



25,050 SF INDUSTRIAL FLEX | OWNER-USER OPPORTUNITY
44710 Cape Court, Ashburn, VA 20147

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INVESTMENT OVERVIEW

EXECUTIVE SUMMARY



OFFERING SUMMARY

SALE PRICE:	Subject to Offer
SPACE SIZE:	25,050 SF
NUMBER OF UNITS:	3
YEAR BUILT:	2007
ZONING:	PDIP
MARKET:	Washington DC Metro
SUBMARKET:	Rt 28 / Dulles North

PROPERTY OVERVIEW

In Ashburn's Route 28 corridor, the heart of the nation's data center industry, flex and industrial space for owner-users has nearly vanished, with vacancy for this product type hovering around 1.6%. 44710 Cape Court is a rare exception. This roughly 25,050 square foot flex property is held as three separately deeded condominium units, a structure that places it beyond the reach of the data center buyers who have absorbed nearly every comparable building in the corridor and reserves it for the owner-user it was built to serve.

Built in 2007 with 24 foot clear height, drive-in loading, and flexible PDIP zoning, the property suits a wide range of uses, from worship and education to fitness, medical, and light industrial, with immediate access to Routes 28 and 7, the Dulles Toll Road, and the Ashburn Metro station. Available in its entirety or as individual condominium units, with pricing subject to offer, this is a rare chance to own rather than rent in one of the most supply-constrained markets in Northern Virginia.

HIGHLIGHTS

- Historically Tight Market: Owner-user flex space in Ashburn's Route 28 corridor has nearly vanished, with vacancy for this product type around 1.6%, among the tightest in the country.
- Rare Owner-User Opportunity: Held as three separately deeded condominium units, the property is beyond the reach of the data center buyers who have absorbed nearly every comparable building in the corridor, reserving it for the owner-user it was built to serve.
- Flexible Acquisition Options: Purchase all $\pm 25,050$ square feet as a single owner-user campus, or acquire individual condominium units, provided individual sales close simultaneously with the remaining units.
- Built for Utility: Constructed in 2007 with 24-foot clear warehouse height, drive-in loading, ample surface parking, and professional office finishes, all well maintained and move-in ready.
- Broad Zoning Flexibility: PDIP industrial zoning supports a wide range of uses, from faith-based and assembly to private schools and childcare, fitness, medical and professional office, light manufacturing, distribution, and trade contracting.
- Unmatched Connectivity: Immediate access to Routes 28 and 7, the Dulles Toll Road and Greenway, and the Silver Line's Ashburn Metro station, placing an owner minutes from One Loudoun, Dulles Town Center, and Washington Dulles International Airport.



PROPERTY DESCRIPTION



PROPERTY DESCRIPTION

In the heart of Ashburn, along the Route 28 and Loudoun County Parkway corridor, flex and industrial space for owner-users has all but disappeared. This is the epicenter of the nation's data center industry, and over the past decade hyperscale operators have absorbed land and buildings at a pace that has pushed availability to historic lows. Vacancy for this type of product now sits around 1.6%, among the tightest in the country. For a business that needs to own its space rather than rent it, opportunities like 44710 Cape Court simply do not come to market.

44710 Cape Court is a roughly 24,550 square foot flex assemblage in Loudoun Parkway Commons, comprised of three separately deeded condominium units (Suites 126, 128, and 130). The condominium structure is exactly what makes this a rare find. The data center users who have consumed nearly every comparable building in the corridor cannot acquire individually deeded condos governed by an owners' association, which means this property is effectively reserved for the owner-user it was built to serve. Where most owner-users have been priced out or shut out entirely, this offering opens a door the market has all but closed.

Built in 2007 and well maintained, the property delivers 24 foot clear warehouse height, drive-in loading, ample surface parking, and flexible PDIP industrial zoning that supports an unusually broad range of uses, from faith-based and assembly to private schools and childcare, fitness, medical and professional office, light manufacturing, distribution, and trade contracting. Its location is equally hard to replicate, with immediate access to Routes 28 and 7, the Dulles Toll Road and Greenway, and the Silver Line's Ashburn Metro station, placing an owner minutes from One Loudoun, Dulles Town Center, and Washington Dulles International Airport. This is ground-floor flex with warehouse utility, professional finishes, and arterial visibility in one of the most supply-constrained submarkets in Northern Virginia.

The property can be acquired in its entirety as a single 24,550 square foot owner-user campus, or as individual condominium units to fit a specific footprint, provided that individual sales close simultaneously with the remaining units. Pricing is subject to offer, and qualified buyers are invited to submit their strongest terms. For the owner who has watched this corridor disappear behind chain-link and substations.

PURCHASE SUMMARY

◆ UNIT MIX & LOADING

UNIT	MAIN LEVEL (SF)	MEZZANINE (SF)	TOTAL (SF)	DOCK-HIGH LOADING DOORS
126	4,675	1,500	6,175	One dock-high loading door (currently enclosed; can be reopened)
128	9,086	3,500	12,586	One dock-high loading door (currently enclosed; can be reopened)
130	6,289	—	6,289	One dock-high loading door
TOTAL	20,050	5,000	25,050	3 Dock-High doors total 1 open, 2 enclosed / convertible)

Enclosed dock-high doors can be reopened to restore drive-in / loading access. Square footages approximate.

◆ PURCHASE THE ENTIRE CAMPUS (PREFERRED) OR INDIVIDUAL UNITS

All three units may be acquired together as a single ±25,050 SF owner-user campus. Units may also be purchased individually; if so, each unit's closing must occur simultaneously with the closing of the remaining units.

◆ SUBJECT TO OFFER • HOW TO SUBMIT AN OFFER

Pricing is subject to offer. Qualified buyers are invited to submit their strongest terms for the entire campus or for specific unit(s).

- ◆ **Submit in writing:** All offers are submitted in writing through Serafin Real Estate.
- ◆ **Specify scope:** State whether you are offering on the entire campus or on specific unit(s).
- ◆ **Include key terms:** Price, deposit, proof of funds or financing, due-diligence period, target closing date, and any contingencies.
- ◆ **Review:** Offers are reviewed on a rolling basis; the seller may counter or invite a best-and-final round.

EXTERIOR PHOTOS



INTERIOR PHOTOS



PROPERTY DETAILS

SALE PRICE	SUBJECT TO OFFER
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LOCATION INFORMATION

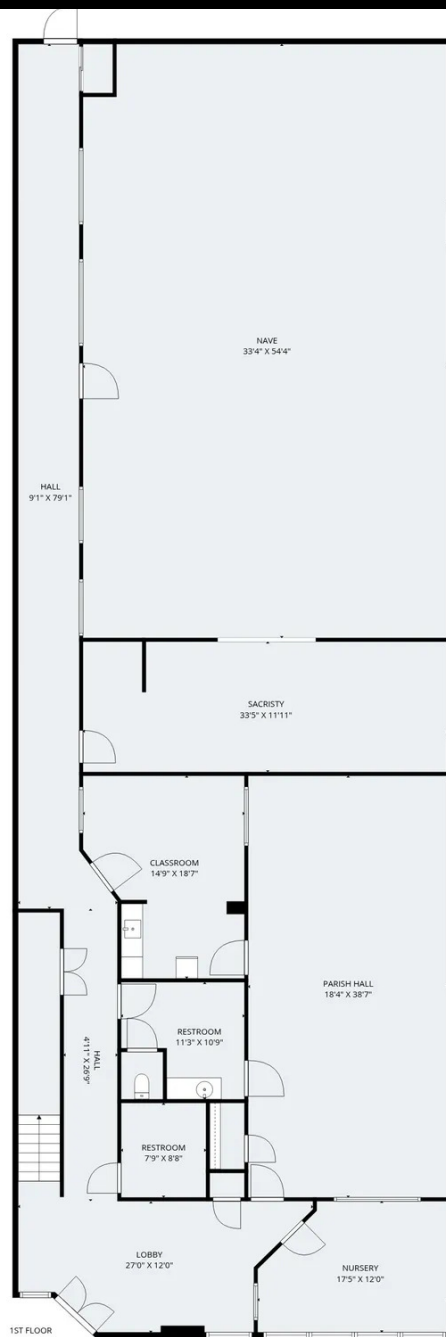
BUILDING NAME	25,050 SF Industrial Flex Owner-User Opportunity
STREET ADDRESS	44710 Cape Court
CITY, STATE, ZIP	Ashburn, VA 20147
COUNTY	Loudoun
MARKET	Washington DC Metro
SUB-MARKET	Rt 28 / Dulles North
CROSS-STREETS	Cape Ct & Loudoun County Pkwy
NEAREST HIGHWAY	Loudoun County Pkwy
NEAREST AIRPORT	Washington Dulles International Airport

PROPERTY INFORMATION

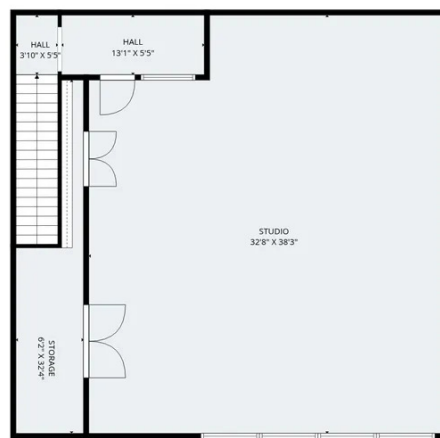
PROPERTY TYPE	Industrial
PROPERTY SUBTYPE	Flex Space
ZONING	PDIP
APN #	060103176014, 060103176015, 060103176016
POWER	Yes

BUILDING INFORMATION

BUILDING SIZE	25,050 SF
TENANCY	Single
NUMBER OF DOCK HIGH DOORS	3
CEILING HEIGHT	24 ft
MINIMUM CEILING HEIGHT	9 ft
NUMBER OF FLOORS	2
YEAR BUILT	2007
CONSTRUCTION STATUS	Existing
FRAMING	Masonry
CONDITION	Good
FREE STANDING	No
CEILINGS	24' clear warehouse; finished office ceilings
FLOOR COVERINGS	Mixed: carpet/VCT office, sealed concrete warehouse
FOUNDATION	Concrete Slab
EXTERIOR WALLS	Masonry
MEZZANINE	Yes

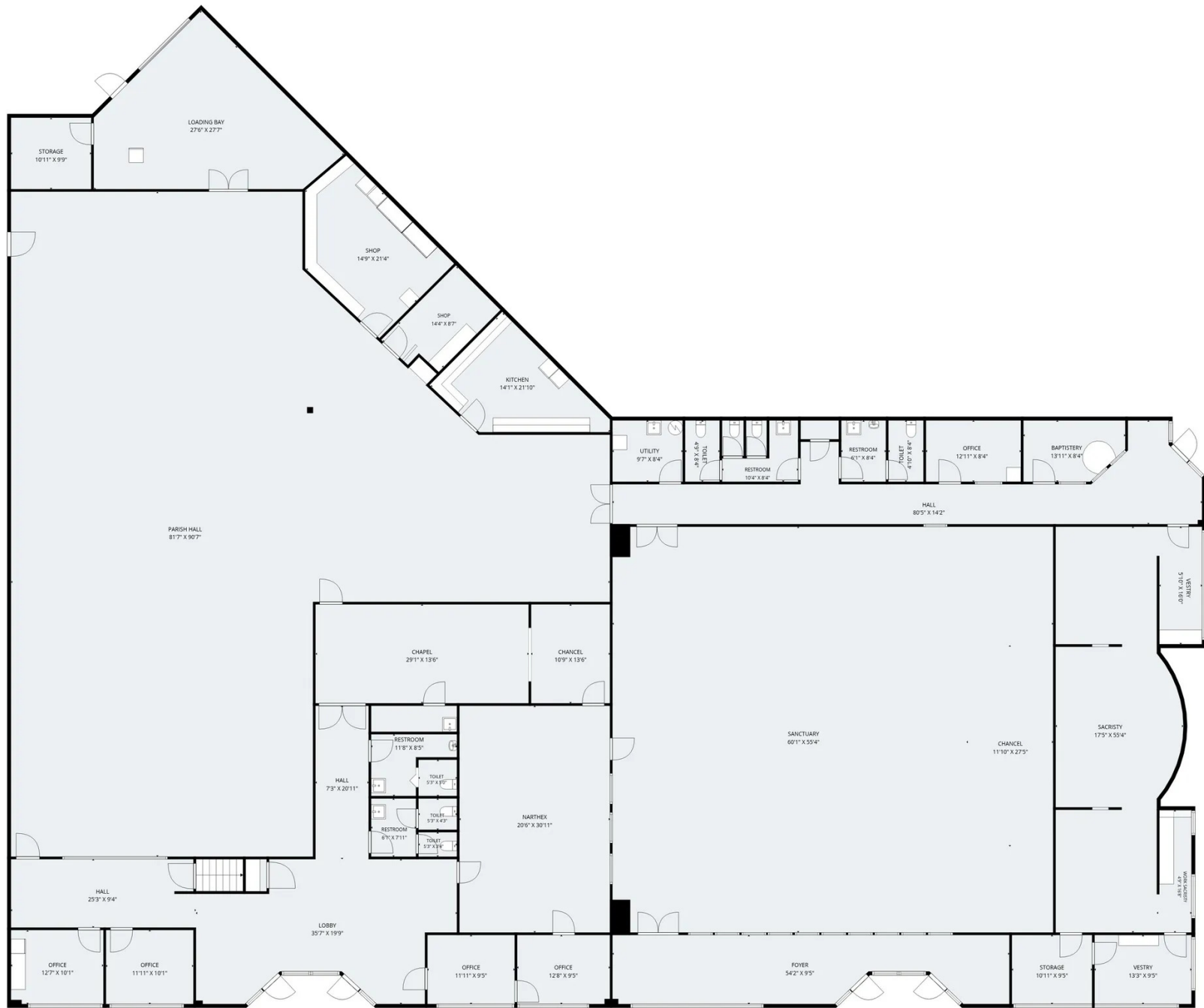


1ST FLOOR



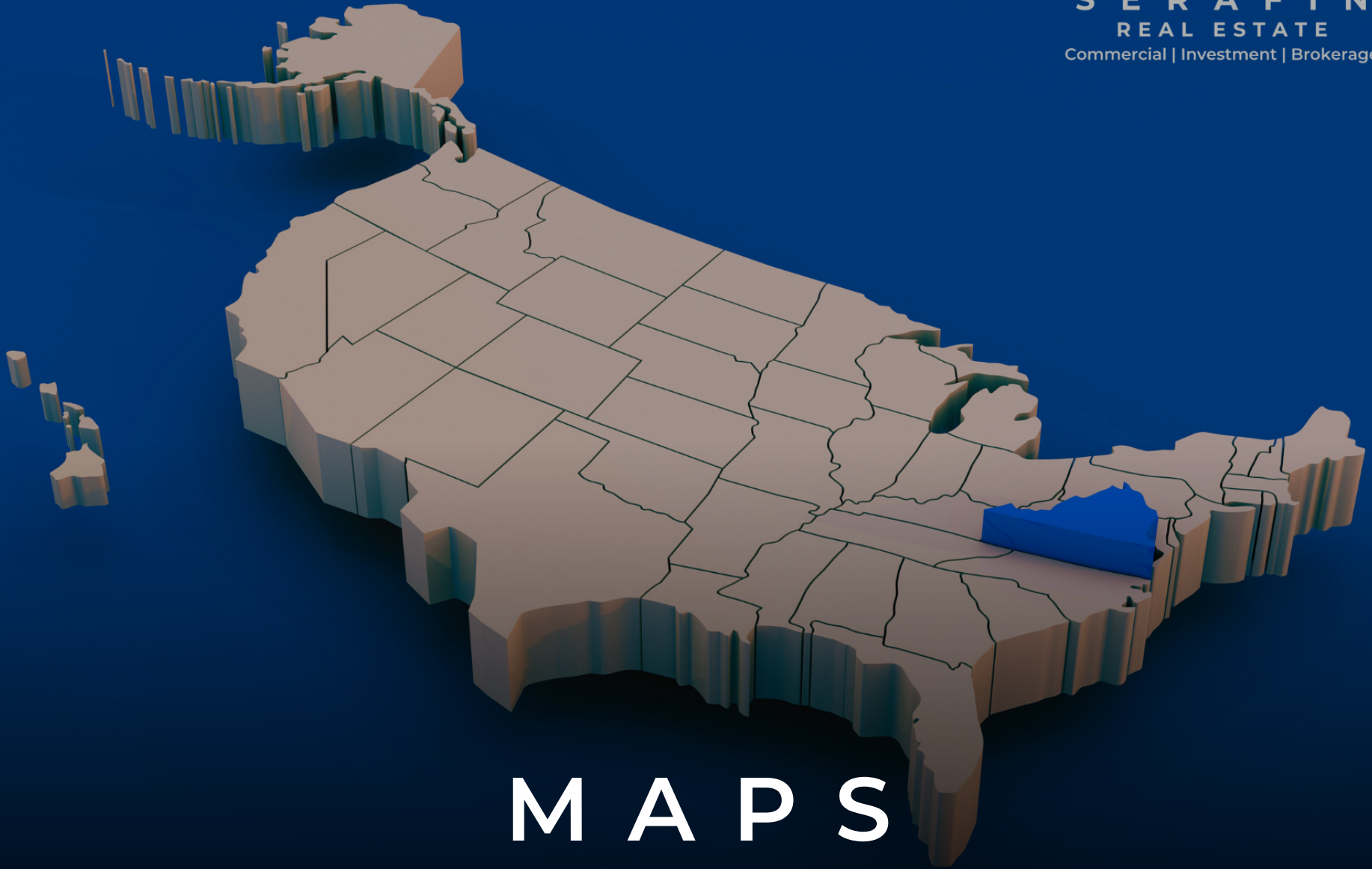
2ND FLOOR

UNIT 128 (9,086 SF) AND UNIT 130 (6,289 SF) - MAIN LEVEL



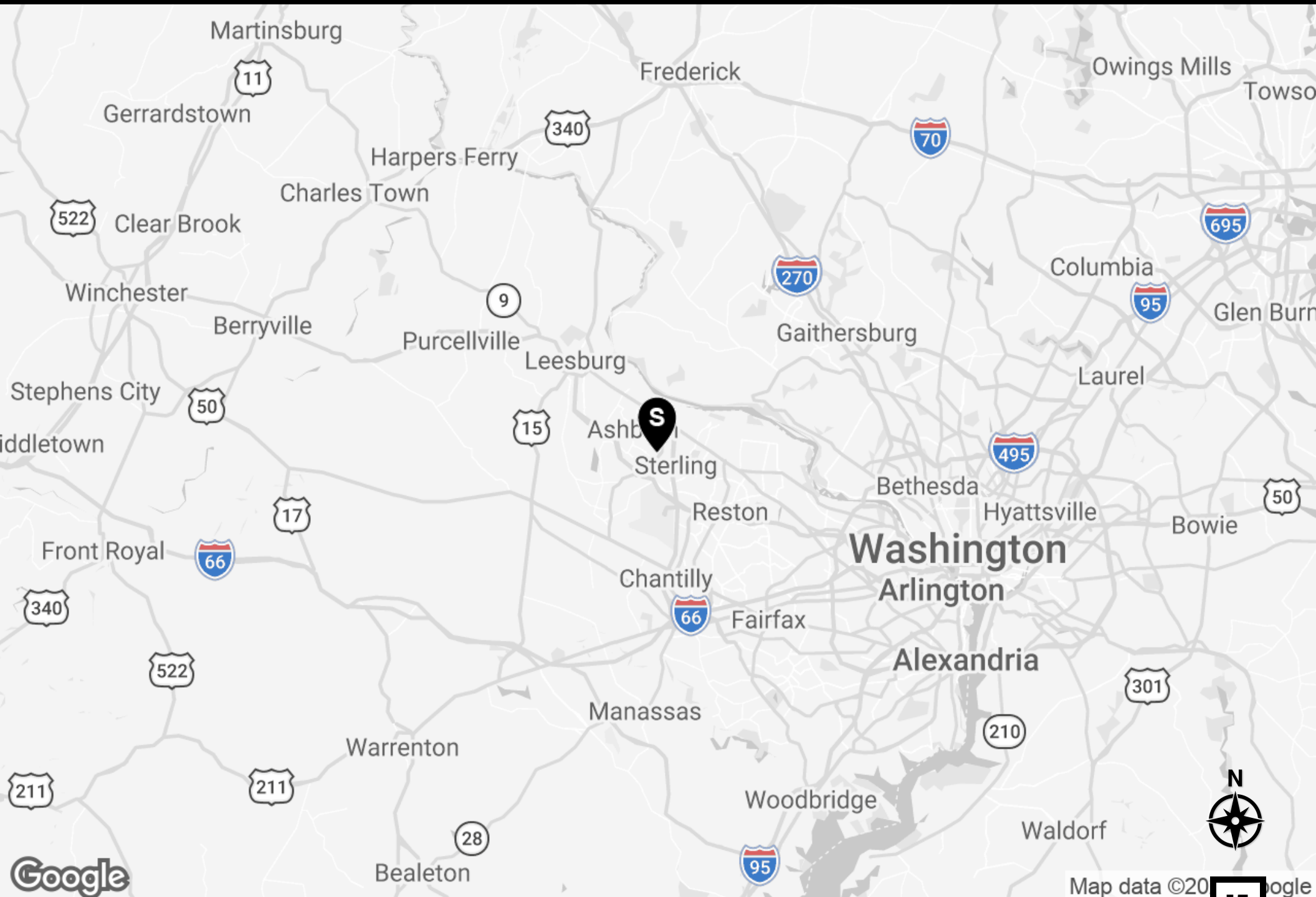
UNIT 128 MEZZANINE (3,500 SF)





M A P S

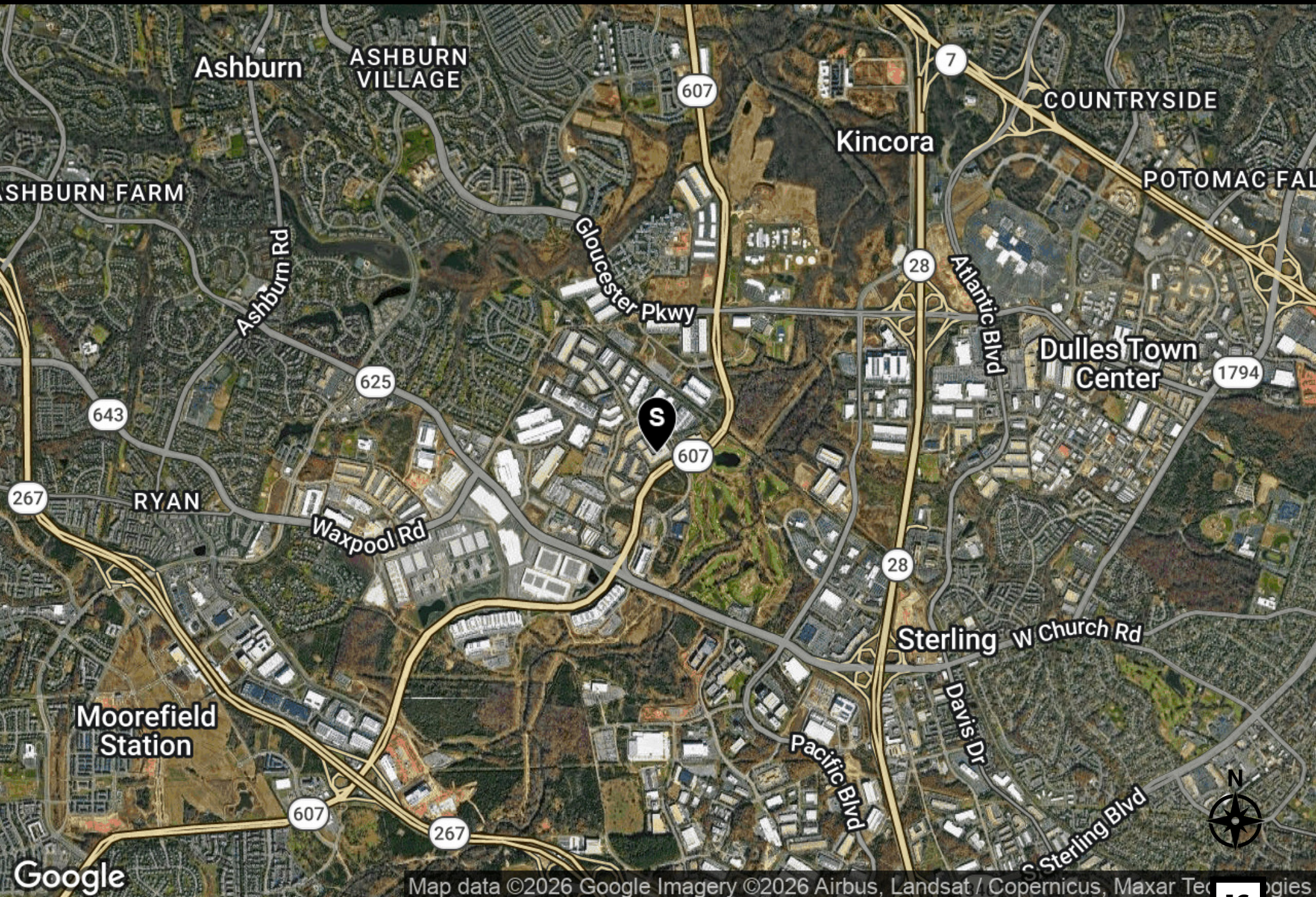
REGIONAL MAP



Google

Map data ©2015 Google

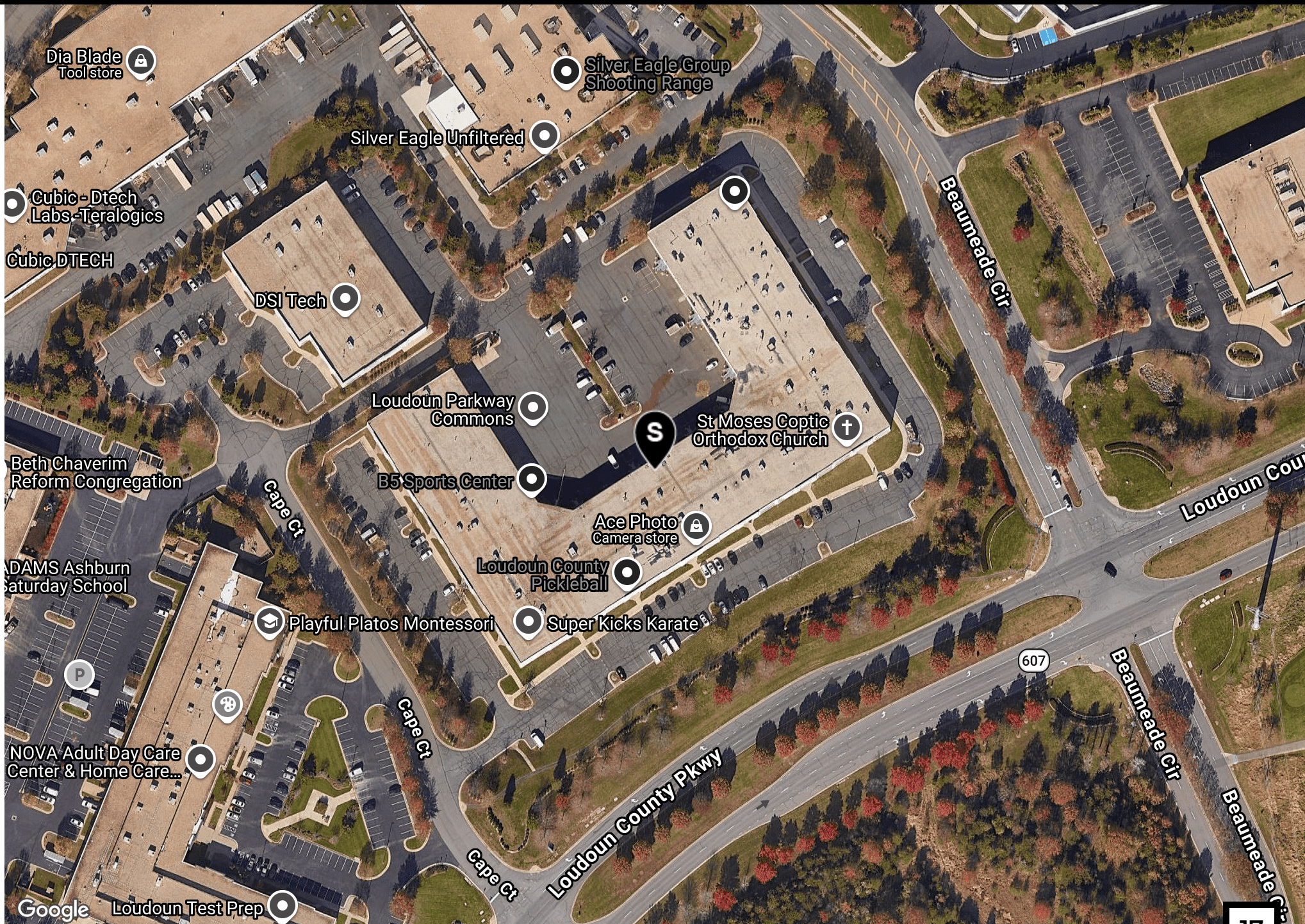
LOCATION MAP



Map data ©2026 Google Imagery ©2026 Airbus, Landsat / Copernicus, Maxar Technologies

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AERIAL MAP



Dia Blade Tool store

Silver Eagle Group Shooting Range

Silver Eagle Unfiltered

Cubic - Dtech Labs-Teralogics

Cubic DTECH

DSI Tech

Loudoun Parkway Commons

St Moses Coptic Orthodox Church

Beth Chaverim Reform Congregation

B5 Sports Center

Ace Photo Camera store

ADAMS Ashburn Saturday School

Loudoun County Pickleball

Playful Platos Montessori

Super Kicks Karate

NOVA Adult Day Care Center & Home Care...

Loudoun Test Prep

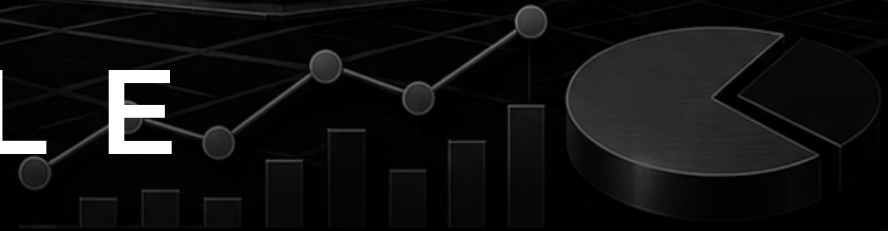
Google





SALES
COMPARABLES

SALES
COMPARABLES



SALES COMP ANALYSIS

◆ THE EVIDENCE

Comparable Flex Condo Sales

Most comparable flex / industrial condo sales · Rt 28 / Dulles corridor · trailing 36 months · sorted by price per SF (high to low)

PROPERTY / PARK	CITY	SF	BUILT	SOLD	\$/SF	NOTES
221-321 Sunset Park · 287	Herndon	1,880	1985	10/25	\$404	Market high
259-271 Sunset Park · 259	Herndon	2,087	1979	08/25	\$383	Premium tier
259-271 Sunset Park · 253	Herndon	2,175	1979	04/26	\$371	Most recent
44642 Guilford · RidgeView 2 · 107	Ashburn	1,885	1989	11/25	\$355	Ashburn corridor
14101-14121 Mariah Ct	Chantilly	10,000	2004	03/25	\$350	Brackets large unit
44642 Guilford · RidgeView 2 · 106	Ashburn	2,000	1989	11/24	\$350	Ashburn corridor
14004 Willard Rd · 6	Chantilly	2,015	1985	10/24	\$347	
44710 Cape Ct · Unit 140	Ashburn	4,570	2007	08/23	\$339	Subject's own building
112 Oakgrove Rd	Dulles Town Ctr	4,000	1985	04/24	\$338	
22854 Bryant Ct	Dulles Town Ctr	3,445	1989	02/24	\$327	Range floor

Source: CoStar Group (licensed to Serafin Real Estate) and county records. A curated set of the most comparable quality flex / industrial condos; not the full market. Information deemed reliable but not guaranteed.

SALES COMP ANALYSIS

◆ MARKET STATISTICS

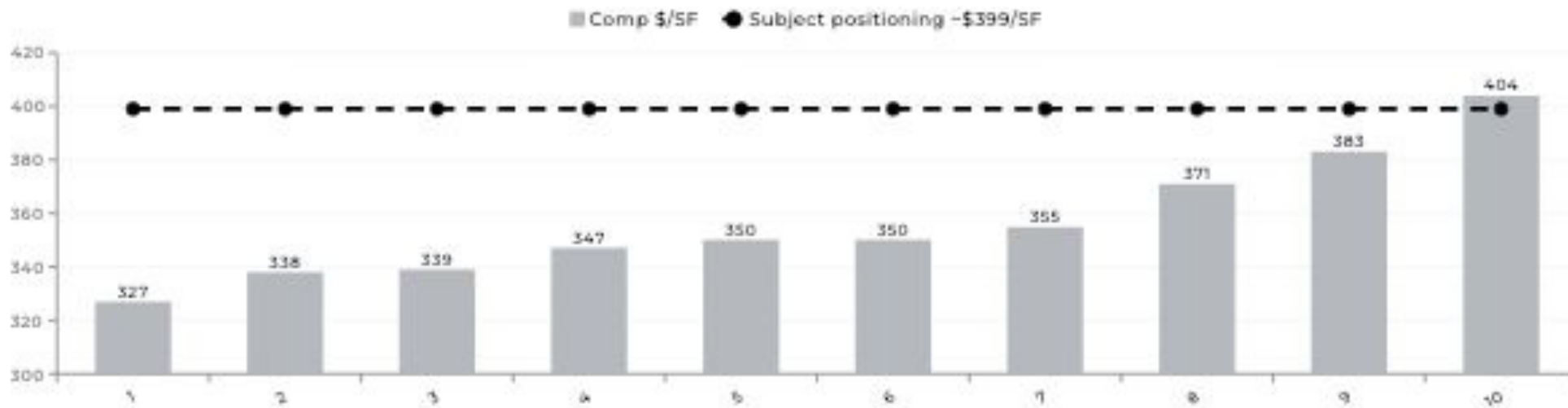
The Data Brackets the Value

\$327 – \$404
PRICE / SF RANGE

\$352
AVERAGE

\$350
MEDIAN

\$404
TOP OF MARKET



A comparable has already cleared \$404/SF. As the newest (2007), tallest (24' clear), and scarcest asset in the set, in a sub-2% vacancy Ashburn submarket, the subject is positioned at the very top of the range. Three separate deeds let the two smaller units price to the small-unit premium.

◆ RECONCILIATION

Adjusting the Comparables to the Subject

Every meaningful factor adjusts the subject upward against the comparable set.

FACTOR	COMPARABLE SET	SUBJECT · 44710 CAPE CT	EFFECT
Vintage	1979 – 2007 (median 1986)	2007 — newest in the set	Upward
Clear height	9' – 25' (most 16' – 20')	24' — top of range	Upward
Submarket	Herndon, Chantilly, Sterling, Dulles TC, Ashburn	Ashburn / Rt 28 – Dulles North (premium)	Upward
Scarcity & buyer pool	Mixed vacancy; non-condo stock absorbed by data centers	~1.6% vacancy; condo structure reserves it for owner-users	Strong upward
Deed structure	Single units	Three separate deeds — package or unit-by-unit	Upward
Unit size	1,420 – 10,000 SF	±6,175 / ±12,586 / ±6,289 SF	Smaller units = premium \$/SF

◆ **SUPPORTED VALUE CONCLUSION \$385 – \$405 / SF**

Top of the comparable range, reflecting the newest, tallest, and scarcest asset in the set. Pricing remains Subject to Offer.



AREA OVERVIEW

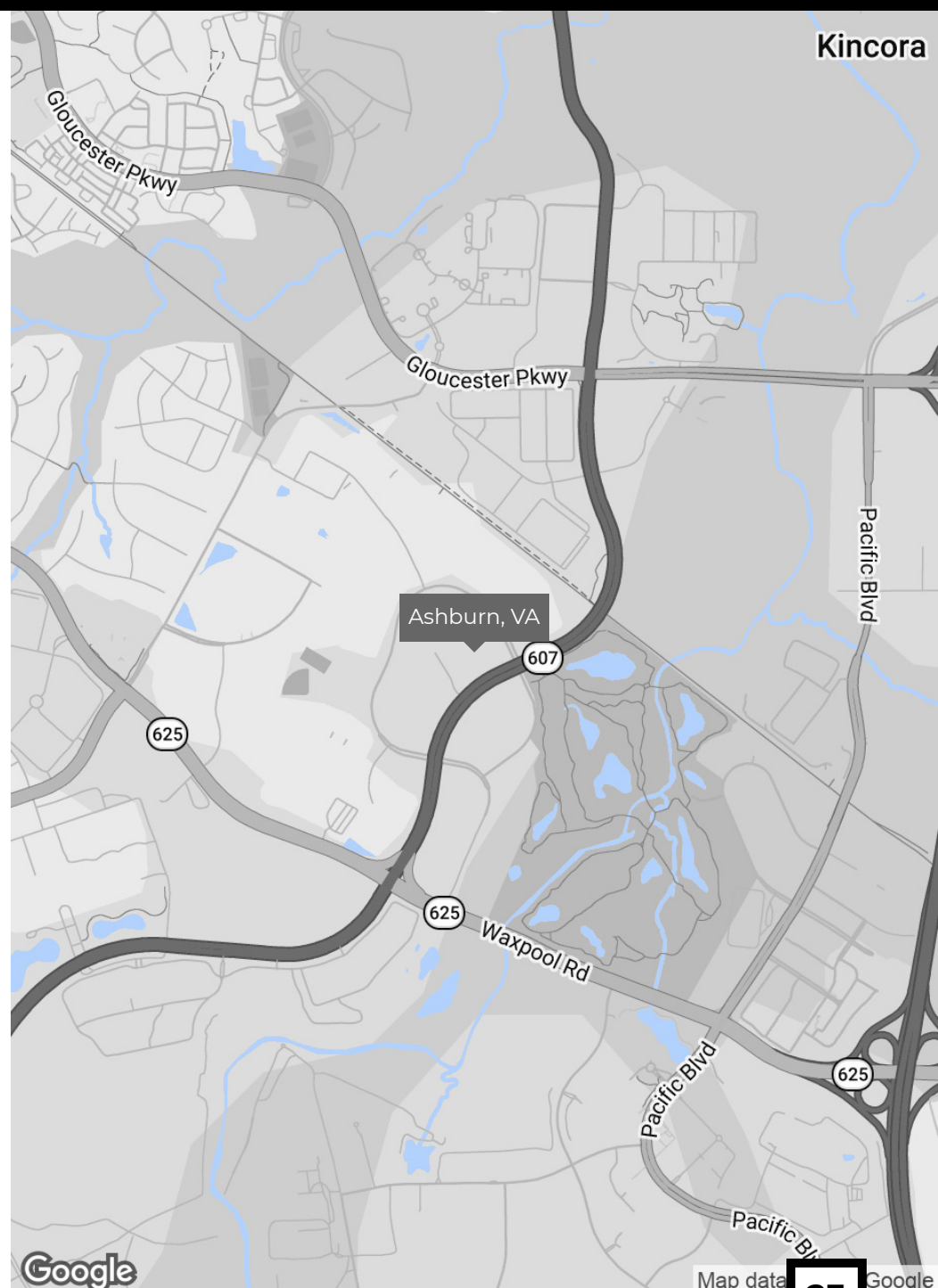
CITY INFORMATION

LOCATION DESCRIPTION

44710 Cape Court is a rare owner-user flex opportunity in the heart of Ashburn, one of the most supply-constrained and fastest-growing commercial markets in Northern Virginia. This three-unit assemblage (Suites 126, 128, and 130, totaling roughly 25,000 square feet) sits within Loudoun Parkway Commons, a well-established flex condominium park fronting Loudoun County Parkway in the Beaumeade corridor. It delivers what has become increasingly hard to find in Loudoun County: ground-level flex space with drive-in loading, warehouse clear height, prominent arterial frontage, and ample parking, surrounded by a deep bench of high-profile tenants and amenities.

Few flex locations in the region match this site for connectivity. The property offers easy access from Routes 28, 7, and the Dulles Toll Road/267, with the Dulles Greenway and the Silver Line's Ashburn Metro Station close by, placing owners minutes from One Loudoun, Dulles Town Center, and Washington Dulles International Airport. That position puts a buyer at the center of the Route 28 and Loudoun County Parkway technology and commerce spine, the same corridor that has driven the data center, defense, and professional services demand defining Ashburn's last decade of growth.

The real value here is optionality. Loudoun Parkway Commons carries flexible industrial flex zoning (PDIP), supporting an unusually broad range of uses, including faith-based and assembly, childcare and private schools, sports and fitness, medical and professional office, light manufacturing, distribution, and trade contractors. For a business that needs flex space and wants to build equity rather than pay escalating rent, 44710 Cape Court offers location, access, and use flexibility in a single ownership opportunity, in a corner of Loudoun County where that combination rarely comes to market.

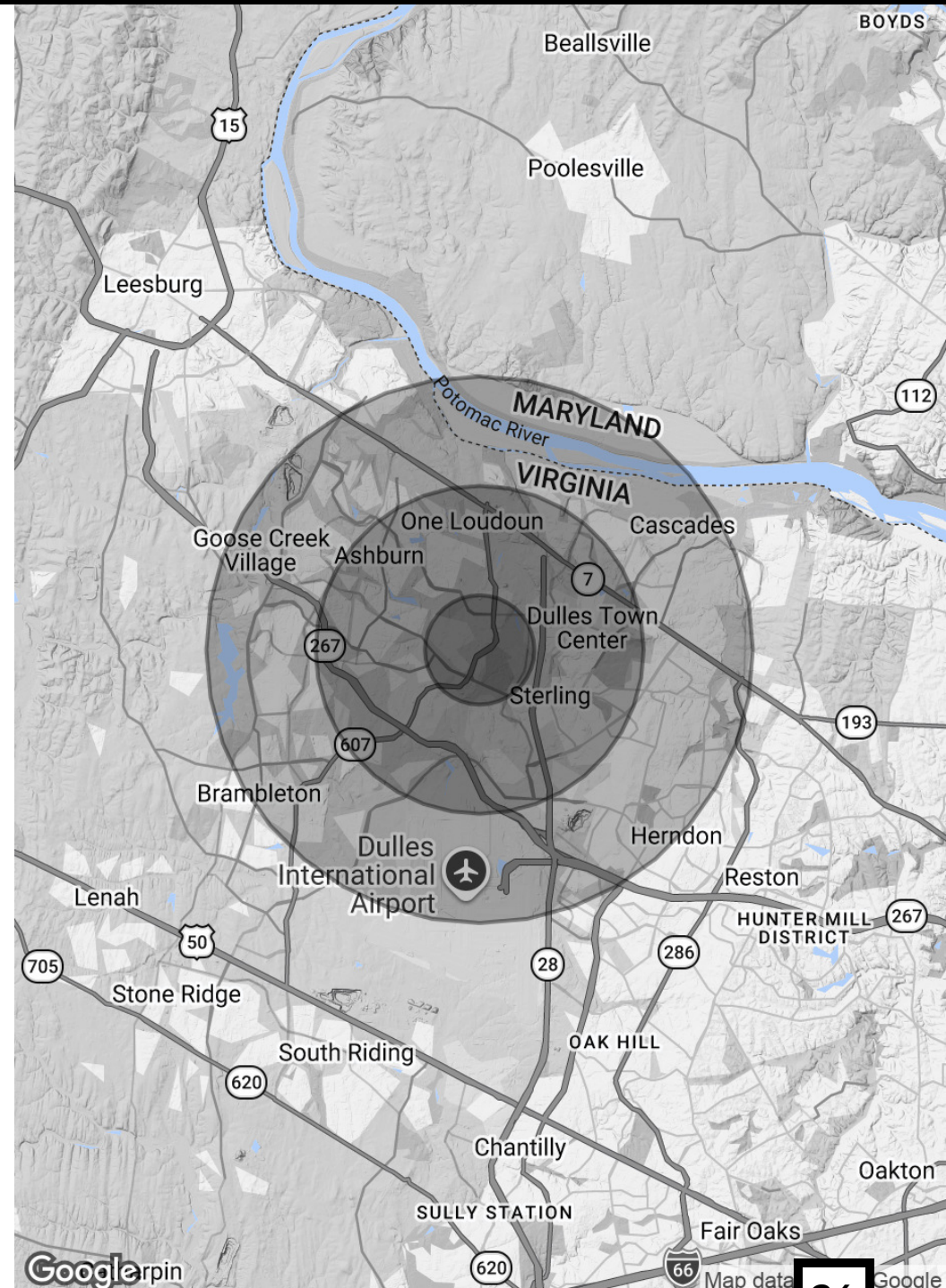


DEMOGRAPHICS MAP & REPORT

POPULATION	1 MILE	3 MILES	5 MILES
TOTAL POPULATION	3,943	77,901	228,858
AVERAGE AGE	53.1	39.3	38.1
AVERAGE AGE (MALE)	54.0	38.2	37.3
AVERAGE AGE (FEMALE)	51.6	40.0	38.4

HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
TOTAL HOUSEHOLDS	1,800	28,935	77,652
# OF PERSONS PER HH	2.2	2.7	2.9
AVERAGE HH INCOME	\$142,753	\$167,766	\$187,504
AVERAGE HOUSE VALUE	\$677,267	\$651,128	\$676,258

2023 American Community Survey (ACS)



ABOUT US



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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JOE SERAFIN

Founder | CEO | Principal Broker

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PROFESSIONAL BACKGROUND

Joe Serafin, a 21-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 \$1B 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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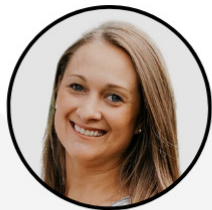
MEET THE TEAM



JOE SERAFIN
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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
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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.



GRANT WETMORE
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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.