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Industrial Portfolio Owner-User

210 N 21st Street & 105 E Cornwell Lane, Purcellville, VA 20132

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INVESTMENT OVERVIEW

EXECUTIVE SUMMARY



OFFERING SUMMARY

SALE PRICE:	\$9,644,000
TOTAL BUILDING SIZE:	36,325 SF
TOTAL LOT SIZE:	4.28 Acres
PRICE / SF:	\$265.49
# OF BUILDINGS:	2
PROPERTY TYPE:	Industrial
ZONING:	PV-C4
MARKET:	Washington DC Metro
SUBMARKET:	Purcellville

PROPERTY OVERVIEW

This portfolio offering presents a premier opportunity for an **owner-user** to establish a flagship presence in the heart of Purcellville while benefiting from a versatile, income-producing asset base. Spanning **36,325 SF** across **4.28 acres**, the properties at 210 N 21st Street and 105 E Cornwell feature a mix of high-demand industrial and flex space that is currently 95% leased to a resilient tenant base. A significant strategic advantage lies in the **short-term nature of the existing leases**, which grants an incoming owner the flexibility to occupy the space they need almost immediately or phase into larger portions of the portfolio as their operations expand. Situated in the wealthiest county in the nation and directly off the **Route 7 (Harry Byrd Highway)** corridor, this acquisition offers elite transit access and the security of **immediate cash flow** in a submarket defined by historic supply constraints and a near-total lack of new industrial-zoned development.

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HIGHLIGHTS

- **Rare Owner-User Assemblage in a High-Barrier Market:** A unique opportunity to acquire two prime industrial assets totaling 36,325 SF on a combined 4.28 acres. This allows a business to transition from tenant to landlord in Purcellville's established Valley Industrial Park—a submarket where new industrial development is strictly limited.
- **Immediate Operational Flexibility via Short-Term Leases:** The portfolio's existing lease structures are strategically short-term, offering an incoming owner the rare ability to occupy the space they need almost immediately or phase into larger portions of the buildings as their business scales.
- **Subsidized Ownership with Immediate Cash Flow:** Benefit from a 95% leased portfolio on day one. While you occupy your designated footprint, the remaining tenant base—including established names like Virginia Regional Transit—provides a steady income stream to offset debt service and operational carry costs.
- **Strategic Logistics & Transit Connectivity:** Positioned directly off the Route 7 (Harry Byrd Highway) corridor, this location offers elite transit access for fleet vehicles and employees, seamlessly connecting your operations to the Dulles Technology Corridor, Tysons, and the I-81 industrial belt.
- **Insulated Asset Class in the Nation's Wealthiest County:** As industrial land in Eastern Loudoun is rapidly absorbed for data center use, existing flex and warehouse parcels in Western Loudoun have become "endangered" assets. Owning this portfolio secures your business's future in a market with a median household income exceeding \$160,000.
- **Expansion-Ready 4.28-Acre Footprint:** With two distinct buildings and ample outdoor area, this portfolio provides the "elbow room" and dual-asset versatility that a growing enterprise requires, ensuring you never outgrow your location in Northern Virginia's most prestigious county.



PROPERTY DETAILED OVERVIEW

This portfolio offering presents a premier opportunity for an owner-user to establish a flagship presence in the heart of Purcellville while securing an versatile, income-producing asset base. Spanning a combined 36,325 SF across 4.28 acres, the properties at 210 N 21st Street and 105 E Cornwell feature a mix of high-demand industrial and flex space. A significant strategic advantage for a prospective buyer is the short-term nature of the existing leases. This structure grants an incoming owner-occupant the rare flexibility to occupy the space they need almost immediately or phase into larger portions of the portfolio over time as their operations expand, all while the current 95% occupancy provides a reliable financial cushion.

Loudoun County remains the most affluent and economically resilient county in the nation, yet its industrial sector is defined by a critical shortage of available space. As industrial land in Eastern Loudoun is rapidly absorbed for data center development, traditional flex and warehouse parcels in Western Loudoun have become irreplaceable commodities. These properties are strategically situated along the Route 7 (Harry Byrd Highway) corridor, ensuring seamless logistics and transit for an owner-user serving the Northern Virginia, D.C., and Shenandoah Valley markets. By acquiring this portfolio, a business owner not only stabilizes their long-term occupancy costs in a high-barrier-to-entry market but also gains a foothold in a community with a median household income exceeding \$160,000, ensuring both business growth and significant real estate equity appreciation.

The dual-asset nature of this portfolio provides an owner-user with unparalleled operational agility. Whether a business requires the expansive 27,685 SF flex facility at 21st Street or the specialized 8,640 SF warehouse at Cornwell, the portfolio allows for a "grow-as-you-go" strategy. A new owner can collect immediate, short-term cash flow from established tenants—such as Virginia Regional Transit—effectively subsidizing their own mortgage and operating costs while waiting for lease expirations to reclaim additional square footage. In a market where industrial-zoned land is finite and new development is strictly limited, this assemblage represents a "forever" location for a growing enterprise seeking to control its own destiny.



PORTFOLIO



210 N 21ST STREET, PURCELLVILLE, VA 20132

BUILDING SIZE: 27,685 SF

LOT SIZE: 3.52

MORE INFO FOR THIS PROPERTY: <https://serafinre.com/inventory/210-n-21st-st-purcellville-sale/>

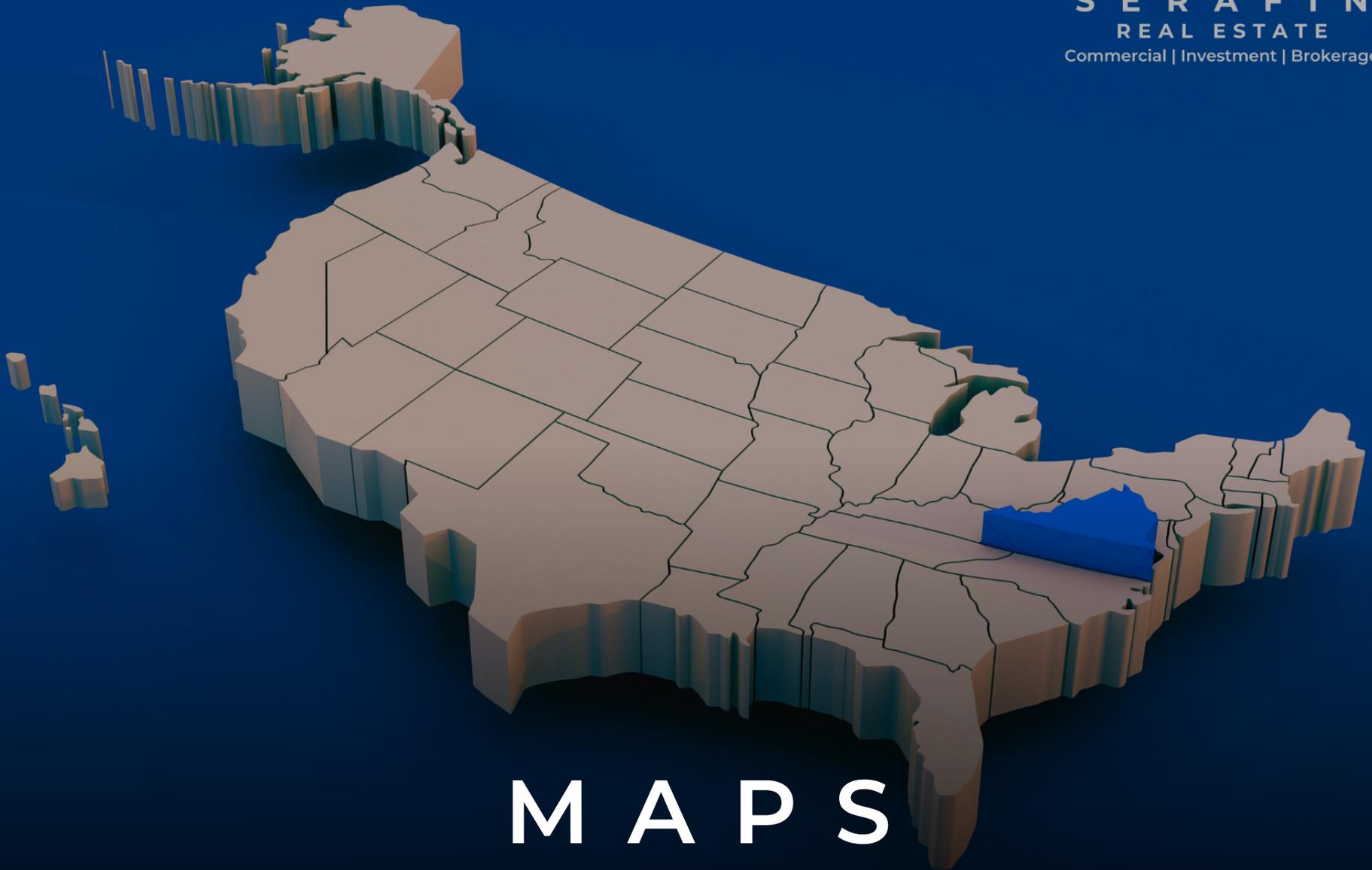


105 E CORNWELL LN, PURCELLVILLE, VA

BUILDING SIZE: 8,640 SF

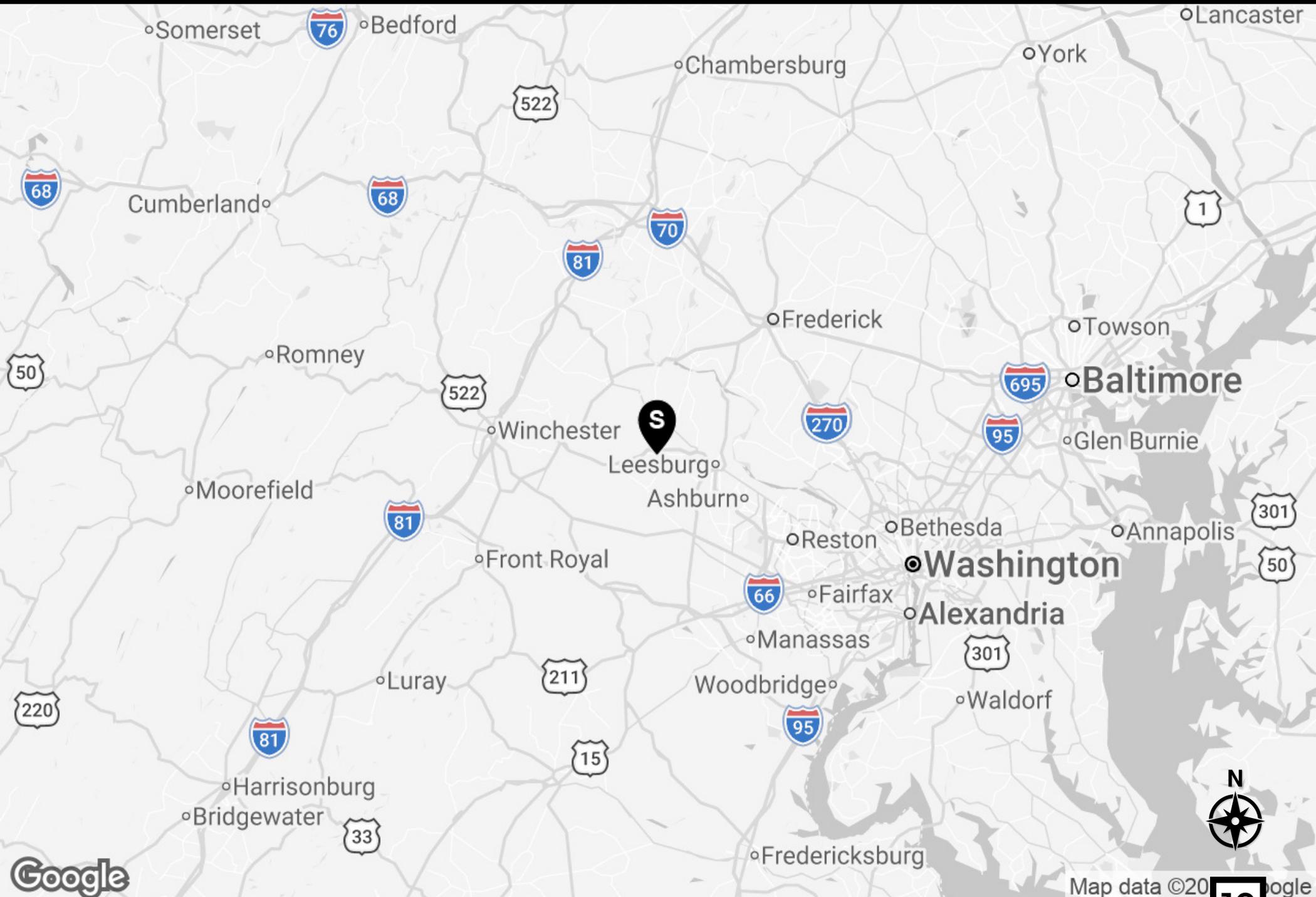
LOT SIZE: 0.76 Acres

MORE INFO ON THIS PROPERTY: <https://serafinre.com/inventory/105-e-cornwell-ln-purcellville-sale/>



M A P S

REGIONAL MAP



Google

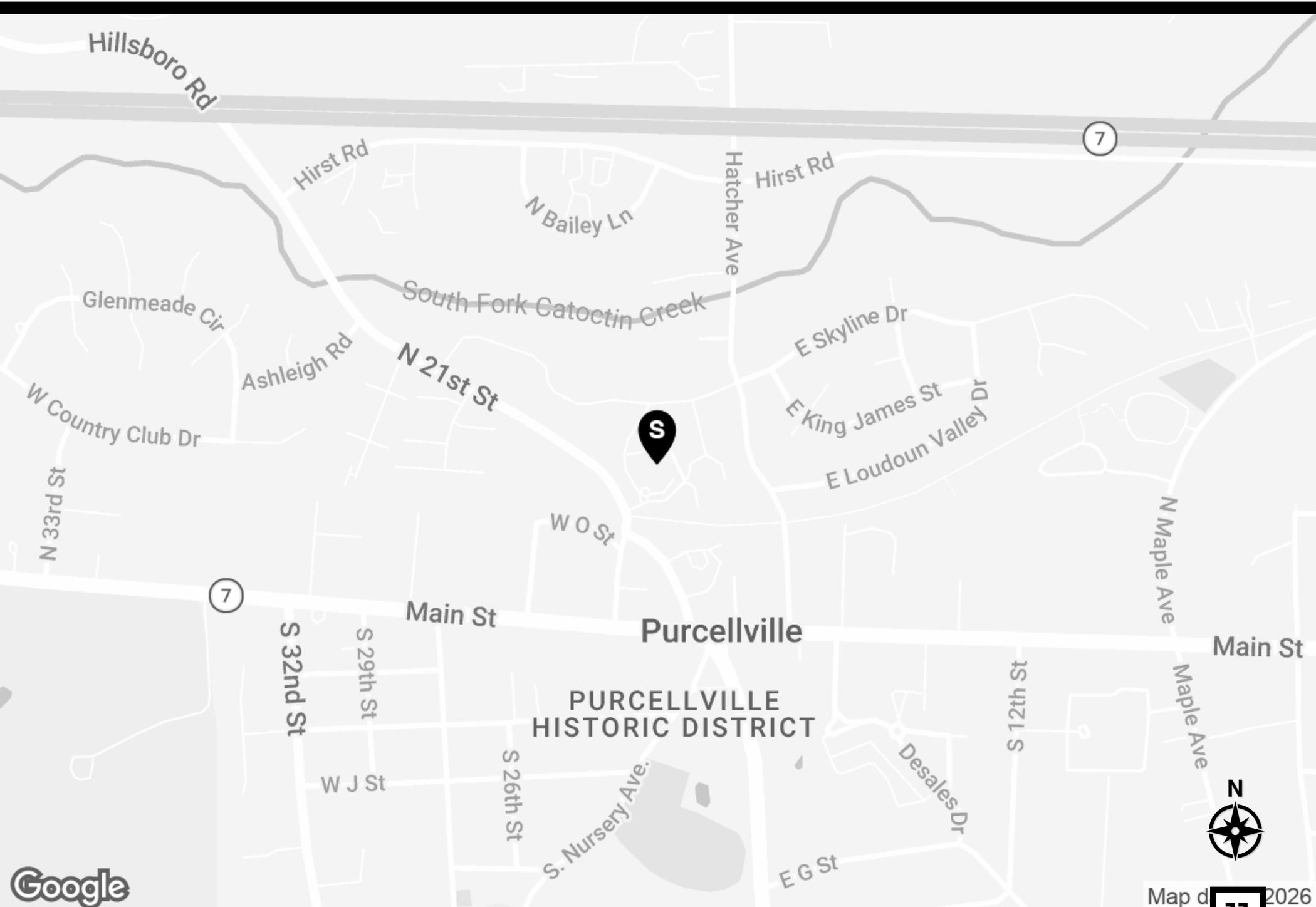
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LOCATION MAP



Map data © 2026



AREA OVERVIEW

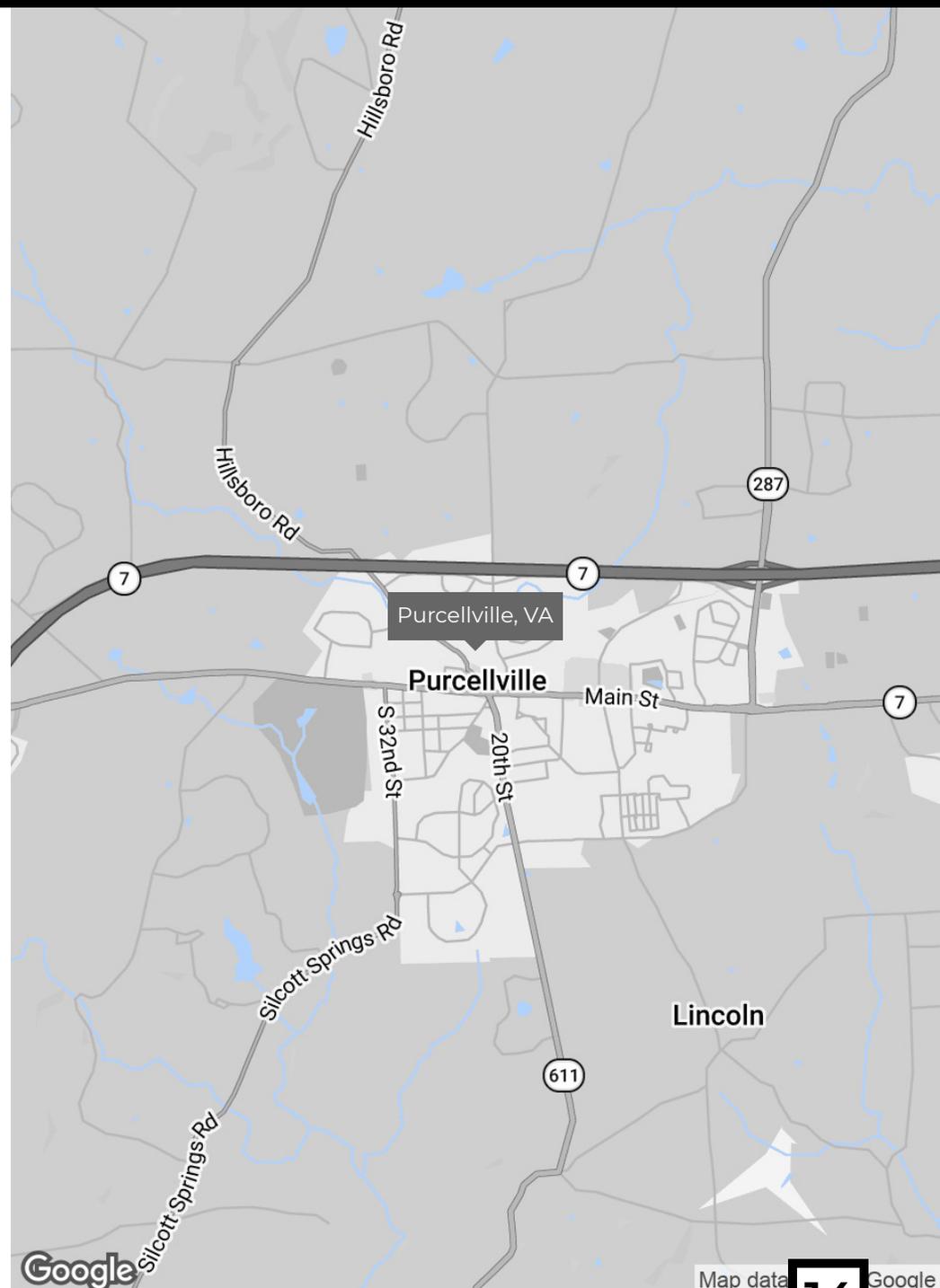
CITY INFORMATION

LOCATION DESCRIPTION

This portfolio offering presents a rare opportunity to acquire two prime industrial assets located within the Valley Industrial Park in Western Loudoun. Together, 210 N 21st Street and 105 E Cornwell provide a combined footprint of approximately 36,325 SF, offering both stabilized income and long-term value-add potential in one of the most supply-constrained markets in the Mid-Atlantic.

Loudoun County remains the premier economic engine of Virginia, consistently ranked as the wealthiest county in the United States. Its industrial sector is defined by a significant supply-demand imbalance, driven by the county's status as a global technology hub and the rapid absorption of industrial land for data center development. This phenomenon has pushed vacancy rates for traditional flex and light industrial space to historic lows, creating a high-barrier-to-entry environment where existing assets command premium rents. The county's robust infrastructure, anchored by proximity to Washington Dulles International Airport and an unparalleled utility network, ensures continued demand from a diverse range of regional distributors and service providers.

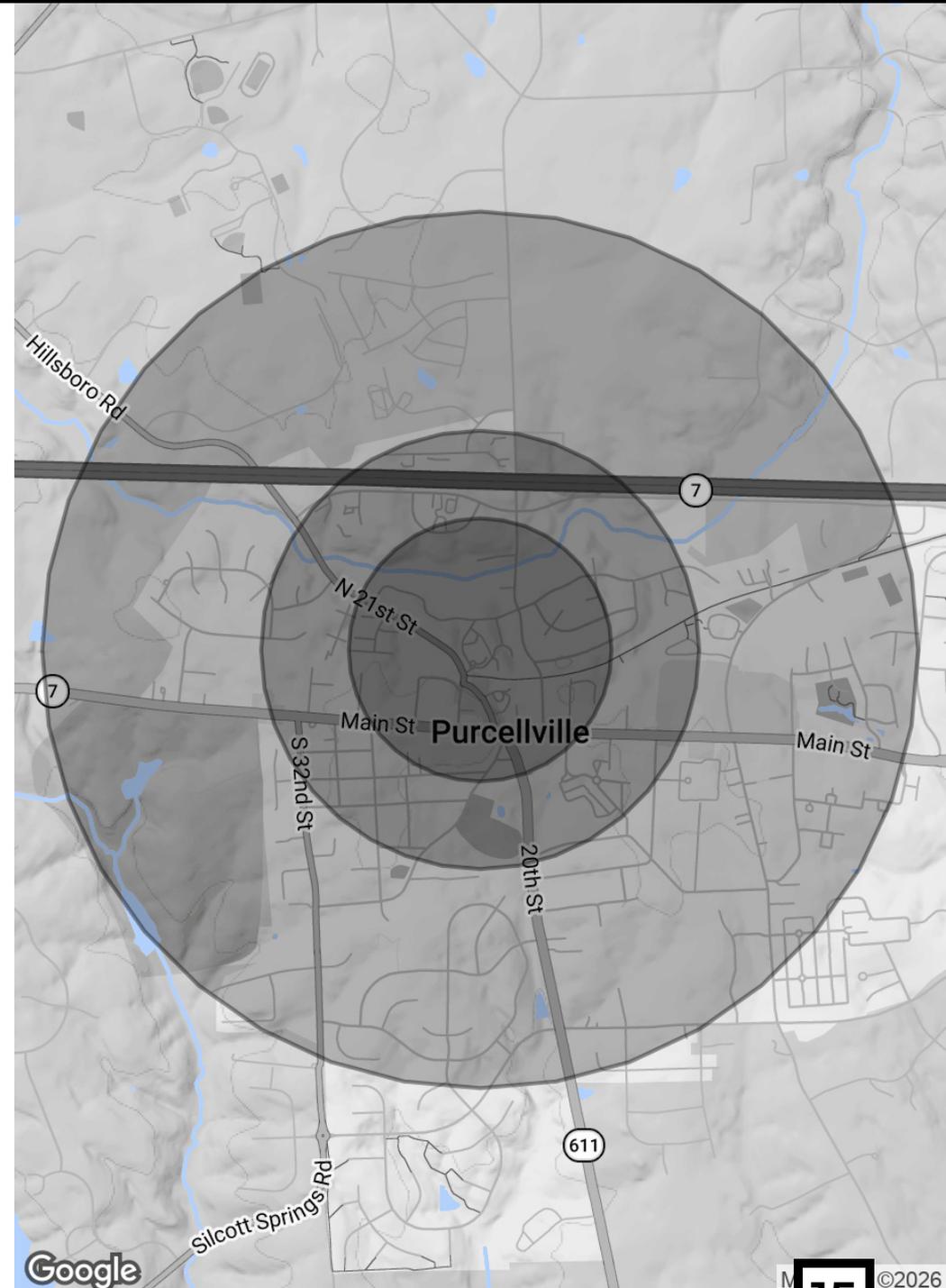
Purcellville serves as the strategic commercial gateway for Western Loudoun, offering essential industrial services to an affluent residential base with a median household income exceeding \$160,000. Located immediately off the Route 7 (Harry Byrd Highway) corridor, these properties benefit from seamless transportation routes connecting the Shenandoah Valley to the east and the major tech corridors of Ashburn and Tysons to the west. Because the Town of Purcellville maintains strict zoning regulations and a limited inventory of industrial-zoned land, assets within the Valley Industrial Park are uniquely insulated from new competition. This scarcity, combined with the portfolio's location in a high-growth, high-income submarket, positions the properties for sustained appreciation and reliable occupancy.



DEMOGRAPHICS MAP & REPORT

POPULATION	0.3 MILES	0.5 MILES	1 MILE
TOTAL POPULATION	518	2,059	6,533
AVERAGE AGE	37	37	37
AVERAGE AGE (MALE)	36	36	36
AVERAGE AGE (FEMALE)	38	38	38
HOUSEHOLDS & INCOME	0.3 MILES	0.5 MILES	1 MILE
TOTAL HOUSEHOLDS	167	670	2,120
# OF PERSONS PER HH	3.1	3.1	3.1
AVERAGE HH INCOME	\$187,346	\$190,339	\$198,419
AVERAGE HOUSE VALUE	\$692,814	\$682,573	\$716,259

Demographics data derived from AlphaMap



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2022

BEST OF

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WINNER

2023

BEST OF

LOUDOUN

Loudoun Times-Mirror

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2024

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Loudoun Times-Mirror

WINNER

2025

BEST OF

LOUDOUN

Loudoun Times-Mirror

WINNER

B R O K E R

I N F O R M A T I O N

PRIMARY BROKER CONTACT



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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.

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

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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 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
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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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