

# For Lease or Sale in Heart of McLean

*Distinctive building, great signage, ample parking. Residential redevelopment potential.*

6870 Elm St.  
McLean, VA 22101



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**703-536-2100**



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# Near Tysons—but without the Traffic

Take advantage of this opportunity to buy or lease in space-constrained downtown McLean

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### The Poumaras Building

Sale .....	\$3,600,000
Price/SF .....	\$380.75
Net Income .....	N/A
Lease .....	\$32/SF 1st floor. \$28 2nd-3rd
Stories .....	3
Ceiling height .....	8 ft. (to drop ceiling)
Construction: .....	Steel and masonry
Parking .....	26 spaces
Elevator .....	Yes
Market: .....	Washington, DC
Sub-Market/Neighborhood .....	McLean
Zoning .....	C-2
Year Built: .....	1977
Heating/Cooling .....	26 PTHP Wall Units
Tax ID# .....	0302 10060001
Acreage .....	0.309
Real Estate Taxes (2023) .....	\$23,667



Image from Google Earth



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# Unique Building, Unique Location

*Redevelopment opportunity –potential rezoning to residential. Check with county.*

## For Lease or Sale

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- First Time Offered for Sale since 1977
- Great Visibility with Frontage on Two Roads
- Comp Plan Calls for Ground Floor Retail
- Existing Vacancy Upside for Owner-Occupied
- Parking Ratio of 2.75/1,000 SF—26 Total
- One Block from Rte. 123 w/52,000 VPD

### Affordable Options for Tenants or User/Investors

Located within one of Northern Virginia's most exclusive and sought-after suburbs, this building offers affordable options for a variety of tenants or user/investors, or for builders, with potential rezoning to residential. Perfect location for legal, CPA, tech company, real estate office, title company plus the other uses allowed under C-2 zoning. Ground floor space available for the first time in years, and it's also proposed for retail under the comp plan. There's also a three-operator dental office newly available on the 3rd floor. The second floor was the long-term office of the late Stephen W. Pournaras, Esq. and would be perfect for law firm use. For tenants, leases are offered as modified full-service on five-year terms with options, or longer as desired.

And if you have a business relationship with Mars Corp. that would benefit from close proximity (across the street), here's your place!

### Truly Rare to Market

Do a search today for commercial property for sale in downtown McLean and you'll find a condo or two, but a stand-alone fee-simple property like this? Not in space-constrained downtown McLean.



View from 6870 Elm St. rooftop



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# Offered for Sale Below Market

Asking \$381/SF, while recent sold comps average \$443/SF

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<u>Market Comps—SOLD</u>	<u>Sold Price</u>	<u>Gross SF</u>	<u>Per SF</u>	<u>Sold Date</u>	<u>Lot size</u>	<u>Zoning</u>
1. 1363 Beverly Rd	\$855,000	2,007	\$426	11-8-23	N/A	C-5
2. 1303 Vincent Place	\$750,000	1,400	\$536	9-28-23	N/A	C-2
3. 1356 Old Chain Bridge Rd.	\$1,300,000	3,256	\$399	1-12-24	N/A	C-6
4. 7601 Lewinsville Rd.	\$1,341,120	3,048	\$440	6-1-23	N/A.	I-3
5. 6736-6744 Old McLean Vill. Dr.	\$1,050,000	2,546	<u>\$412</u>	6-14-24	N/A	C-5
Average Sold Price			\$443			



Distance: 0.20 miles



Distance: 850 feet



Distance: 0.29 miles



Distance: 1.5 miles

## Market Comps—JUST SOLD

### 6736-6744 Old Mclean Village



Distance: 850 feet

Sold Price ..... \$1,050,000  
Gross SF ..... 2,546  
Price/SF ..... \$412  
Parking.....Unreserved  
**Substantial Renovation Needed**



## Subject Property: 6870 Elm St.

List Price ..... \$3,600,000  
Gross Building Area ..... 9,455 SF  
Price/SF ..... \$380.75  
Parking.....26  
Acreage ..... 0.309

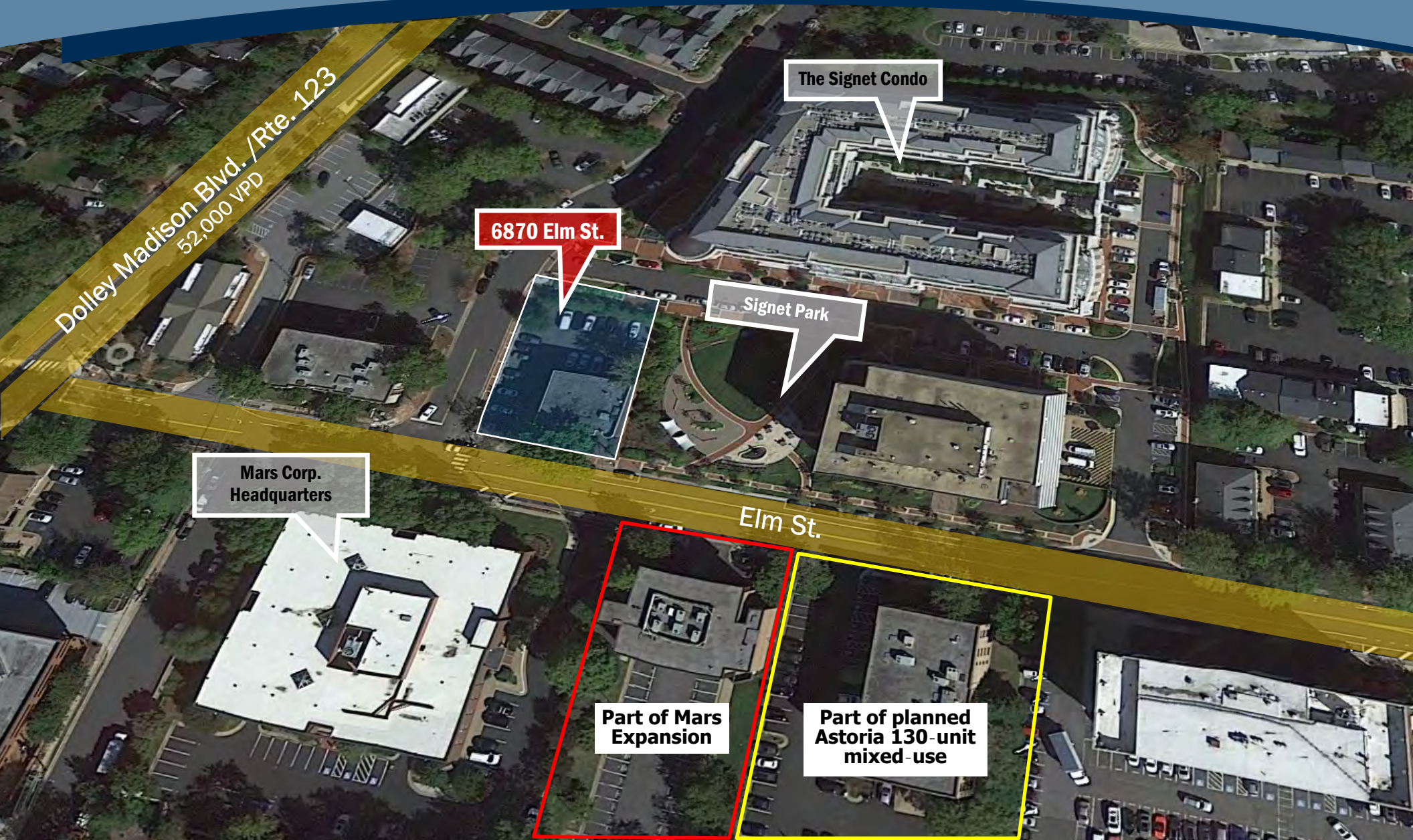


# Elm St. Key Target for Re-development

Already approved: Mars Corp. expansion and 130-unit mixed-use project

For Lease or Sale

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# Interested in Residential Rezoning Potential?

*Below links and excerpt will get you started*

## For Lease or Sale

6870 Elm St.  
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6870 Elm St. is located in the McLean Community Business Center. The Comprehensive Plan encourages mixed-uses in this area. A county planning official indicated “It appears you could rezone the area to residential.” More information can be found here: [2017 Edition of the Comprehensive Plan - McLean Planning District \(fairfaxcounty.gov\)](#), starting on page 18. The county recommends interested parties go through its pre-application consultation process ([Zoning Case Pre-Application Consultation | Planning Development \(fairfaxcounty.gov\)](#)). This is a free service and takes about 2-3 weeks for a response. It requires a conceptual layout plan to be submitted (it’s not a detailed plan but generally outlines the proposed building, parking, open space if applicable, traffic etc.) Staff will review the plan and give general feedback about the potential issues that would arise if the plan were to be formally submitted.

### Comp Plan for McLean CBC

*The following is excerpted from page 21 of the 2017 edition of the County’s Comprehensive Plan for the McLean Planning District:*

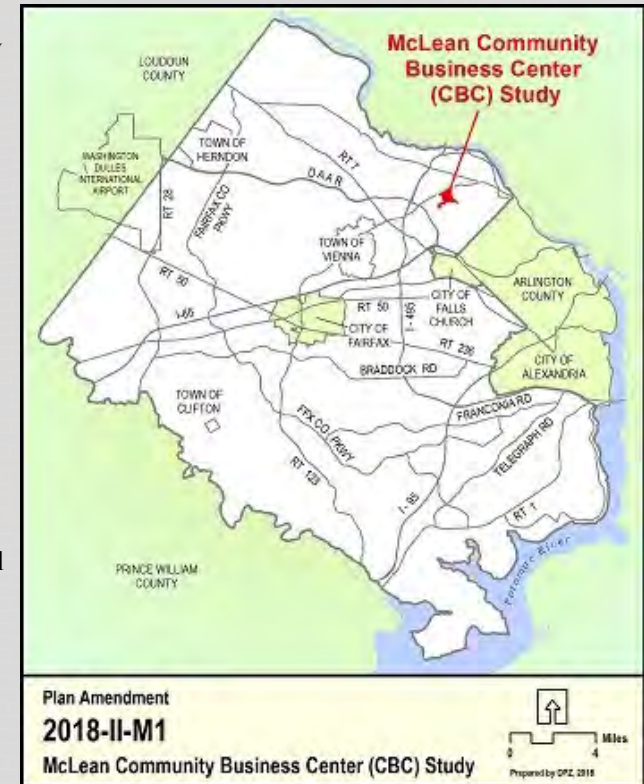
The most recent land use planning effort began in 2018, when the Board authorized a Comprehensive Plan amendment to review the recommendations of the McLean CBC and consider land use, transportation, and urban design alternatives. Staff worked with a consultant and a community task force to develop a vision for the McLean CBC and to review and develop new land use, transportation, parks and open space, and urban design recommendations. The recommendations include concentrating the most intensity in the center of McLean, the introduction of additional residential uses into the CBC, the use of a form-based approach to development in most of the CBC, the inclusion of guidance for an urban park network, and the development of conceptual multimodal street cross-sections.

The countywide Concept for Future Development defines CBCs as older community-serving commercial areas that emerged along major roadways. Redevelopment in CBCs is recommended to include a higher intensity mix of uses focused in a defined core area such as a town center or a main street.

Site design in CBCs should prioritize the pedestrian experience which includes the provision of active ground floor uses and achieving the recommended streetscape guidance that fosters a walkable environment. Transitions in intensity and compatible land uses should protect surrounding stable single family residential neighborhoods. Redevelopment and revitalization efforts are recommended to sustain the economic vitality of these com-

mercial centers. These efforts should also seek reinvestment and aim to foster a sense of place.

The community’s vision for the McLean CBC is to sustain and enhance its legacy function as a community-serving business area, while encouraging quality mixed-use redevelopment and other revitalization efforts that support vibrancy, walkability, public infrastructure, open space and public parks, and other improvements. The plan incentivizes redevelopment by offering flexibility in land uses and intensity guided by a form-based approach for the majority of the CBC. Planned non residential intensities and residential densities along the edges of the CBC will provide transitions in scale, mass, and height to adjacent single-family residential neighborhoods. The vision contemplates vibrant places and a diversity of land uses with inviting street level facades primarily in the form of mid-to-high-rise buildings concentrated mostly towards the central portion of the CBC. In some circumstances, redevelopment may incorporate long-standing commercial uses, including some surface parking, especially to serve retail uses.





# Commercial Revitalization District Benefits

McLean Community Business Center designation (CBC) provides for developer incentives

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### Comp Plan Calls for Ground-Floor Retail

Downtown McLean is in a commercial revitalization district, which entitles landowners and developers greater zoning flexibility and the use of expedited development review procedures. More info at Fairfax County Community Revitalization Section. [fcrevit.org](http://fcrevit.org)

As written in the [McLean CBD comp plan](#), "Tax Map 30-2 ((10))(6) 1 (subject property) is planned for office and ground floor retail at an intensity of 0.70 FAR." The property is already built out at this density, but notably the Plan calls for ground floor retail as well, not allowed under existing zoning. Consult with Fairfax County Planning office or your zoning attorney for more info.



McLean CBC

The CBC (see inset) is located south of Dolley Madison Boulevard and centered around the intersection of Old Dominion Drive and Chain Bridge Road. The plan would foster opportunities to implement a vision developed for the area, focus redevelopment to the Center Zone of the CBC (which subject property is located in), to increase the number of residential units, and incentivize a bonus density, with additional story height to a developer in the Center Zone by providing an open space amenity, such as a park.

There are two guidelines, a Base Plan which reflects existing and/or approved uses and intensities, and an Optional Level of Development in Center and General Zones via a Form-Based Approach.

*Not intended as zoning advice. Consult with [Fairfax County Planning](#) or a zoning attorney.*



Subject located in McLean CBC Sub-Area 29, Land Unit C-2

### Links for more info

[Profile McLean Commercial Revitalization District](#)  
[McLean: District Design Guidelines](#)  
[Business Profile of Tysons, including McLean](#)  
[Fairfax County Commercial Development Activity](#)  
[MPC Urban Design Guidelines Overview.](#)



# Look What's Coming in Across the Street

*Elm Street and Beverly Rd.—the heart of planned downtown redevelopment in McLean*

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 6870 Elm St. Across from Mars

*Fairfax County adopted a plan in 2021 known as the McLean Community Business Center, to redevelop the town's 230-acre downtown, bounded by Old Dominion Drive and Chain Bridge Road. It included zoned density and increased height potential closer to the town's core to transform it to a walkable village. McLean is the third wealthiest community in the U.S.*

*Recent projects include a 90,000 SF, 122-unit Sunrise Assisted Living facility that opened in spring 2023, and a nine-story, 44-unit condo building that began construction in March 2023. Last year, the owner of McLean Professional Park submitted plans to redevelop six townhouse-style office buildings into a 104-unit residential building.*



**Site plan for the Astoria (right), an upcoming 7-story mixed-use across the street from 6870 Elm St., was approved last October, with 130 apartments. Also approved: Mars headquarters expansion, proposed plan at left, is expected to begin redevelopment from its existing 53,000 SF building to 125,000 SF this summer. Mars is the largest privately held company in Virginia.**



# Neighboring Properties

*You'll be in good company as a new owner or tenant at 6870 Elm St., including what's to come*

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The Signet—120-unit condo building, behind property.



Elm St. Park—adjacent



6862 Elm St. office building



Mars Corp. HQ at 6885 Elm St. (across street)



# Demographic Highlights

**For Lease or Sale**

6870 Elm St.  
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**3-Mile Median Household Income**

**\$201,298**



**3-Mile Population**

**110,181**



**3-Mile Daytime Employees**

**41,184**



**1-Mile Consumer Spending for Food Away from Home**

**\$23,017,825**

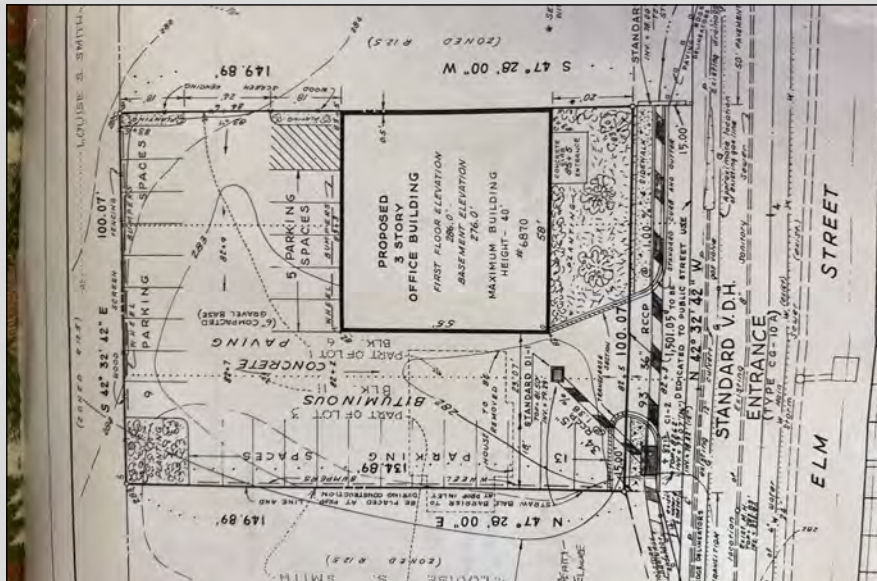
Population	1 Mile	2 Mile	3 Mile
2022 Total Population:	11,121	45,581	110,181
2027 Population Projection:	11,160	46,047	112,112
Pop Growth 2022-2027:	0.1%	0.2%	0.4%
Median Age:	42.2	40.8	40
Households			
2022 Total Households:	3,875	16,151	41,130
HH Growth 2022-2027:	0%	0.2%	0.3%
Average Household Inc:	\$218,942	\$214,523	\$201,298
Avg Household Size:	2.8	2.8	2.6
2020 Avg HH Vehicles:	2.00	2.00	2.00
Housing			
Median Home Value:	\$987,879	\$962,591	\$935,143

Icons courtesy of flaticon.com



## C-2 Zoning Definition

The C-2 District provides areas where predominantly non-retail commercial uses may be located such as offices, financial institutions, and other similar uses. The C-2 District is intended to provide for those types of uses in a low-intensity manner so they can serve as a transition between higher intensity uses and residential uses.



Survey from original construction

## Sampling of By-Right Uses Under [C-2 Zoning](#)

- Adult Day Support Center
- Child Care Center
- College or University
- Financial Institution
- Health and Exercise Facility, Small
- Massage Therapy Establishment
- Office
- Public Use
- School, Private
- Specialized Instruction Center
- Religious Assembly
- *The following are permitted only as an Associated Service Use:*
  - 1) Business Service
  - 2) Personal Service

\* Standards for Associated Service Uses

(1) In addition to the standards for specific uses, all associated service uses must comply with the following:

(a) The associated service use must be located in the same building as the principal use.

(b) The combined gross floor area of all associated service uses may not exceed 10 percent of the gross floor area of the building. In addition, except for a child care center, each individual establishment may not exceed 2,500 square feet of gross floor area.

(c) The hours of operation must generally conform to the business hours of the principal use, but may not exceed 6:00 a.m. to 10:00 p.m.

*Check zoning code for additional requirements.*

Note: By-right use does not necessarily mean an occupancy permit will be granted due to other requirements such as parking. Confirm your planned use with the [Fairfax County Planning Office](#).



# Floor Plan—Ground Level

Approx. 3,160 SF per floor plate, including common area. 2,969 rentable SF.

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6870 Elm St.  
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# Suite 100

2,276 gross SF. Can be combined w/Suite 101 for a total of 2,969 gross SF.

## For Lease or Sale

6870 Elm St.  
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Reception



Conference room



Kitchenette with storage room and private bathroom.



Second conference room



# Suite 100—Additional Photos

2,276 gross SF. Can be combined w/Suite 101 for a total of 2,969 gross SF.

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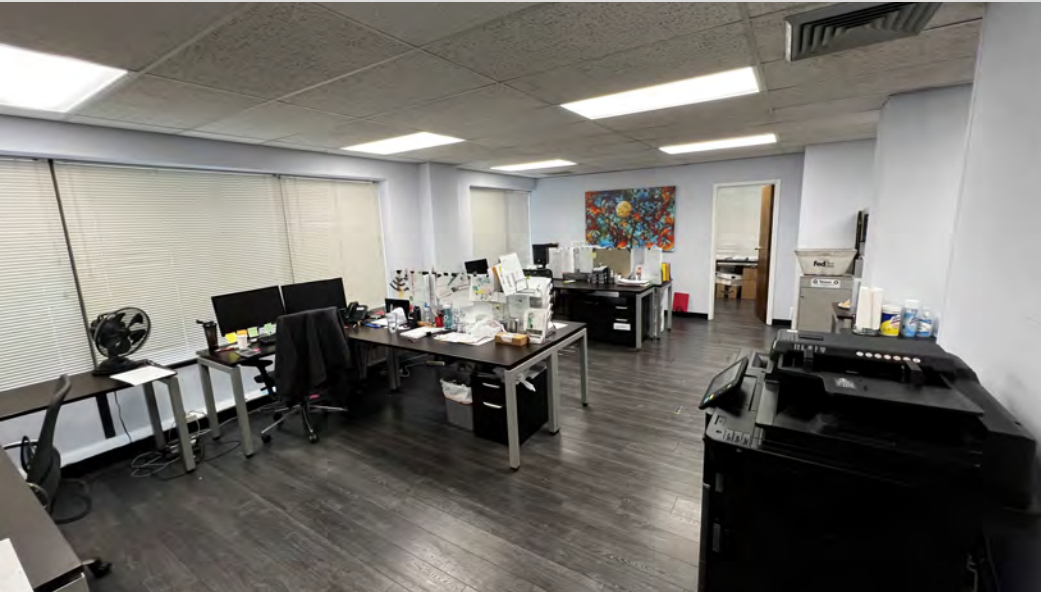
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Executive office



Executive office



Open work space



Rear back office



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# Suite 101

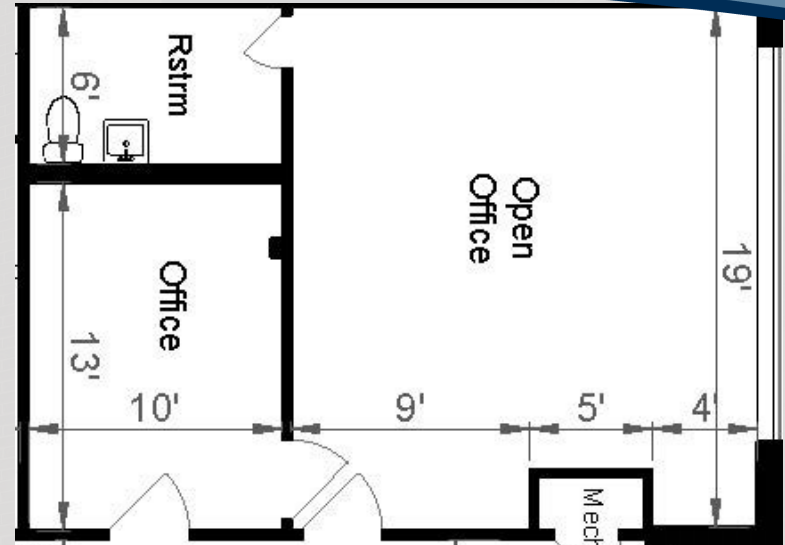
693 gross SF—available with Suite 100 to occupy entire floor

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Open office space



Floor plan



Second office with separate entrance from hallway



Both hallway doors access this office space



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# Floor Plan—2nd Level

*Approx. 3,160 SF per floor plate, including common area*

## For Lease or Sale

6870 Elm St.  
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# Suite 200

Representative photos of some of the eight offices available. 2,987 gross SF.

## For Lease or Sale

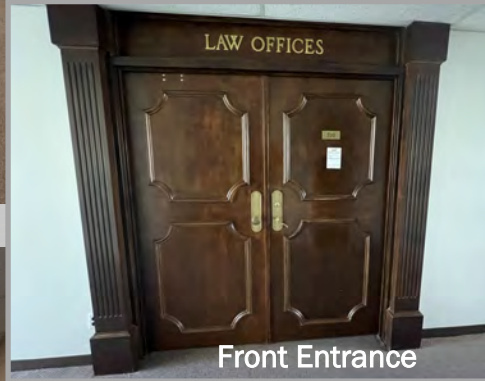
6870 Elm St.  
McLean, VA 22101



Open central office area



Executive Office



Front Entrance



Corner office



Conference room



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# Floor Plan—3rd Level

Approx. 3,160 SF per floor plate, including common area

## For Lease or Sale

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**Suite 300**  
**Built out for Dental**



**Suite 302**  
**Not Available for Lease**



# Suite 300

1,509 gross SF. Already built out for dental use. Equipment/furnishings removed since photos taken.

## For Lease or Sale

6870 Elm St.  
McLean, VA 22101



Reception



Waiting area



Operatory 1



Operatory 2



# Suite 300—Additional Photos

## For Lease or Sale

6870 Elm St.  
McLean, VA 22101



Operator 3



Kitchen and laundry area



Lab and office space



Storage and equipment area



# Broker Profile: Capital Realty Advisors

Geoffrey G. Lindsay is the president and principal broker of Capital Realty Advisors, LLC, specialists in commercial and investment properties. He has had listings from under \$1 million to \$70 million, and is licensed in DC, MD and VA.

Lindsay previously served as an advisor with a national commercial real estate firm, where he was its first salesperson hired in Northern Virginia as the company pursued its expansion strategy. Prior to that, he was in on the ground floor of the creation of the commercial division of a residential brokerage, then the largest privately held real estate company in the U.S.

In addition to his real estate background, Lindsay has over 20 years prior experience as a business owner, including a national publishing operation, East-West Communications, as well as eBusiness World Expo, which was the largest local trade show in the Washington, DC area on business use of the Internet. He also served as president of Lindsay & Co., a business mergers and acquisitions company.

His background as a business owner gives him a special insight into the business side of investment and commercial real estate.

This experience has enabled him to advise corporations and individuals on ways to maximize value as they pursue exit strategies, especially in situations where a business owner is ready to sell both the business and business real estate.



If you're ready to lease, sell or buy investment or commercial real estate, Capital Realty Advisors is ready to help. Whatever the property, our objective is the same: to get you the best possible price in the shortest amount of time.

For your next transaction, contact Capital Realty Advisors. A Capital Idea!