PROJECT FACTS:

Design Firm: Gables Residential
Project Manager: Kamisha Holmes
Property: Gables Old Town North

TENANT PREFERENCE FOR DELTA® PRODUCTS LED GABLES RESIDENTIAL TO MAKE US THEIR PREFERRED PARTNER.

A multifaceted real estate company needed an equally versatile collaborator.

Gables Residential is a nationwide real estate development corporation based in Atlanta, Georgia. Incorporated in 1994, the company develops, constructs, finances and manages multi-family and mixed-use communities, and has properties in more than 50 cities across the United States.

A corporation as far-reaching as Gables Residential could choose any faucet manufacturer to partner with—which is why the Delta brand was honored to be named as a preferred vendor, providing plumbing packages to select Gables properties.

“As a luxury, multi-family owner-operator, we try to appeal to top-of-market residents,” says Kamisha Holmes, design manager at Gables Residential. “The Delta brand name is recognized and trusted, which elevates our properties in tenants' eyes. Their pricing is great, and we get beautiful, design-forward styles that set us apart from competitors.”

Gables Old Town North presented multiple design challenges. The Delta brand met them all.

In April 2019, Delta products became an integral part of Gables Old Town North, a multi-family property in Alexandria, Virginia. Many of the property's units had the feel of an upscale mercantile warehouse, making them a perfect design match for the Delta Trinsic® Pro kitchen faucet. The streamlined, linear style of Ara® faucets suited them to town house bathrooms—while penthouse spaces incorporated the Cassidy™ collection, in a complementary Venetian Bronze® finish.

Delta products even contributed to the property's LEED® Silver certification. Delta H₂Okinetic® Showers, which sculpt water into a unique pattern, offered tenants more coverage, more warmth and more intensity without using more water—helping Gables Residential satisfy the needs of both its residents and the environment.