critical factor for The Exo. Creative Materials is accustomed to working on projects such as these with design firms and developers, and can keep pricing low due to established, long-term relationships with 100+ manufacturers. The team most successfully leverages volume and manufacturing optimization to affect price when multiple products are supplied.

SOLUTION

R2L's design team presented the original project inspirations to their local Architectural Sales Consultant (ASC). The ASC then relayed the pertinent information to Design and Sourcing team members who got right to work. Creative Materials employs a team of Interior Designers and tile experts who do the work of finding tile options at the right budget price from the most efficient source for design teams, all while upholding their design vision. The team effectively sourced several tile schemes within the established budget for R2L to review with the developer. After some consultation, the tile selections were approved. R2L's design team was happy with the aesthetic quality, and the developer was happy with the price points.

Location

Reston, VA

Project Type

Multi-family

Area Supplied

Unit Bathroom Walls & Floors
Penthouse Amenity Space

Products | 112,000 SF

Reply
Artwork
Formation
Foil
Mystique
Slide
Mosa
Ageless
Starlit

Design Firm

R2L Architects-Washington,
DC

General Contractor

John Moriarty & Associates

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**~ Erin DeMuth,
Design and Sourcing Manager,
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