

**SRE**  
**SERAFIN**  
**REAL ESTATE**  
Commercial | Investment | Brokerage

**Event Center & Cottage Inn Turnkey Opportunity**  
23130 Briar Patch Lane, Middleburg, VA 20117

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# INVESTMENT OVERVIEW

# EXECUTIVE SUMMARY



## OFFERING SUMMARY

<b>SALE PRICE:</b>	Subject to Offer
<b>LEASE RATE:</b>	Negotiable
<b>BUILDING SIZE:</b>	23,055 SF
<b>AVAILABLE SF:</b>	23,055 SF
<b>LOT SIZE:</b>	46.45 Acres
<b>PROPERTY USE:</b>	Cottage Inns & Event Center
<b>OVERNIGHT GUEST CAPACITY:</b>	42
<b>EVENT CENTER CAPACITY:</b>	279
<b>ZONING:</b>	AR2
<b>MARKET:</b>	Middleburg

## PROPERTY OVERVIEW

Briar Patch Bed & Breakfast Inn is a fully entitled destination hospitality and event property located in the heart of Middleburg, Virginia—one of the most prestigious and supply-constrained markets in Western Loudoun County. The property comprises multiple buildings totaling approximately 23,055 square feet, including **14 guest bedrooms with approved overnight accommodations for up to 42 guests**. A purpose-built event and reception facility is approved for up to **279 occupants**, supporting weddings, retreats, and private events in a true destination setting along the Route 50 corridor, surrounded by equestrian estates and Virginia wine country.

The property benefits from an **approved Special Exception** Rural Retreat, providing a rare, clearly defined entitlement framework for hospitality and event use in Loudoun County. This offering is for the real estate only and does not include the operating business; however, all fixtures and equipment will convey with the sale, and certain business-related operating items may be available separately. Briar Patch presents a compelling opportunity for hospitality operators, lifestyle buyers, or investors seeking a value-add destination asset with long-term upside in one of Virginia's most desirable markets.

# PROPERTY DESCRIPTION



## PROPERTY DESCRIPTION

Briar Patch Bed & Breakfast Inn offers a rare opportunity to acquire a fully entitled hospitality and event property in the heart of Middleburg, Virginia—one of the most prestigious and supply-constrained destination markets in Western Loudoun County. Located along Route 50 and surrounded by renowned equestrian estates and Virginia wine country, the property is ideally positioned to serve weddings, retreats, and private events while benefiting from sustained demand from the Washington, D.C. metro area.

The property is comprised of multiple buildings totaling approximately 23,055 square feet, including 14 guest bedrooms with approved overnight accommodations for up to 42 guests. A purpose-built event and reception facility anchors the offering and is approved for up to 279 occupants, providing meaningful scale for indoor events and gatherings. The layout supports a true destination retreat environment, combining lodging and event functionality on a single property.

Briar Patch benefits from an approved Special Exception Rural Retreat, offering a clearly defined and transferable entitlement framework for hospitality and event use—an increasingly difficult approval to replicate in Loudoun County. This entitlement provides long-term certainty and positions the property favorably relative to competing venues that lack formal approvals.

The offering is for the real estate only and does not include the operating business. All fixtures and equipment will convey with the real estate, while any business-related operating items may be available for purchase separately outside of the real estate transaction. For hospitality operators, lifestyle buyers, or investors seeking a destination-oriented asset with established approvals in a premier market, Briar Patch presents a compelling opportunity for repositioning and long-term value creation.

46.45 ACRES



# BUILDING LAYOUT



Event Center

Cottage 3

Cottage 2

Cottage 1

Main Building

Route 50

# HIGHLIGHTS

- Fully entitled destination hospitality and event property located in the heart of Middleburg, Virginia—one of the most exclusive and supply-constrained markets in Western Loudoun County.
- ±23,055 SF across multiple buildings, including 14 guest bedrooms with approved overnight accommodations for up to 42 guests, supporting true retreat-style lodging.
- Purpose-built event and reception facility approved for up to 279 occupants, ideal for weddings, private events, and corporate retreats.
- Approved Special Exception Rural Retreat, providing a clearly defined and transferable entitlement framework that is increasingly difficult to replicate in Loudoun County.
- Prime Route 50 frontage surrounded by equestrian estates and Virginia wine country, with convenient access to Washington, D.C. and Dulles International Airport.
- Real estate-only offering with all fixtures and equipment conveying; operating business not included, allowing flexibility for rebranding, repositioning, or integration into an existing hospitality platform.



# EXTERIOR PHOTOS



# PROPERTY DETAILS

<b>SALE PRICE</b>	<b>SUBJECT TO OFFER</b>
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<b>LEASE RATE</b>	<b>NEGOTIABLE</b>
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## LOCATION INFORMATION

<b>BUILDING NAME</b>	Event Center & Cottage Inn Turnkey Opportunity
<b>STREET ADDRESS</b>	Loudoun County, VA
<b>CITY, STATE, ZIP</b>	Middleburg, VA
<b>COUNTY</b>	Loudoun
<b>MARKET</b>	Middleburg
<b>NEAREST HIGHWAY</b>	U.S. Route 50
<b>NEAREST AIRPORT</b>	Dulles International Airport and Leesburg Airport

## PROPERTY INFORMATION

<b>PROPERTY TYPE</b>	Event/Hospitality
<b>PROPERTY SUBTYPE</b>	Other
<b>ZONING</b>	AR2
<b>LOT SIZE</b>	46.45 Acres
<b>APN #</b>	396264807000
<b>AMENITIES</b>	Event Center, 4 separate cottages that sleep up to 42 guests
<b>POWER</b>	Yes

## BUILDING INFORMATION

<b>TOTAL BUILDING SIZE</b>	23,055 SF
<b>BUILDING CLASS</b>	B
<b>TENANCY</b>	Multiple
<b>CONSTRUCTION STATUS</b>	Existing

## UTILITIES

<b># OF SEPTIC SYSTEMS:</b>	3
<b>WATER:</b>	Well
<b># OF WELLS:</b>	3

## TAXES

<b>TAXES</b>	\$15,878.00
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# ENTITLEMENT SUMMARY – SPECIAL EXCEPTION

## RURAL RETREAT

**Approved Special Exception (SPEX 2006-0034)** for a **Level 1, small-scale rural retreat**, granted January 4, 2007, and developed in conformance with an approved Special Exception Plat. Briar Patch LLC Special Excepti...

### **Event & Occupancy Controls:**

Reception/meeting facility limited to **350 guests per week**, with a **maximum of 200 guests on site at any one time**. Overnight guest occupancy must be tracked and maintained. Briar Patch LLC Special Excepti...

**Operational Standards:** Defined limits on event hours, noise levels, lighting, buffering, traffic control, and on-site management presence—providing a **clear, enforceable operating framework**. Briar Patch LLC Special Excepti...

**Permitted Uses & Buildings:** Approved for a **purpose-built reception/meeting facility up to 6,300 SF**, owner and manager residences, and **up to 20 guest rooms** within designated buildings, subject to required permits. Briar Patch LLC Special Excepti...

**Outdoor Events & Tents:** Tents permitted on **up to five (5) occasions per year**, limited to designated ceremony areas, with strict duration and noise controls; amplified outdoor music allowed only on those occasions. Briar Patch LLC Special Excepti...

**Key Value Driver:** This Special Exception establishes a **rare, transferable entitlement for hospitality and event use in Loudoun County**, significantly reducing entitlement risk and creating a competitive advantage that is extremely difficult to replicate today.



**BUILDING  
INFORMATION**

# BUILDING DETAIL

Building	Use	Approx SF	# of Guest Capacity	# of Bedrooms	# of Bathrooms	Year Built	Floors
<b>Cottages:</b>							
Main Building	Cottage Inn	4,912	24	8	5	1801	2
Cottage 1	Cottage Inn	908	3	1	1	1940	1
Cottage 2	Cottage Inn	2,072	9	3	3	2014	2
Cottage 3	Cottage Inn	1,912	6	2	1	1940	2
		<b>9,804</b>	<b>42</b>	<b>14</b>			
<b>Commercial:</b>							
Event Center	Event Center/Banquet Hall	6,125	279			1950	2
Upper Level Studio	Office	650			1950		
		<b>6,775</b>					
<b>Detached Structures:</b>							
Shed/Utility Buidling			200			1990	
Stables/Barn			2,016			1940	
Open Storage Bldg			900			1950	
Milkhouse/Parlor			360			1940	
		<b>3476</b>					

# BUILDING DETAIL

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Inground Pool

1,152

1990

# BUILDING LAYOUT



Event Center

Main Building

Cottage 2

Cottage 1

Cottage 3

Route 50

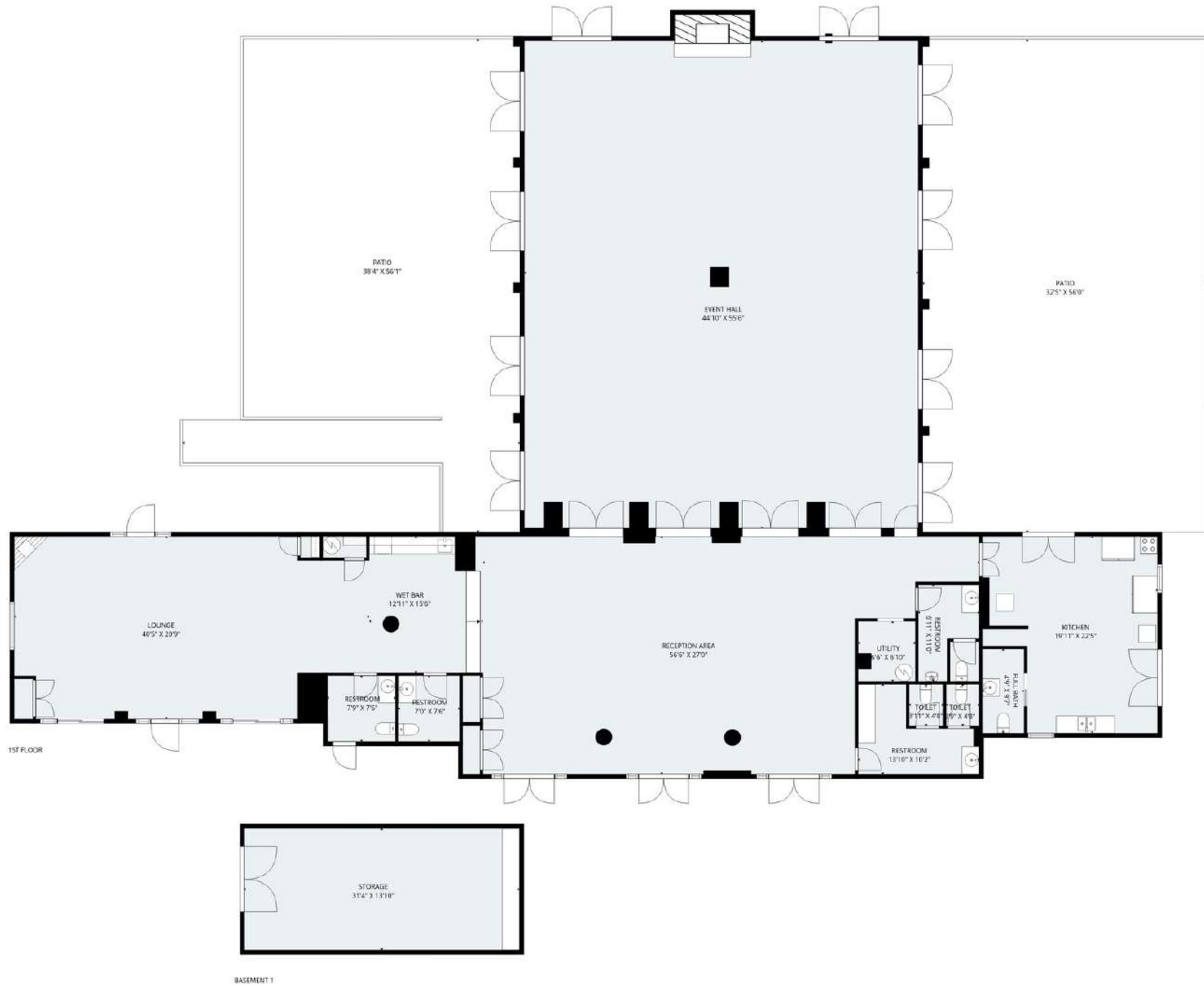
# EVENT CENTER/BANQUET HALL EXTERIOR



# EVENT CENTER/BANQUET HALL INTERIOR



# EVENT CENTER FLOOR PLAN



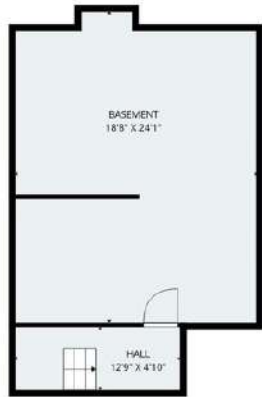
# MAIN BUILDING EXTERIOR



# MAIN BUILDING INTERIOR



# MAIN BUILDING FLOOR PLAN



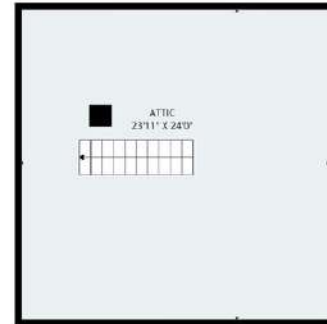
BASEMENT 1



1ST FLOOR



2ND FLOOR



3RD FLOOR

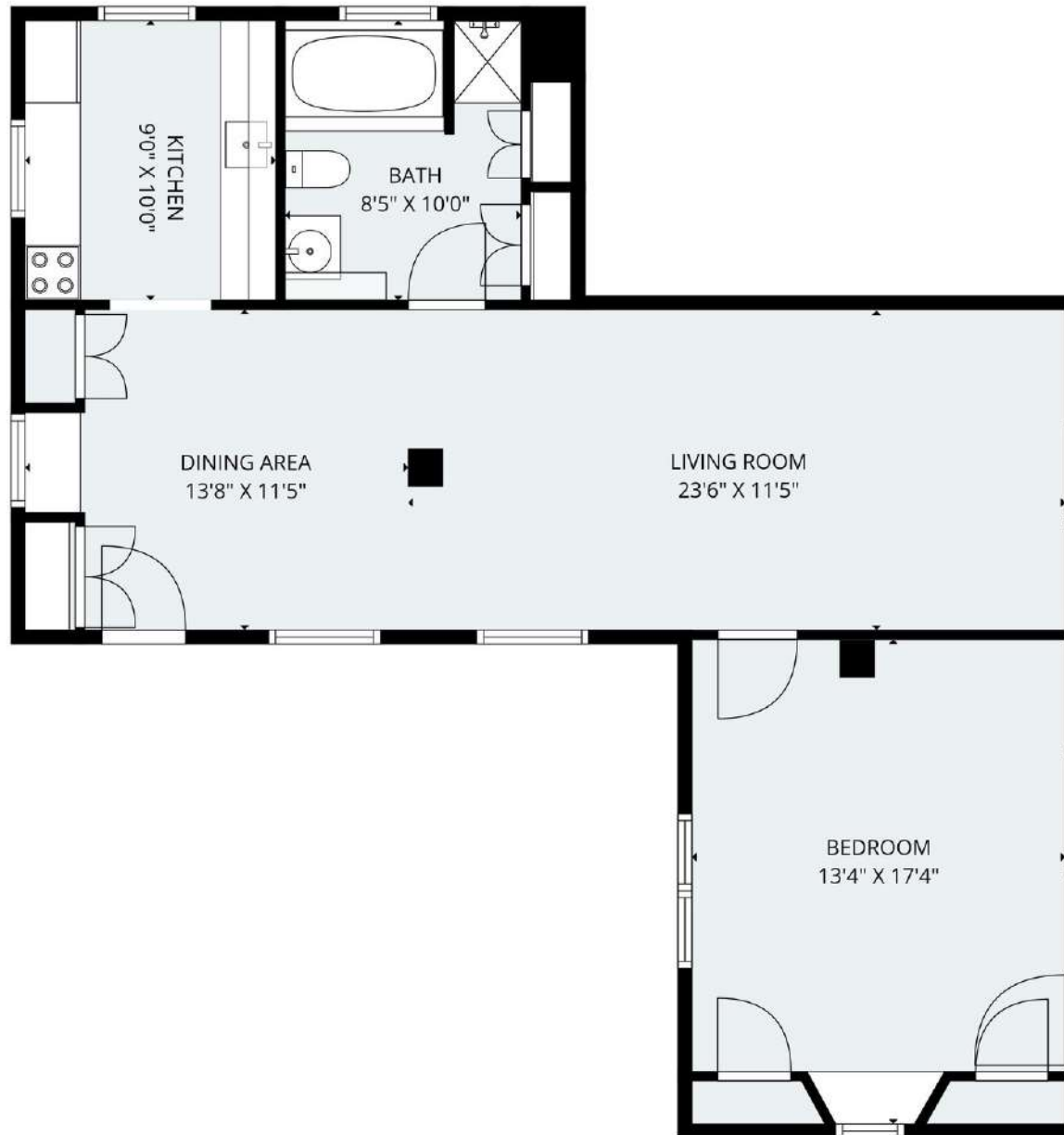
# COTTAGE 1 EXTERIOR



# COTTAGE 1 INTERIOR



# COTTAGE 1 FLOOR PLAN



Please check the listing detail for the square footage. All measurements are captured via lidar scan, but are approximate.

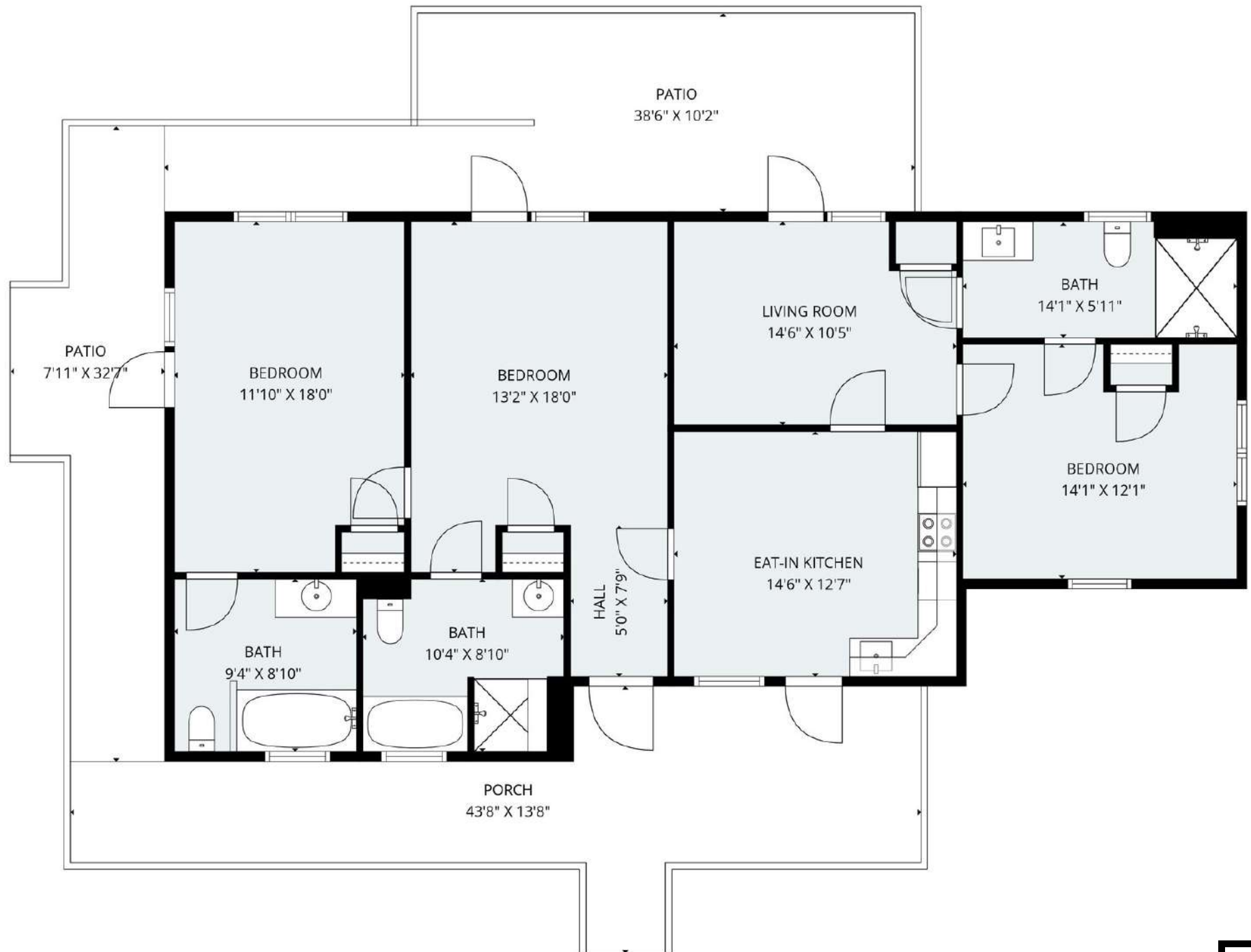
# COTTAGE 2 EXTERIOR



# COTTAGE 2 INTERIOR PHOTOS

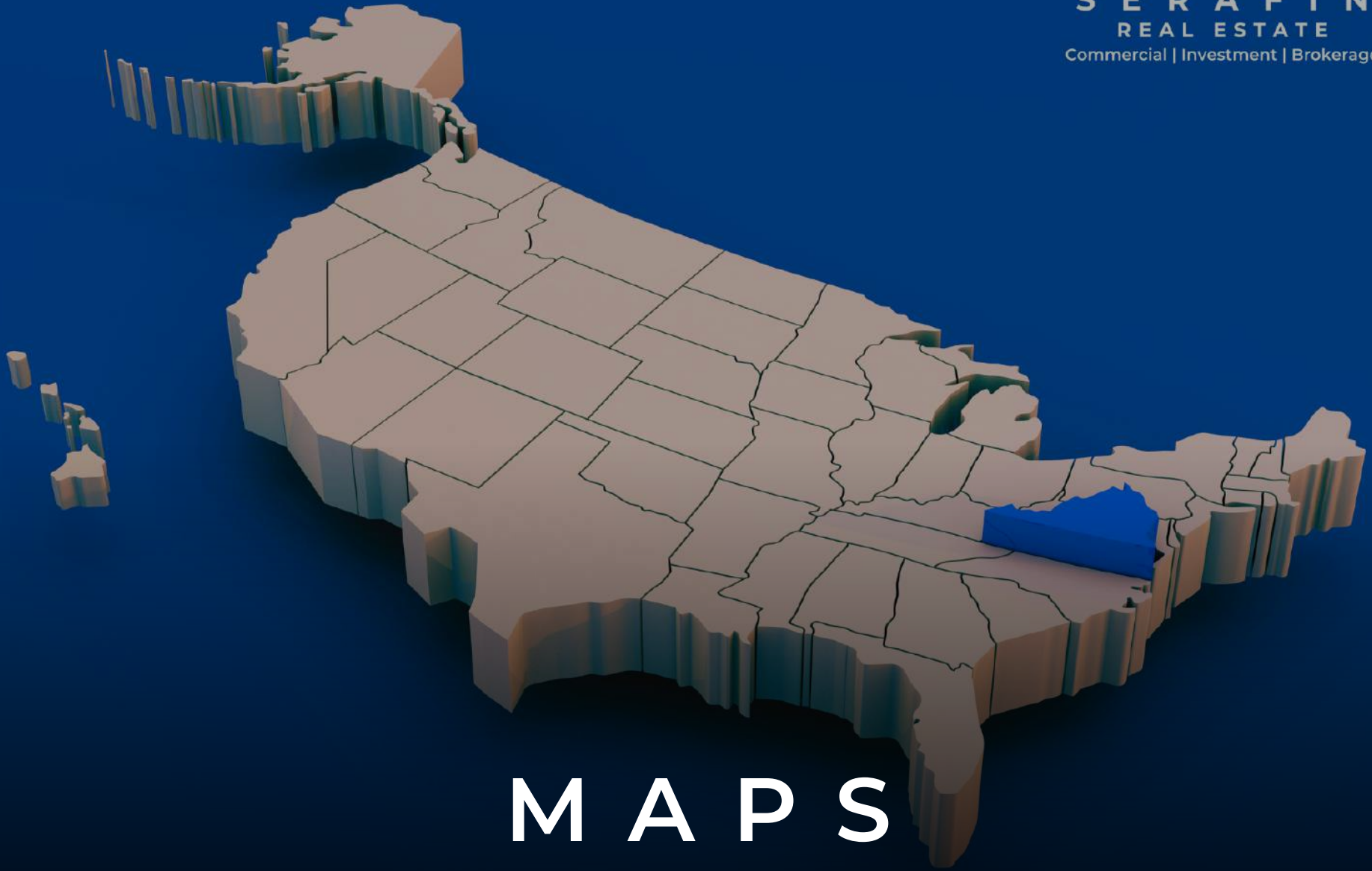


# COTTAGE 2 FLOOR PLAN



# COTTAGE 3 EXTERIOR

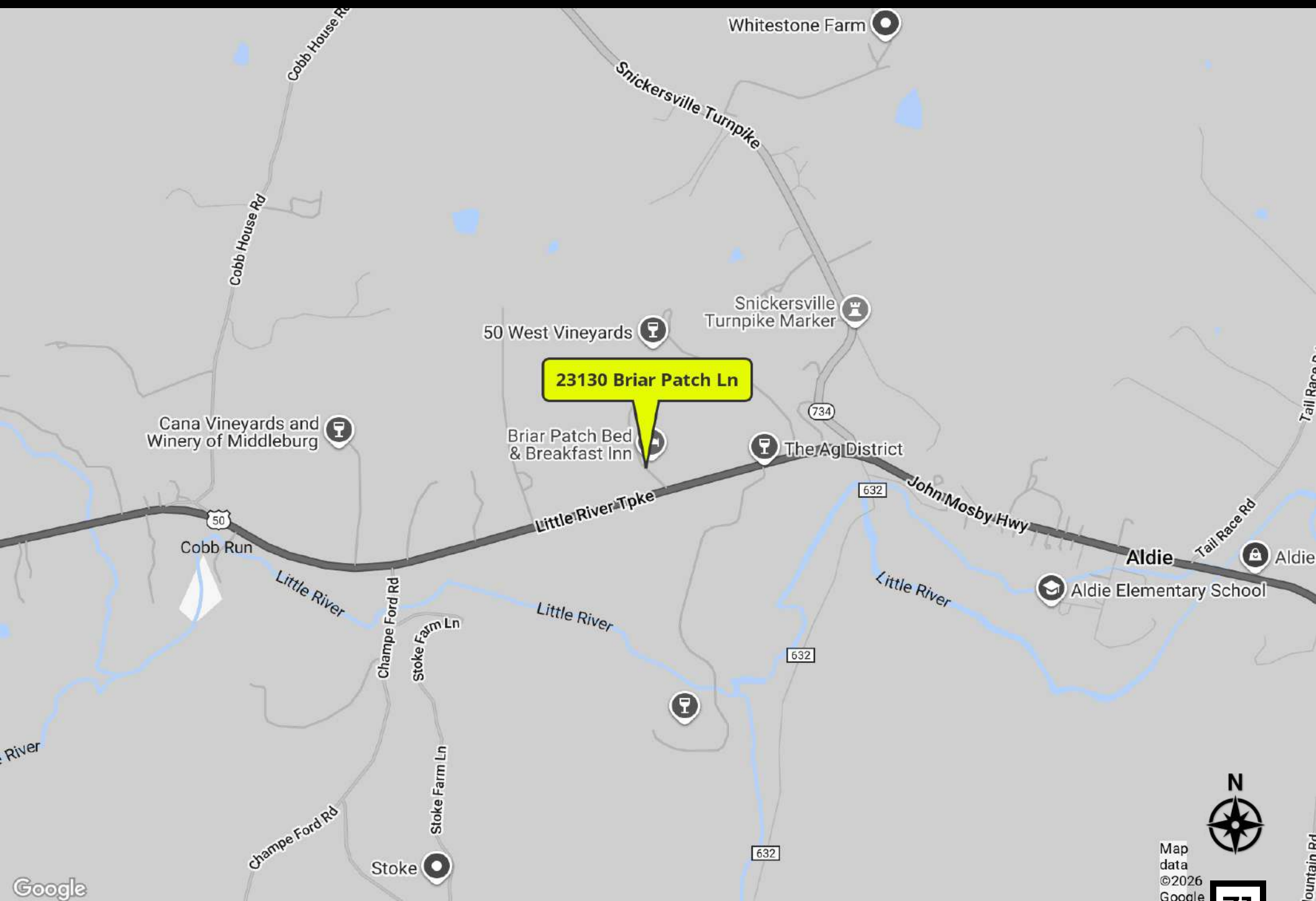




# M A P S



# LOCATION MAP



23130 Briar Patch Ln

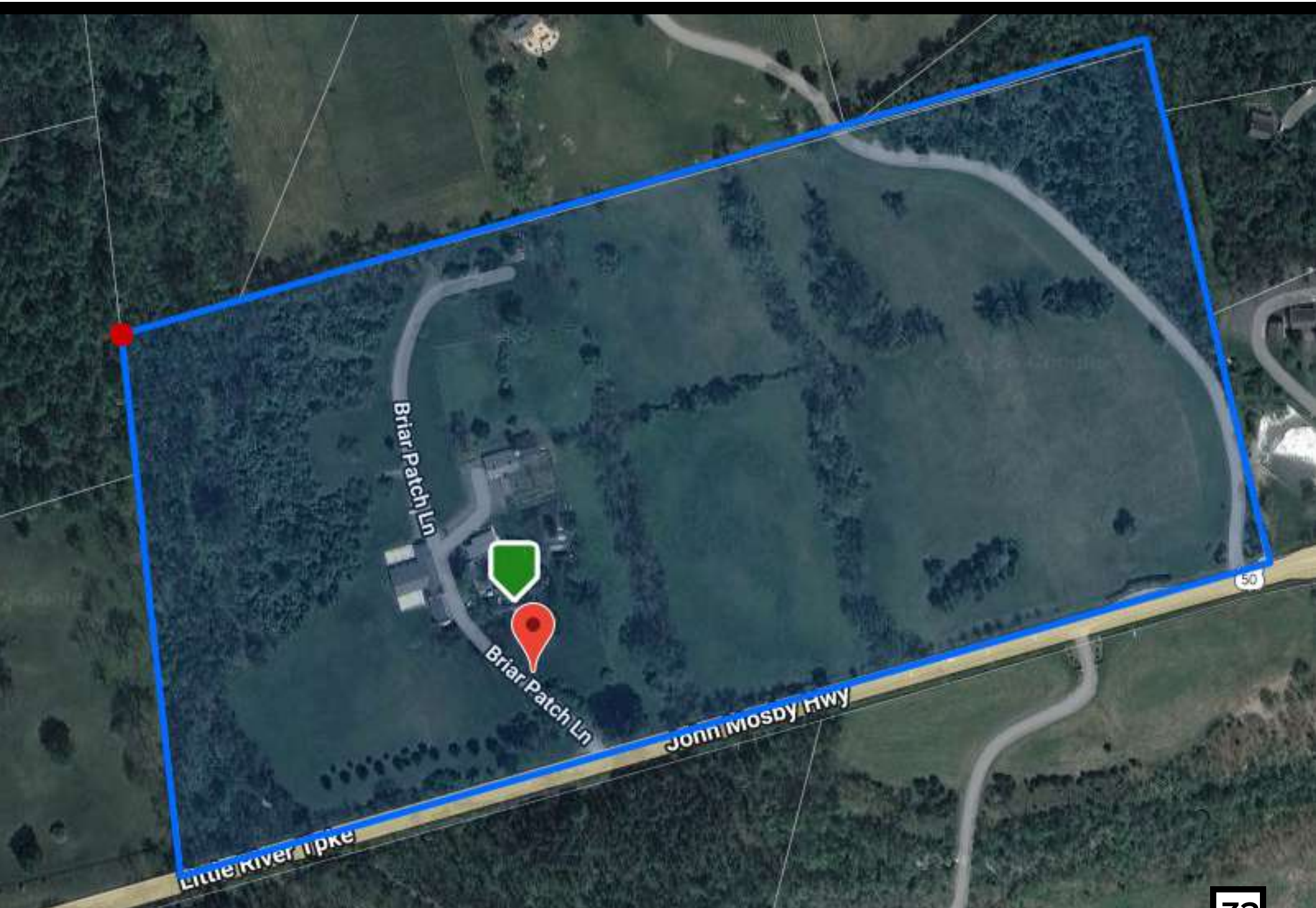


Map data ©2026 Google

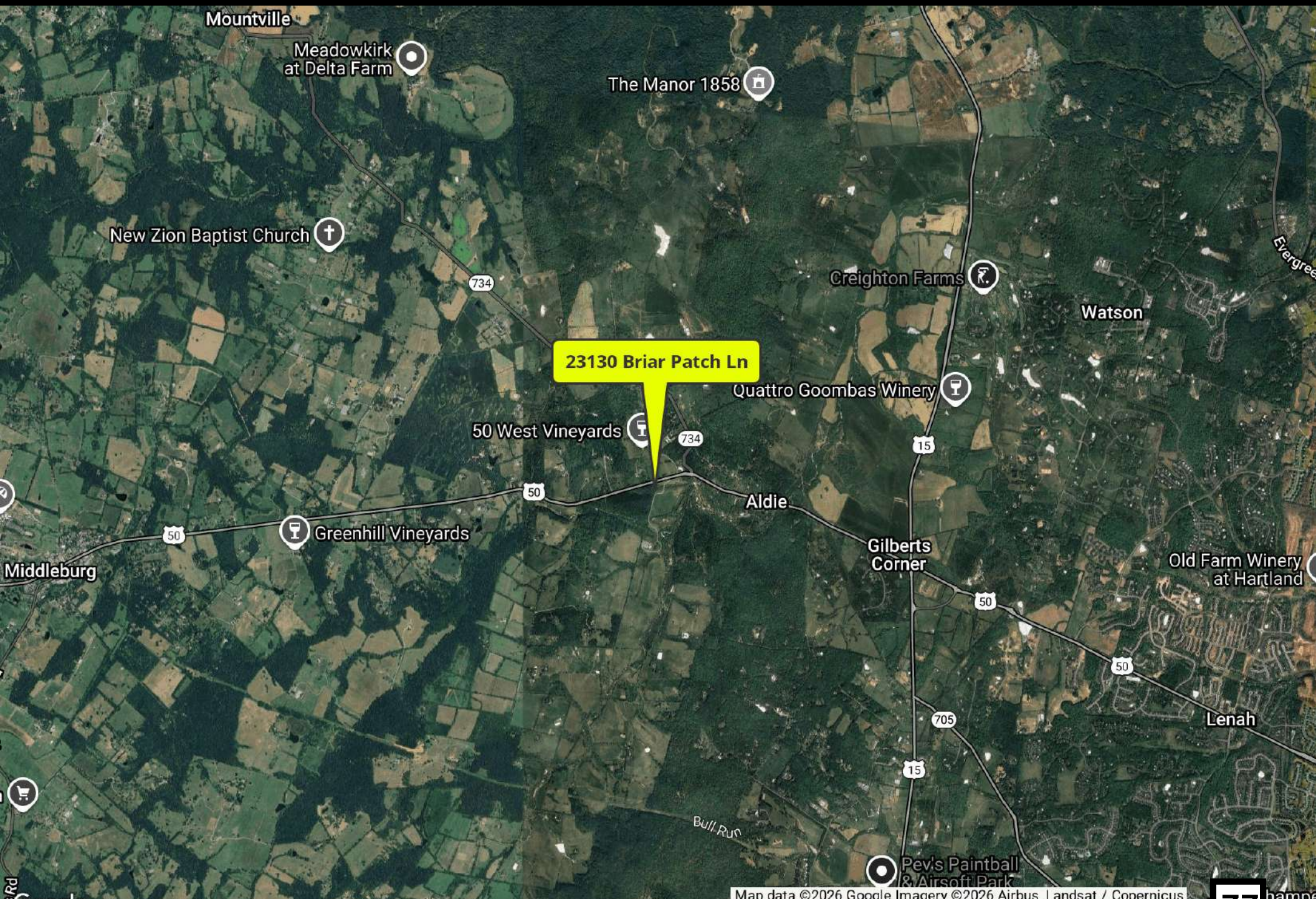
31

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# PLAT



# RETAILER MAP

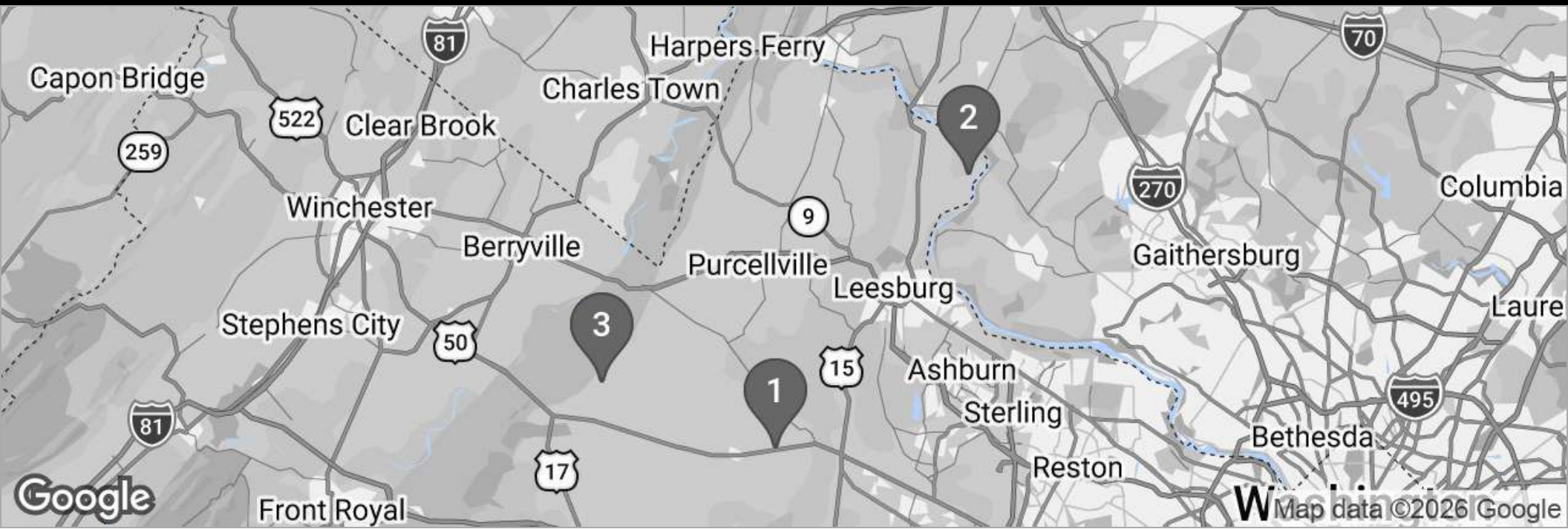


23130 Briar Patch Ln



SALE  
COMPARABLES

# SALE COMPS MAP & SUMMARY



★ **EVENT CENTER & COTTAGE INN TURNKEY OPPORTUNITY**

Loudoun County, VA  
Middleburg, VA

Price                      Subject to Offer  
Bldg Size                 23,055 SF

**NAME/ADDRESS**

**PRICE**

**BLDG SIZE**

<b>1</b>	<b>Fox Chase Farm &amp; Middleburg Barn</b> 23320 Foxchase Farm Lane Middleburg, VA 20117	\$7,900,000	30,365 SF
<b>2</b>	<b>Spinks Ferry</b> 43725 Spinks Ferry Rd Leesburg, VA 20176	\$14,000,000	900 SF
<b>3</b>	<b>Llangollen</b> 21515 Trappe Rd Upperville, VA 20185	\$25,000,000	10,900 SF

**AVERAGES**

**\$11,725,000 16,305 SF**

# SALE COMPS



## FOX CHASE FARM & MIDDLEBURG BARN

23320 Foxchase Farm Lane, Middleburg, VA 20117

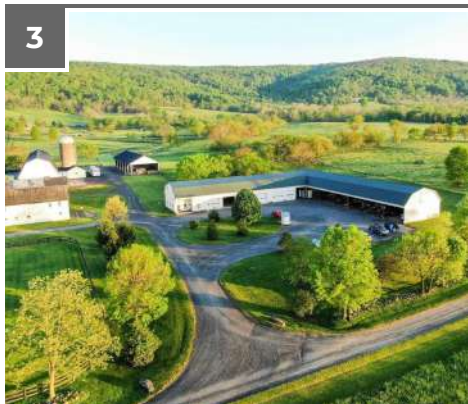
**PRICE:** \$7,900,000    **BLDG SIZE:** 30,365 SF  
**LOT SIZE:** 33.72 Acres    **YEAR BUILT:** 1950



## SPINKS FERRY

43725 Spinks Ferry Rd, Leesburg, VA 20176

**PRICE:** \$14,000,000    **BLDG SIZE:** 900 SF



## LLANGOLLEN

21515 Trappe Rd, Upperville, VA 20185

**PRICE:** \$25,000,000    **BLDG SIZE:** 10,900 SF  
**YEAR BUILT:** 1795





# AREA OVERVIEW

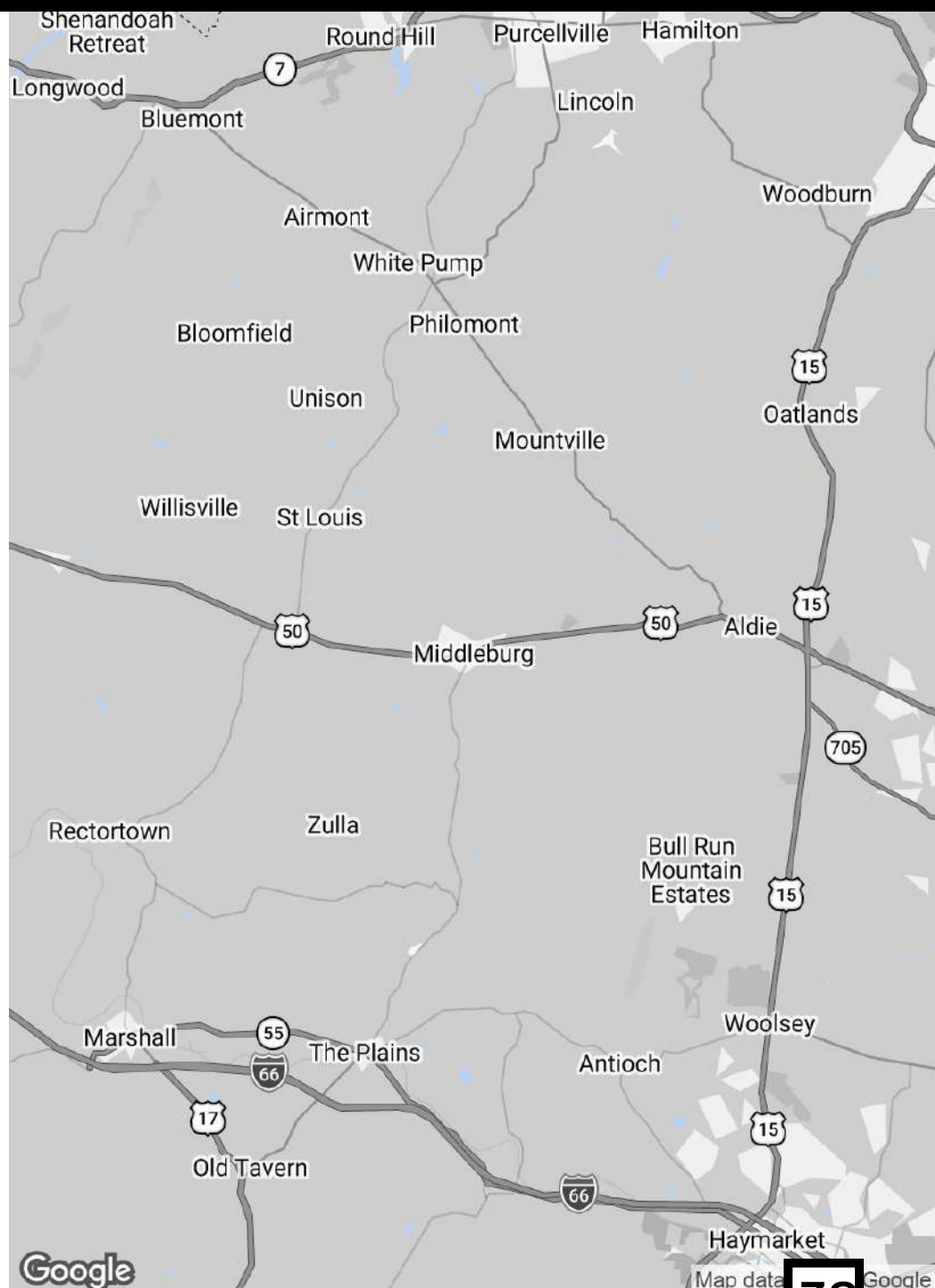
# CITY INFORMATION

## LOCATION DESCRIPTION

Briar Patch Bed & Breakfast Inn (23130 Briar Patch Lane) sits in the heart of Middleburg—a small town with an outsized economic footprint driven by equestrian culture, luxury hospitality, high-end second homes, and destination spending. Middleburg’s “weekend market” pulls affluent visitors from Washington, D.C. and the broader Mid-Atlantic, supporting premium room rates, strong weekday corporate/retreat demand, and steady spend at boutique retail and chef-driven dining. The town also benefits from convenient access to Washington Dulles International Airport (about 20 miles).

Zooming out, this is Western Loudoun wine country—a tourism engine built around scenic countryside, tasting rooms, events, weddings, and weekend getaways. Loudoun markets itself as having 50+ wineries and tasting rooms, which creates reliable year-round demand for lodging and experience-based travel (wine weekends, celebrations, and group trips).

At the county level, Loudoun’s fundamentals are hard to beat for hospitality and business demand. The U.S. Census Bureau reports a 2024 population of 443,380 and 5.3% growth since 2020, with a median household income of \$178,707 (2019–2023, inflation-adjusted). Loudoun County government budgeting materials also note that Loudoun’s median household income has ranked highest among large U.S. counties (65,000+ population) since 2007, reinforcing its reputation as the nation’s premier concentration of household wealth.



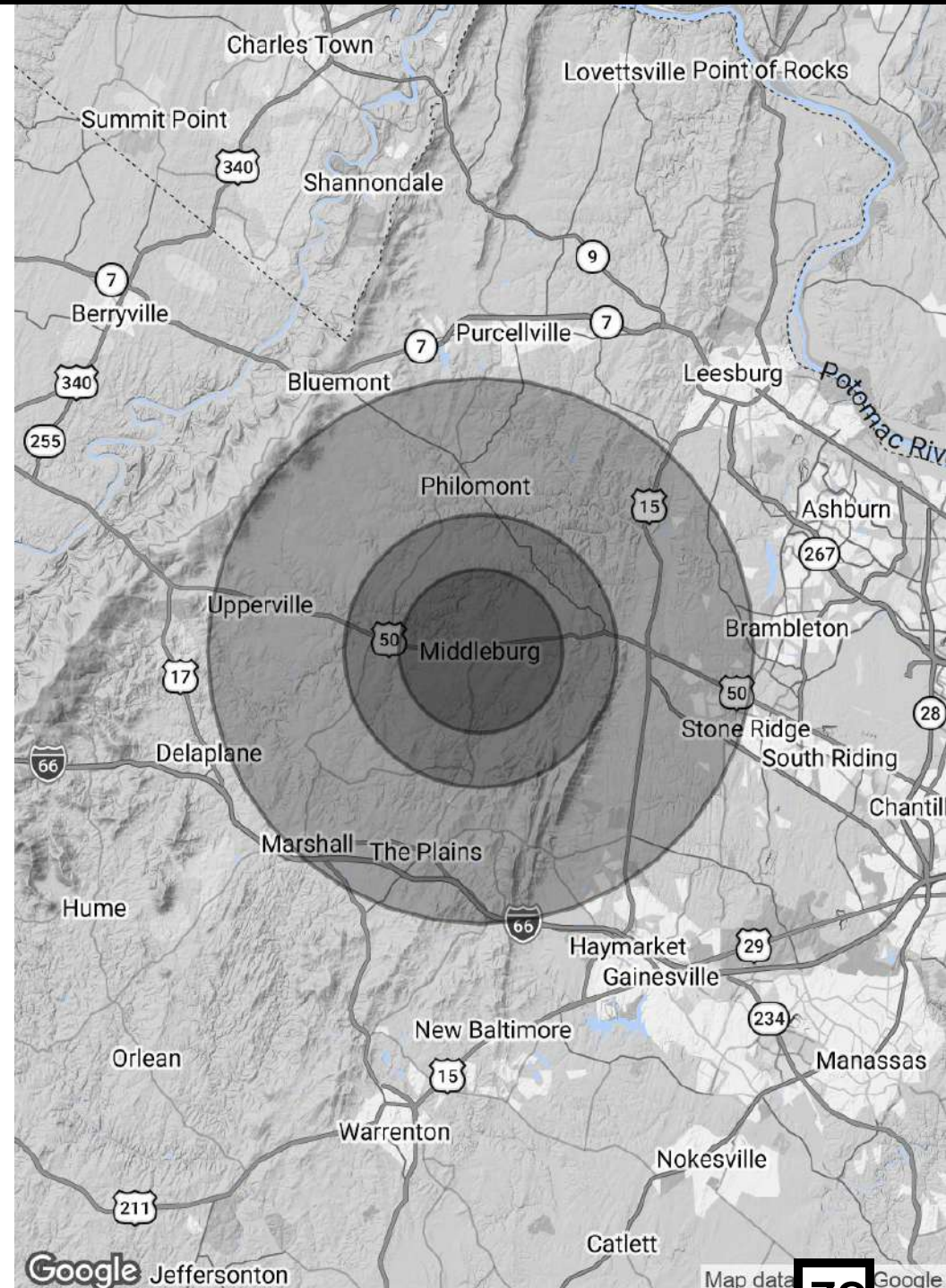
# DEMOGRAPHICS MAP & REPORT

POPULATION	3 MILES	5 MILES	10 MILES
<b>TOTAL POPULATION</b>	1,910	16,827	225,409
<b>AVERAGE AGE</b>	41	36	36
<b>AVERAGE AGE (MALE)</b>	41	36	35
<b>AVERAGE AGE (FEMALE)</b>	41	36	36

HOUSEHOLDS & INCOME	3 MILES	5 MILES	10 MILES
<b>TOTAL HOUSEHOLDS</b>	670	4,984	70,407
<b># OF PERSONS PER HH</b>	2.9	3.4	3.2
<b>AVERAGE HH INCOME</b>	\$248,897	\$300,682	\$243,847
<b>AVERAGE HOUSE VALUE</b>	\$1,225,492	\$1,124,651	\$844,296

2020 American Community Survey (ACS)



# SRE

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2022  
**BEST OF**  
**LOUDOWN**  
Loudoun Times-Mirror  
**WINNER**

2023  
**BEST OF**  
**LOUDOWN**  
Loudoun Times-Mirror  
**WINNER**

2024  
**BEST OF**  
**LOUDOWN**  
Loudoun Times-Mirror  
**WINNER**

2025  
**BEST OF**  
**LOUDOWN**  
Loudoun Times-Mirror  
**WINNER**

# BROKER

# INFORMATION

# PRIMARY BROKER CONTACT



## GRANT WETMORE

Regional President | Western Loudoun County, Leesburg, & Clarke County

gwetmore@serafinre.com

Direct: **703.261.4809** | Cell: **703.727.2542**

## 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.

He resides in Round Hill, Virginia with his wife, Tansy and their three boys.

### Serafin Real Estate

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# ADDITIONAL BROKER CONTACT



## JOE SERAFIN

Founder | CEO | Principal Broker

[jserafin@serafinre.com](mailto:jserafin@serafinre.com)

Direct: **703.261.4809** | Cell: **703.994.7510**

## PROFESSIONAL BACKGROUND

Joe Serafin, a 19-year veteran of the real estate industry, is the esteemed owner of Serafin Real Estate. Over nearly two decades, Joe has built a robust foundation by representing a diverse array of developers, private equity firms, and individual investors. His career is marked by the successful closure of over \$650 million in transactions, a testament to his expertise and dedication.

Joe's specific areas of expertise include strategic planning, financial investment analysis, and financial structuring. These skills ensure solid and transparent property investments for his clients, consistently exceeding their investment goals. His deep market knowledge and strategic approach have earned him the trust of his clients, fostering long-lasting business and personal relationships.

In recognition of his outstanding contributions to the real estate sector, Joe Serafin was honored as one of the Top 10 real estate agents in Virginia by Apple News, Grit Wire, and Google News in 2023. His insights and expertise are frequently sought after, leading to numerous invitations to speak at industry events and panel discussions where he shares his knowledge as an authority on the local commercial real estate market.

Under Joe's leadership, Serafin Real Estate actively participates in various chambers and associations, contributing to the growth and development of the community. His commitment to excellence and innovation has solidified his reputation as a leading figure in the commercial real estate industry.

### Serafin Real Estate

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# ADDITIONAL BROKER CONTACT



## SEAN KLINE

Division President | Northern Virginia

skline@serafinre.com

Direct: **703.261.4809** | Cell: **703.963.0608**

## PROFESSIONAL BACKGROUND

Sean has over 20 years of experience in real estate acquisition 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.

Sean's firm grip of the acquisition market and local geography are attributed to deep roots in Virginia where he lives, invests and seeks opportunities for our clients. He is accomplished in negotiations and dedicated to client immersion providing the best solutions for any investment portfolio.

### Serafin Real Estate

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# MEET THE TEAM



**JOE SERAFIN**  
**703.994.7510**  
**jserafin@serafinre.com**

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 William 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**  
**703.727.6830**  
**jcupitt@serafinre.com**

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**  
**703.963.0608**  
**skline@serafinre.com**

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.



**GRANT WETMORE**  
**703.727.2542**  
**gwetmore@serafinre.com**

Grant Wetmore is a Sales and Acquisition Advisor at Serafin 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 and business evaluation.