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REAL ESTATE
Commercial | Investment | Brokerage

Purcellville Industrial Flex Opportunity

210 N 21st St, Purcellville, VA 20132

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EXECUTIVE SUMMARY

OFFERING SUMMARY

SALE PRICE:	Call for Offers
BUILDING SIZE:	27,685 SF
LOT SIZE:	3.52 Acres
PROPERTY USE:	Owner-User
NUMBER OF UNITS:	9
GROSS INCOME:	$382,568
NOI:	$339,741
ZONING:	PV - Central Commercial (C-4)
MARKET:	Washington DC Metro
SUBMARKET:	Town of Purcellville Western Loudoun

PROPERTY OVERVIEW

210 N 21st Street presents a rare owner-user opportunity to acquire a 27,685 SF industrial flex building in downtown Purcellville while benefiting from significant in-place income that offsets ownership costs. The property currently generates strong cash flow from multiple tenants, with several shorter-term leases that provide a new owner-user the ability to quickly occupy a substantial portion of the building while continuing to collect income during the transition. Its flexible multi-tenant layout supports a wide range of industrial, service, or headquarters uses and allows for phased occupancy as operational needs grow. Located in one of Loudoun County's most supply-constrained industrial markets, this offering also provides the optional opportunity to expand with the adjacent property at 105 E Cornwell Street, creating a strategic long-term owner-user campus.

HIGHLIGHTS

PROPERTY HIGHLIGHTS

- **Ideal Owner-User Opportunity with Immediate Income Offset:** Acquire a 27,685 SF industrial flex facility while benefiting from approximately $382,000 in gross annual income and $339,000 in NOI, significantly reducing the effective cost of ownership.
- **Short-Term Leases Provide Near-Term Occupancy Flexibility:** Many existing leases have shorter remaining terms, allowing a new owner-user to quickly occupy a substantial portion of the building while collecting cash flow during the transition period.
- **Ability to Occupy While Retaining Income-Producing Tenants:** Flexible multi-tenant layout allows an owner-user to occupy the space needed for operations while maintaining additional tenants for ongoing revenue and long-term financial stability.
- **Rare Opportunity to Own in Supply-Constrained Loudoun Industrial Market:** Industrial flex ownership opportunities in Purcellville and Western Loudoun are extremely limited, making this an ideal long-term strategic acquisition for businesses seeking permanent control of their facility.
- **Flexible Industrial Flex Configuration Supporting Multiple Uses:** Suitable for contractors, service companies, manufacturing, distribution, showroom, or headquarters use, with the ability to scale occupancy over time.
- **Optional Expansion Opportunity with Adjacent Property:** Ability to acquire the neighboring 105 E Cornwell Street to create a larger owner-user campus environment and support future operational growth.

PROPERTY DETAILED OVERVIEW

210 N 21st Street presents a rare opportunity for an owner-user to acquire a 27,685 square foot industrial flex facility in the heart of downtown Purcellville, Loudoun County, one of the most supply-constrained and desirable industrial submarkets in Northern Virginia. Situated on 3.52 acres and currently 95% occupied, the property offers immediate operational capability while providing flexibility for an owner-user to occupy space now or over time as leases roll. The building's multi-tenant configuration allows a purchaser to establish their own headquarters, operational facility, or service center while maintaining existing tenancy to support the property's financial performance. This offering provides long-term operational control in a strategic location where industrial ownership opportunities are extremely limited.

A key advantage of this opportunity is the substantial in-place income, which can significantly offset ownership and occupancy costs. The property currently generates approximately $382,568 in gross annual income and $339,741 in net operating income from a diverse tenant base, providing immediate cash flow while allowing flexibility for future owner occupancy or expansion. This hybrid ownership structure allows a business to transition into the space strategically while benefiting from income stability during the transition period. Over time, an owner-user may choose to retain tenants for passive income, occupy additional space, or reposition portions of the building to suit their operational needs.

The building's industrial flex design supports a wide range of uses, including contractor operations, service companies, manufacturing, distribution, showroom, office, or headquarters functions. Its central Purcellville location provides convenient access to Route 7 and the broader Loudoun County market, which continues to experience strong population growth, high household incomes, and increasing demand for industrial and flex space. The property's scale, layout, and location make it ideally suited for businesses seeking to establish a permanent presence in Western Loudoun while maintaining flexibility for long-term growth.

This offering also presents a unique opportunity to create a larger owner-user campus environment through the potential acquisition of the adjacent property at 105 E Cornwell Street, which may be available separately. The pricing outlined herein reflects 210 N 21st Street only. For owner-users seeking to control their real estate, stabilize long-term occupancy costs, and benefit from immediate income, this property represents an exceptional opportunity to secure a high-quality industrial asset in one of Loudoun County's most tightly held markets.

AERIAL PHOTOS

EXTERIOR PHOTOS

PROPERTY DETAILS

SALE PRICE	CALL FOR OFFERS

LOCATION INFORMATION

BUILDING NAME	Purcellville Industrial Flex Investment
STREET ADDRESS	210 N 21st St
CITY, STATE, ZIP	Purcellville, VA 20132
COUNTY	Loudoun
MARKET	Washington DC Metro
SUB-MARKET	Town of Purcellville Western Loudoun
NEAREST HIGHWAY	Route 7
NEAREST AIRPORT	Dulles International Airport & Leesburg Airport

PROPERTY INFORMATION

PROPERTY TYPE	Mixed Use Industrial Flex
PROPERTY SUBTYPE	Flex Space
ZONING	PV - Central Commercial (C-4)
LOT SIZE	3.52 Acres
APN #	488472620000

BUILDING INFORMATION

BUILDING SIZE	27,685 SF
NOI	$339,741.30
CAP RATE	4.85
BUILDING CLASS	B
OCCUPANCY %	95.0%
TENANCY	Multiple
NUMBER OF FLOORS	1
YEAR BUILT	1950
NUMBER OF BUILDINGS	1

TAXES & VALUATION

TAXES	$34,825.78
FORECLOSURE / DISTRESSED	No

PARCEL

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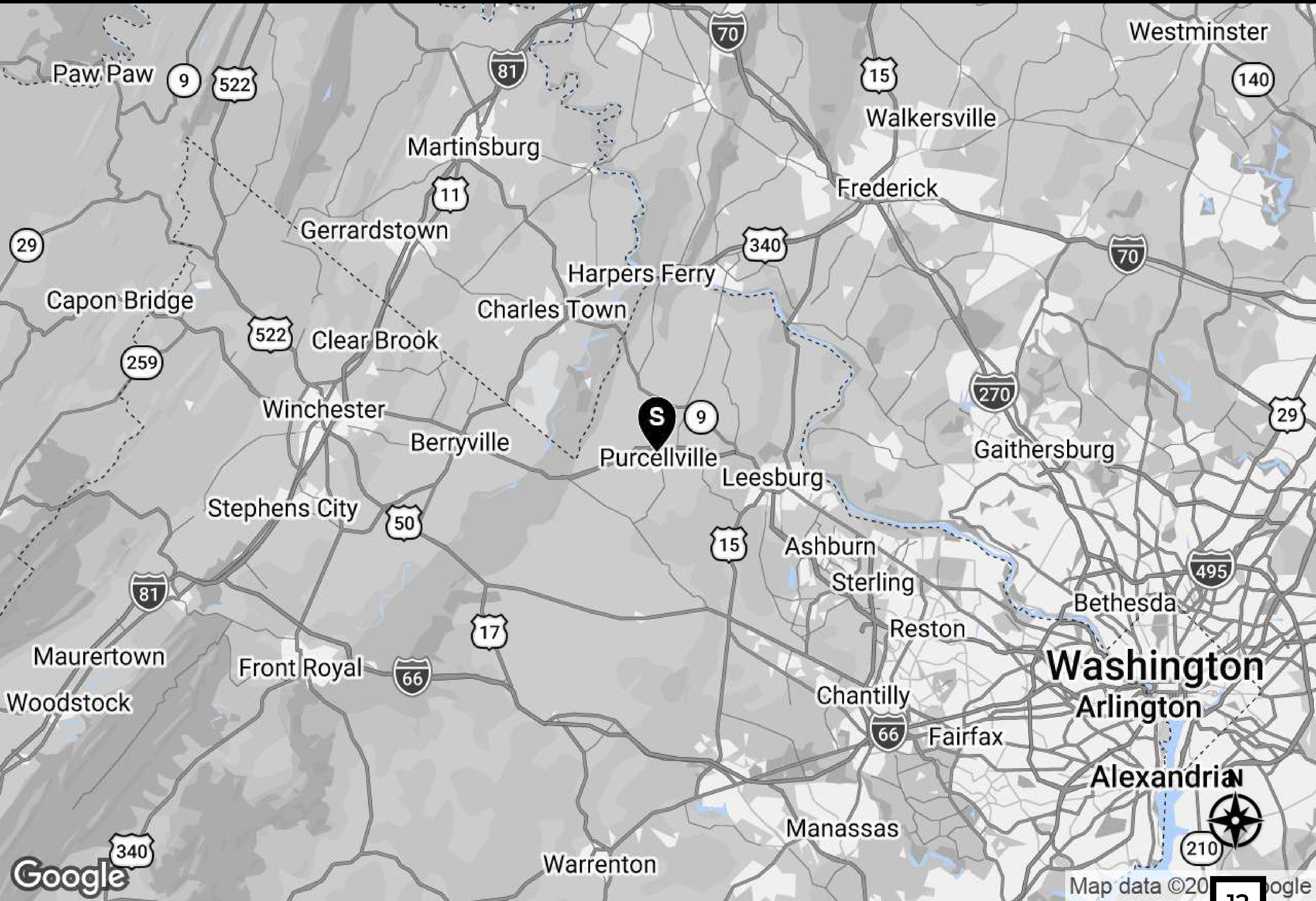
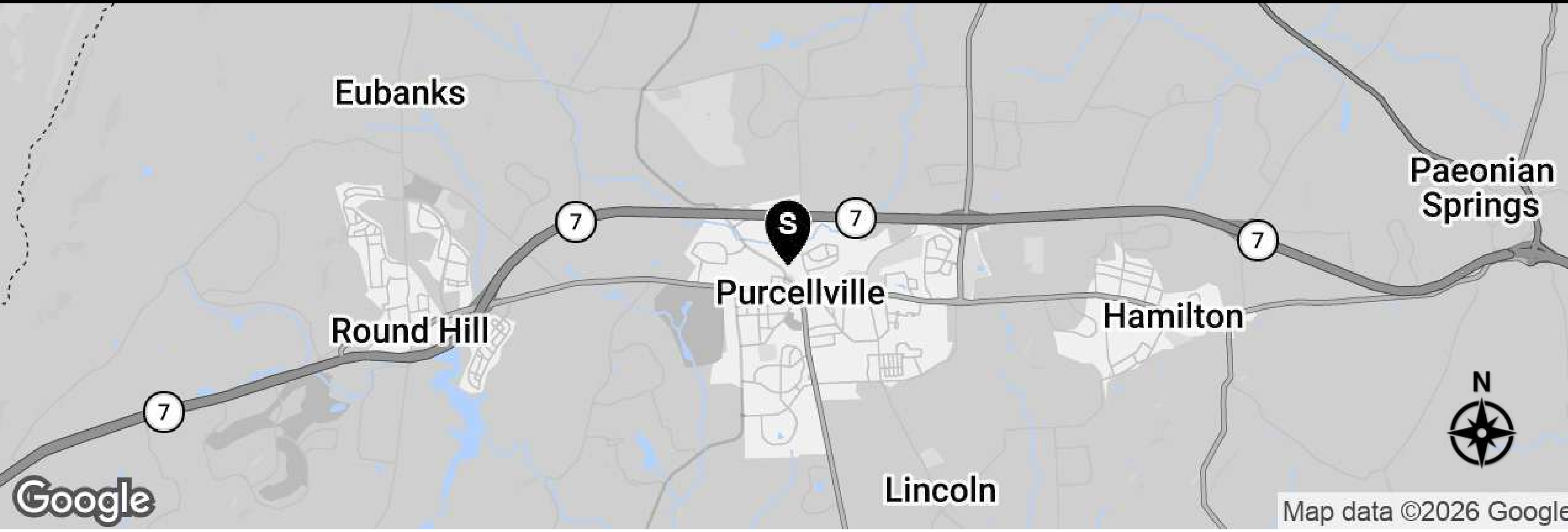
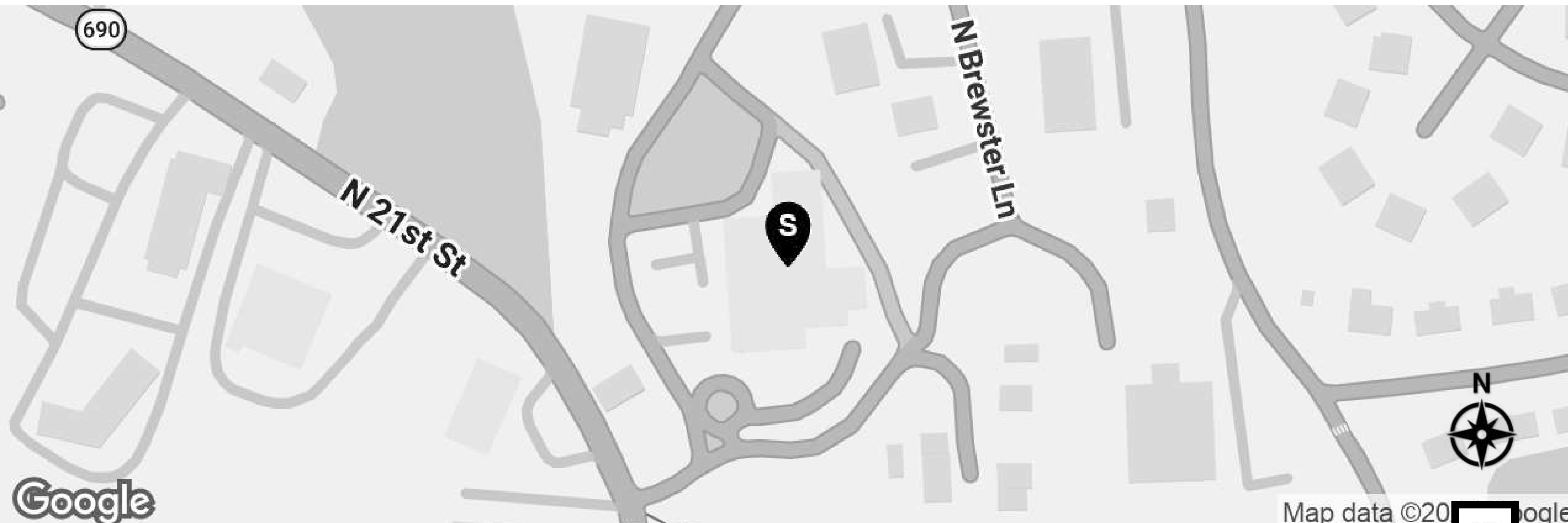
MAPS

REGIONAL MAP



LOCATION MAP





RETAILER MAP

AREA OVERVIEW

CITY INFORMATION

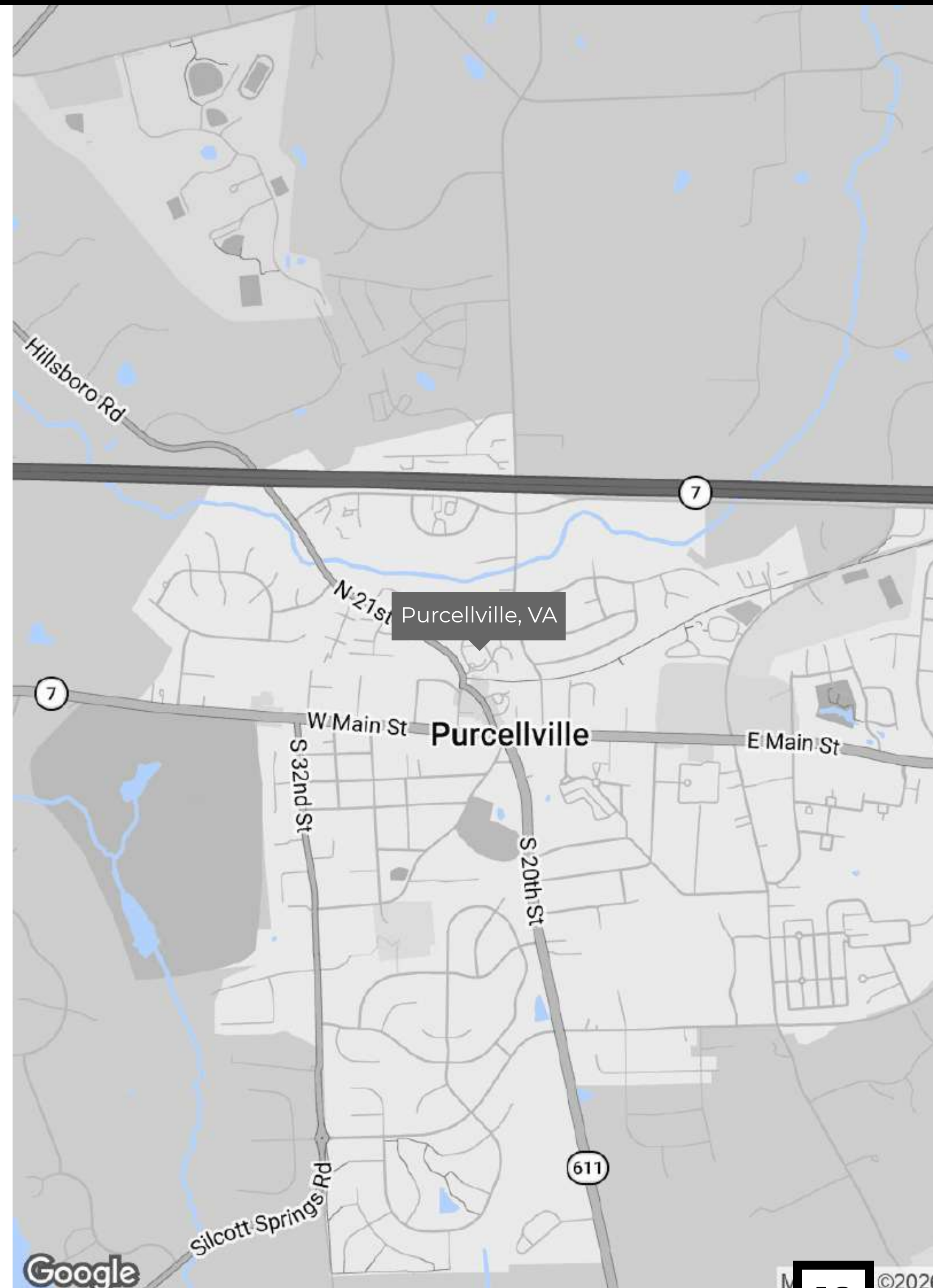
LOCATION DESCRIPTION

210 N 21st Street is nestled in the heart of Purcellville, Virginia—a town that combines small-town charm with impressive economic vitality. With a population of approximately 8,911, Purcellville boasts a median household income of $162,981, significantly higher than both the state and national averages . This affluence, coupled with a median age of 35.5 years, indicates a youthful and prosperous community .

Expanding the lens to Loudoun County, the economic prospects become even more compelling. The county has experienced a remarkable 29% population growth since 2010, making it the fastest-growing county in Virginia and ranking 20th nationwide . This surge is complemented by a median household income of $178,707, the highest in the nation .

Loudoun County's robust economy is further bolstered by its status as a global tech hub, housing over 60 massive data centers that handle approximately 70% of the world's web traffic . This technological infrastructure, combined with a highly educated workforce, creates a fertile ground for business innovation and investment.

In summary, 210 N 21st Street offers a strategic location in a town and county characterized by strong economic growth, high household incomes, and a dynamic business environment—making it an attractive opportunity for investors and entrepreneurs alike.

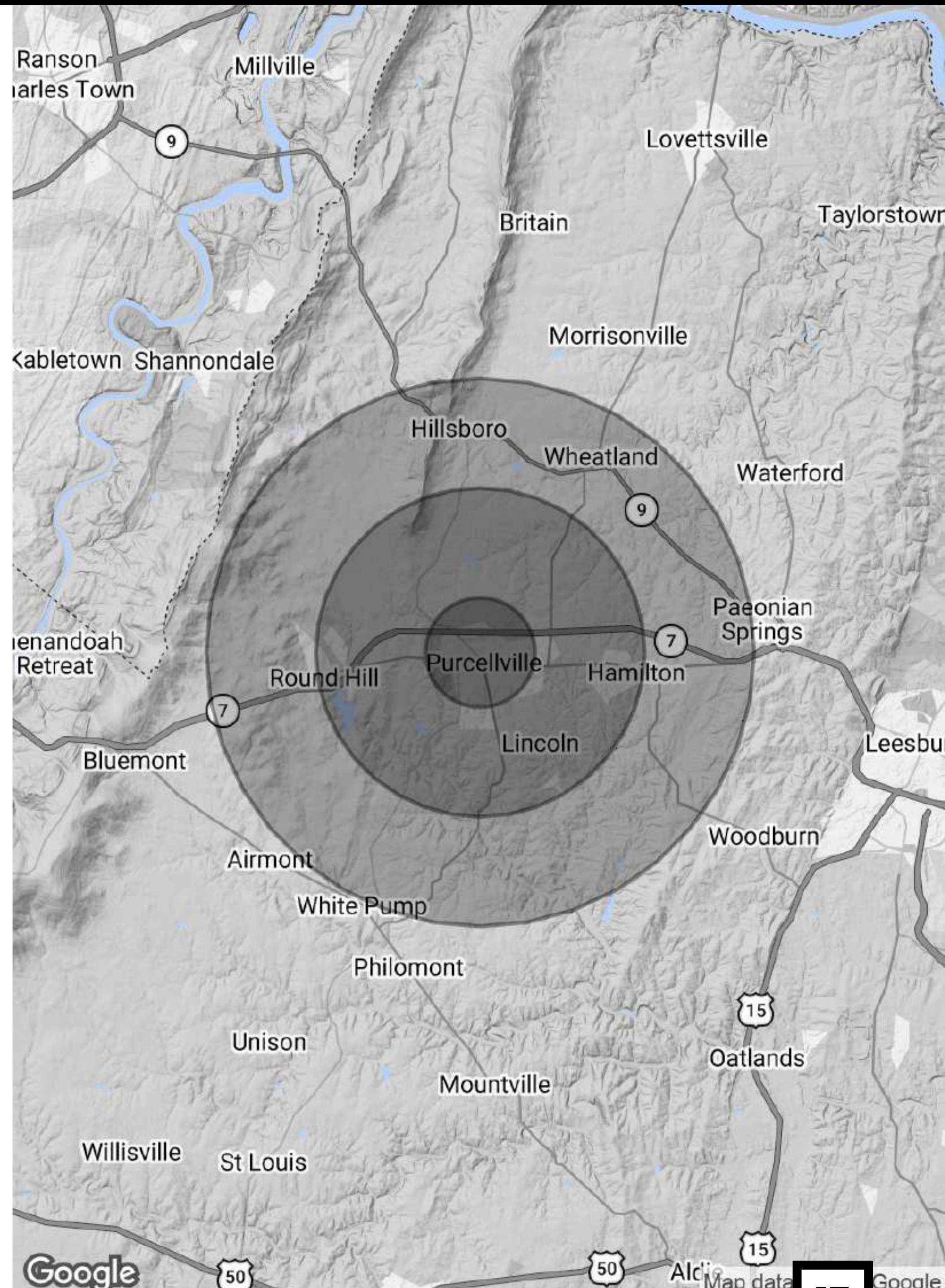


DEMOGRAPHICS MAP & REPORT

POPULATION	1 MILE	3 MILES	5 MILES
TOTAL POPULATION	6,533	18,918	29,573
AVERAGE AGE	37	37	38
AVERAGE AGE (MALE)	36	36	37
AVERAGE AGE (FEMALE)	38	38	39

HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
TOTAL HOUSEHOLDS	2,120	5,929	9,338
# OF PERSONS PER HH	3.1	3.2	3.2
AVERAGE HH INCOME	$198,419	$222,981	$237,349
AVERAGE HOUSE VALUE	$716,259	$776,701	$849,061

2020 American Community Survey (ACS)



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2023 BEST OF LOUDOUN Loudoun Times-Mirror WINNER

2024 BEST OF LOUDOUN Loudoun Times-Mirror WINNER

2025 BEST OF LOUDOUN Loudoun Times-Mirror WINNER

BROKER INFORMATION

ABOUT SERAFIN REAL ESTATE

Serafin Real Estate is a boutique commercial real estate brokerage headquartered in Loudoun County, Virginia, exclusively focused on the Northern Virginia market. Founded in 2019 by Joe Serafin, the firm has closed more than $730 million in transactions since inception, with Joe surpassing $1 billion in career sales volume. By **intentionally concentrating on the Northern Virginia region**, the firm provides owners with hyper-local market knowledge, real-time data insight, and deep relationships with the area's most active buyers and investors. Serafin Real Estate has been recognized multiple times as a Best of Loudoun winner and is consistently regarded as one of the region's top-performing commercial brokerages.

Rather than spreading geographically, the firm has built its reputation on becoming the market expert within Northern Virginia, understanding zoning nuances, buyer demand trends, capital sources, and property-level dynamics at a granular level. Through advanced technology, proprietary databases, and a curated network of qualified local, regional, and 1031 exchange buyers, Serafin Real Estate positions each listing to **drive competition and maximize value**. Clients benefit from institutional-level strategy combined with the accountability, responsiveness, and hands-on execution of a focused, owner-led brokerage.

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GRANT WETMORE

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PROFESSIONAL BACKGROUND

Grant Wetmore is a Sales and Acquisition Advisor at Serafin Real Estate. He is also the owner of GGWetmore Consulting. Grant has valuable knowledge in commercial real estate. His prior experience is backed by 20 years in the Banking industry including 10 years within the commercial real estate lending, financial analysis, management and disposition of distressed and foreclosed properties. He takes pride in providing the best consultation to bring sound financial decisions and highest profits to his real estate investors and clients driven by personal relationships.

Grant worked for BCT The Community's Bank as Vice President, Market Executive in Loudoun County, Virginia. Previously, he worked for Middleburg Bank and Guarantee Bank. Grant is a graduate of Marshall University in Business Administration and the Paul W. Barret, Jr. Graduate School of Banking. He currently holds a Virginia Real Estate license.

Grant served as President of the Purcellville Business Association. He previously served as treasurer of Seven Loaves and Vice President of Discover Charles Town.

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MEET THE TEAM

JOE SERAFIN
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Joe is an 18-year real estate industry veteran and owner of Serafin Real Estate, specializing in investment sales, acquisitions, brokerage, and property investment consultation in Loudoun, Fairfax, and Prince Willam County.

Joe has built a solid foundation through his representation of many developers, private equity firms, and individual investors throughout the years and has successfully closed over $600M of transactions since his start in the industry. His specific areas of expertise include strategic planning, financial investment analysis, and financial structuring ensuring solid and transparent property investments for his clients.

JENNIFER CUPITT
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Jennifer is the Office Manager for SRE and assists in the day to day administrative and client care needs of the company. Her organizational skills and process mentality ensures the company's everyday duties are carried through smoothly.

SEAN KLINE
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Sean has over 20 years of experience in real estate acquisition, negotiation, and investment. He graduated from the United States Merchant Marine Academy at Kings Point, and bought his first investment property in Falls Church after returning from sea tours in Operations Enduring Freedom and Iraqi Freedom.

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