

Downtown Leesburg Investment Retail Center
208 - 210 Church St SE, Leesburg, VA 20175

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An aerial photograph of a residential neighborhood. In the foreground, there are several houses with different roof colors (grey, red) and siding (white, green, yellow). A street runs diagonally from the bottom left towards the center. To the right, another street runs parallel to the first. In the background, a large, multi-story building with many windows is visible, along with a tall communication tower on the right side. The sky is blue with scattered white clouds.

INVESTMENT OVERVIEW

EXECUTIVE SUMMARY



OFFERING SUMMARY

SALE PRICE:	\$3,600,000
EXISTING BUILDING SIZE:	9,364 SF
LOT SIZE:	0.41 Acres
NUMBER OF UNITS:	5
PRICE / SF:	\$384.45
NOI:	\$190,539
RENOVATED:	2020
ZONING:	LB:B1
SUBMARKET:	Downtown Leesburg

PROPERTY OVERVIEW

Fully leased 9,364 SF retail center in the heart of Downtown Leesburg—Northern Virginia’s fastest-growing and most affluent market. Renovated in 2020 and generating \$190,539 in NOI, this stabilized asset features multiple tenants with staggered leases and minimal landlord responsibilities.

Located in Loudoun County—the wealthiest county in the U.S.—this property benefits from strong household incomes (\$137K+ within 1 mile), high foot traffic, and low retail vacancy. Ideal for 1031 buyers seeking immediate income, long-term appreciation, and a trophy location in a walkable, high-demand submarket.

ADDITIONAL PHOTOS



PROPERTY DETAILS

SALE PRICE

\$3,600,000

LOCATION INFORMATION

BUILDING NAME	Downtown Leesburg Investment Retail Center
STREET ADDRESS	208 - 210 Church St SE
CITY, STATE, ZIP	Leesburg, VA 20175
COUNTY	Loudoun
MARKET	Washington DC Metro
SUB-MARKET	Downtown Leesburg
CROSS-STREETS	Church Road and South Street SE
NEAREST HIGHWAY	Route 7 and Dulles Greenway (267)
NEAREST AIRPORT	Leesburg Airport, Dulles International Airport

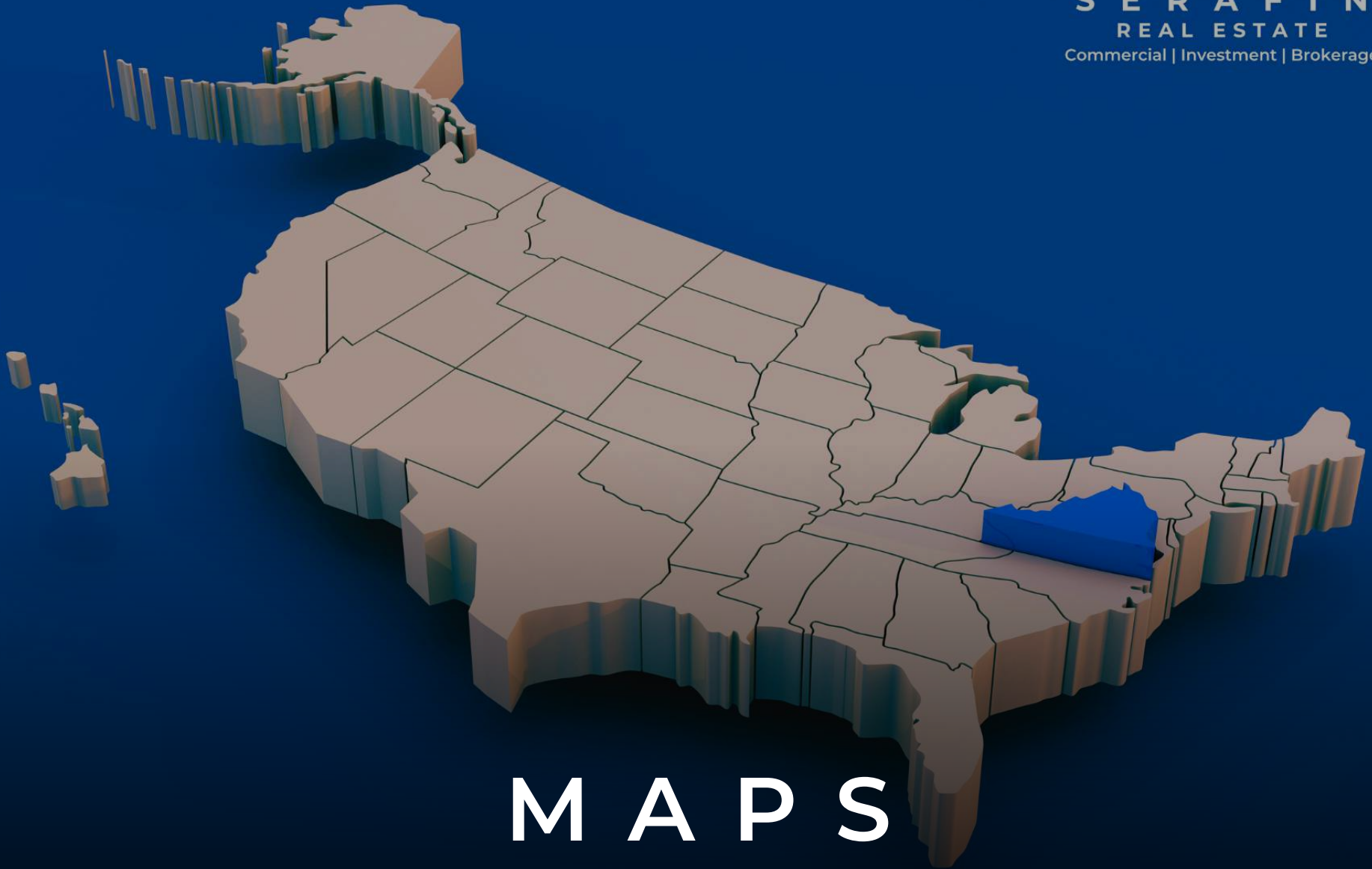
PROPERTY INFORMATION

PROPERTY TYPE	Retail
PROPERTY SUBTYPE	Strip Center
ZONING	LB:B1
LOT SIZE	0.41 Acres
APN #	231285888000, 231285991000, 231286095000
POWER	Yes

BUILDING INFORMATION

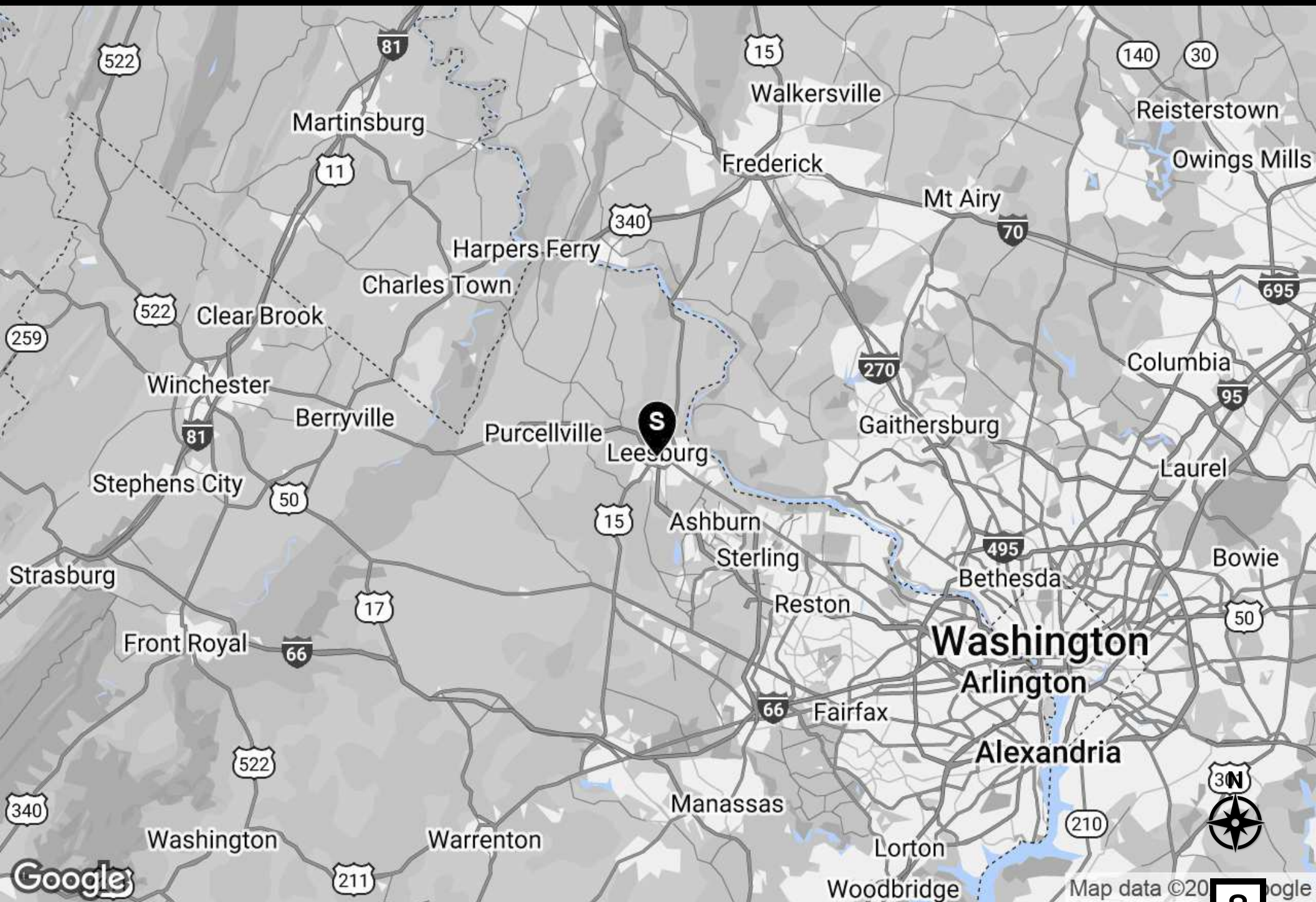
BUILDING SIZE	9,364 SF
NOI	\$190,539.68
CAP RATE	5.29
OCCUPANCY %	100.0%
TENANCY	Multiple
YEAR LAST RENOVATED	2020
ROOF	Metal, Gable
FREE STANDING	Yes
NUMBER OF BUILDINGS	1





M A P S

REGIONAL MAP



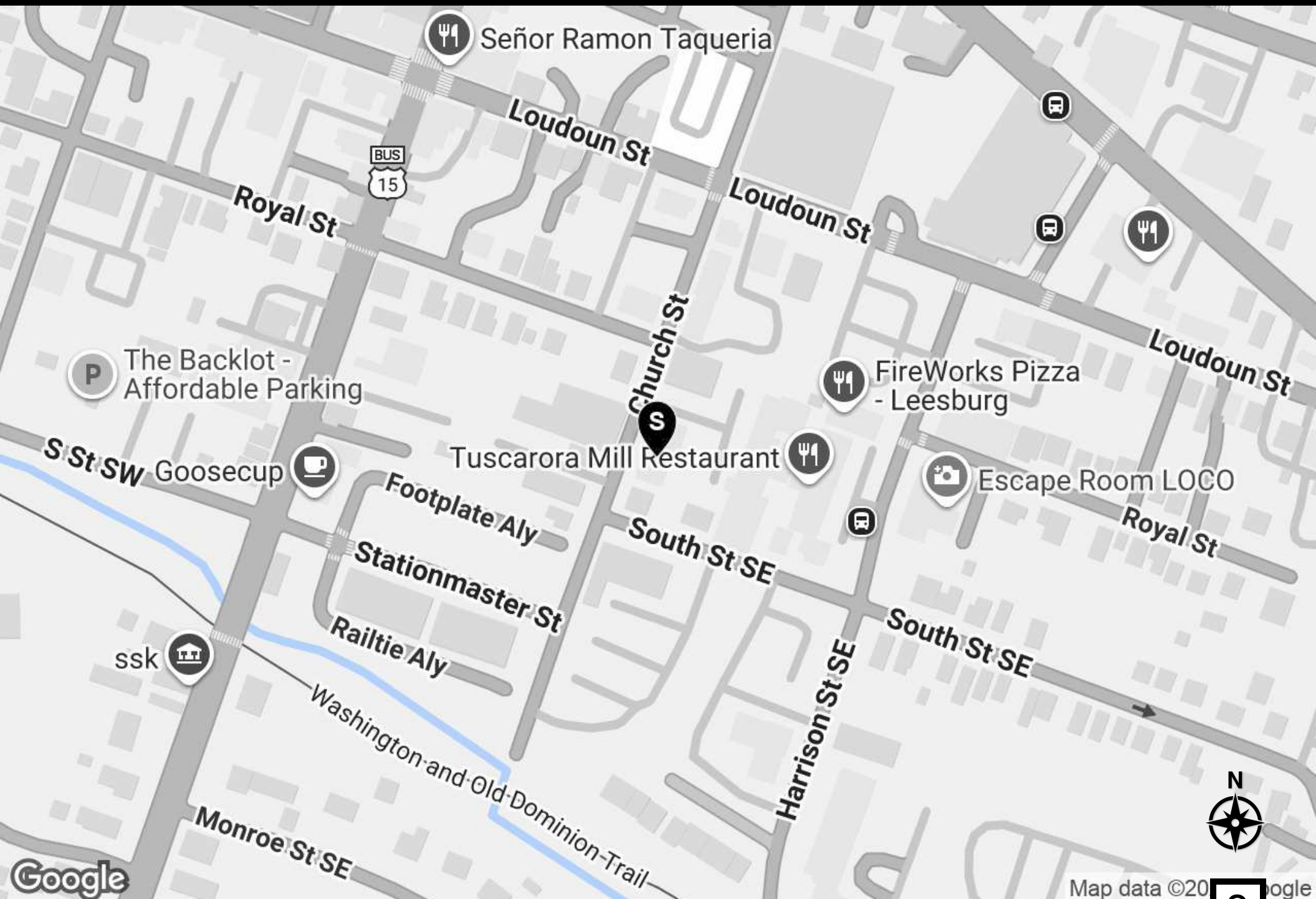
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LOCATION MAP



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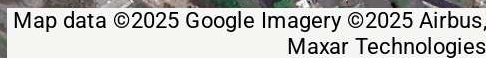
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The image is a collage of various financial data visualizations. It includes several pie charts, bar charts, and line graphs. Two tables are visible, each with five columns: Fund, Unit Price, NAV, Prem/(disc), and Dividend Yield. The tables list various funds such as BKSCP, SKWLD, IWLKS, SKWOS, ISKJLS, AKSDK, PKDKJ, KSPKW, and ISKJLS. A blue folder with a pen is positioned in the lower-left corner. The text 'FINANCIAL OVERVIEW' is prominently displayed in the center in a large, white, sans-serif font.

FINANCIAL OVERVIEW

RENT ROLL

SUITE	SIZE SF	% OF BUILDING	PRICE / SF / YEAR	ANNUAL RENT	LEASE START	LEASE END
208 Church - 100	564 SF	6.02%	\$34.04	\$19,200	2/1/2022	01/31/2027
208 Church - 100/105	4,000 SF	42.72%	\$19.72	\$78,898	1/19/2023	2/28/2028
208 Church - 200	3,000 SF	32.04%	\$19.80	\$59,400	12/1/2021	11/30/2025
210 Church - 101	900 SF	9.61%	\$32.00	\$28,800	5/1/2020	4/30/2027
210 Church - 201	900 SF	9.61%	\$29.33	\$26,400	6/1/2024	5/31/2026
TOTALS	9,364 SF	100%		\$212,698		
AVERAGES			\$26.98			

Square footages of units are approximate.

INCOME & EXPENSES



INCOME SUMMARY

GROSS INCOME	\$210,298
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EXPENSES SUMMARY

208/210 CHURCH ST PROPERTY TAXES (2025)	\$17,258
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PROPERTY INSURANCE (APPROX) - 208-210 CHURCH ST	\$2,500
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OPERATING EXPENSES	\$19,758
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NET OPERATING INCOME	\$190,540
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AREA OVERVIEW

CITY INFORMATION

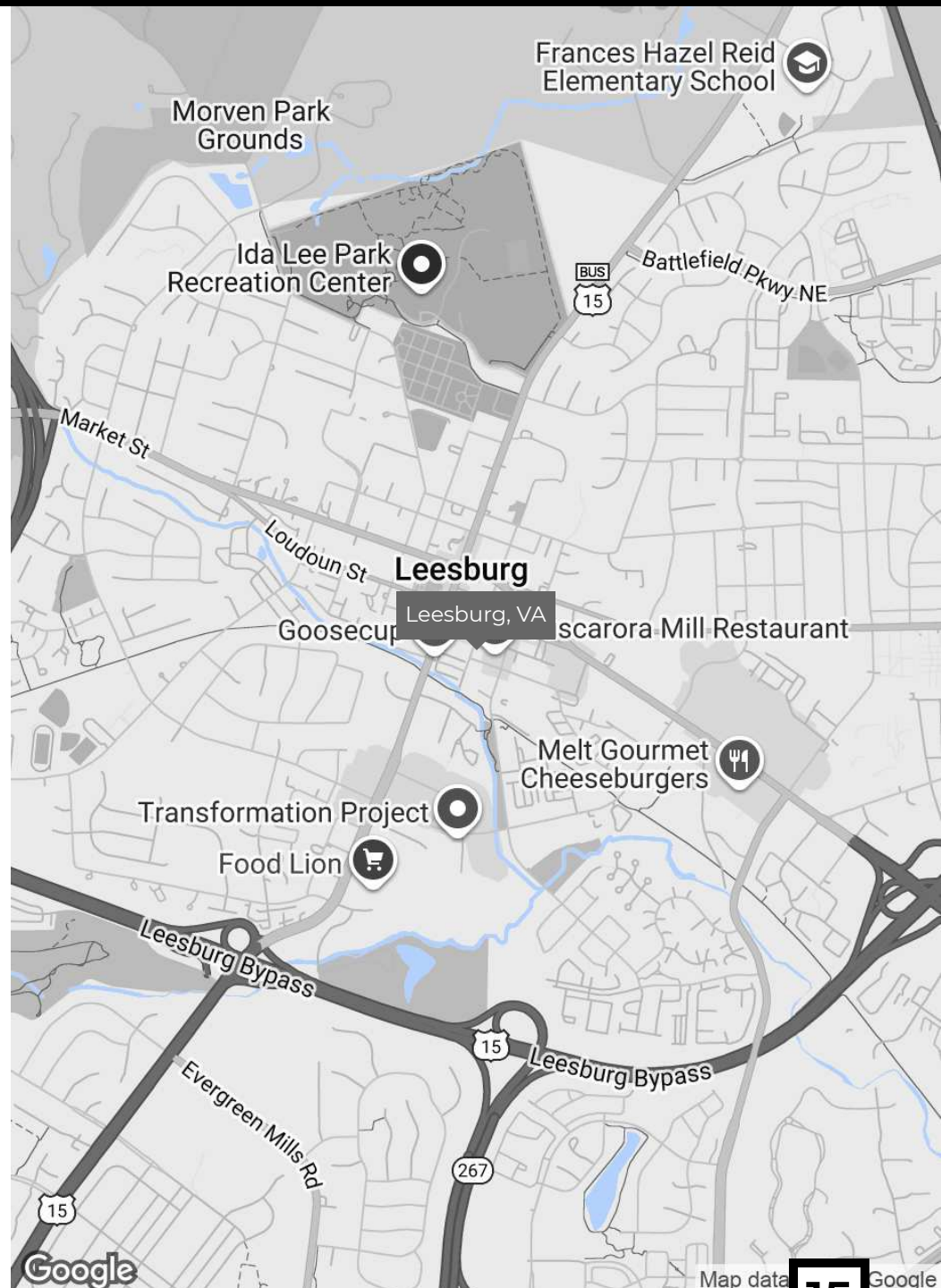
LOCATION DESCRIPTION

Situated in the vibrant core of historic Downtown Leesburg, this property offers exceptional visibility and accessibility within one of the nation's most affluent and rapidly expanding counties. Loudoun County boasts a median household income of approximately \$153,716, positioning it as the wealthiest county in the United States .

The area has experienced significant population growth, fueled by its proximity to the Dulles Technology Corridor and Washington, D.C., attracting a highly educated and affluent demographic. This growth has spurred a dynamic local economy, with a robust demand for commercial spaces.

Downtown Leesburg is characterized by its low retail vacancy rates, reflecting a thriving business environment and strong consumer demand. The property benefits from high foot traffic, thanks to its location amidst a mix of boutique shops, acclaimed restaurants, and cultural landmarks.

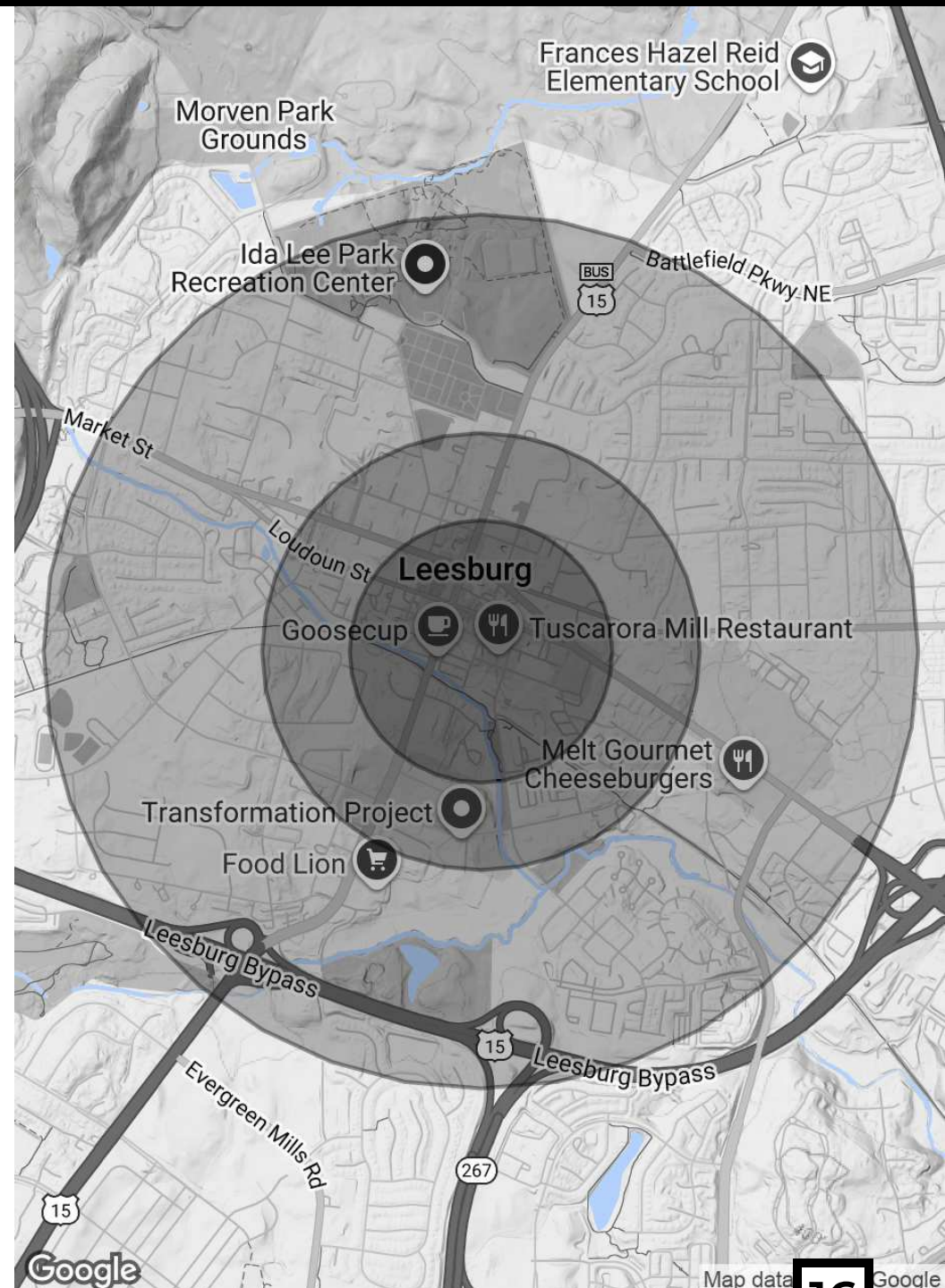
Moreover, the town's commitment to preserving its historic charm while fostering economic development makes it an attractive destination for both residents and visitors. With excellent connectivity via Route 7 and the Dulles Greenway, this location offers both charm and convenience, making it a prime investment opportunity.



DEMOGRAPHICS MAP & REPORT

POPULATION	0.3 MILES	0.5 MILES	1 MILE
TOTAL POPULATION	827	3,588	16,153
AVERAGE AGE	39	40	38
AVERAGE AGE (MALE)	37	38	37
AVERAGE AGE (FEMALE)	41	42	39
HOUSEHOLDS & INCOME	0.3 MILES	0.5 MILES	1 MILE
TOTAL HOUSEHOLDS	293	1,289	5,666
# OF PERSONS PER HH	2.8	2.8	2.9
AVERAGE HH INCOME	\$151,324	\$149,163	\$137,058
AVERAGE HOUSE VALUE	\$611,208	\$637,344	\$586,260

Demographics data derived from AlphaMap



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2022
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2023
BEST OF
LOUDOUN
Loudoun Times-Mirror

2024
BEST OF
LOUDOUN
Loudoun Times-Mirror

B R O K E R

WINNER

WINNER

WINNER

I N F O R M A T I O N



\$653M
in Sold Transaction
Volume



1.35M
Total SF Sold




\$130M
in Active Listing
Inventory

#1
in Loudoun County
for Total Volume Sold

Serafin Real Estate is a premier commercial real estate brokerage based in Northern Virginia, specializing in sales, leasing, and strategic investment advisory. With over 19 years of experience and over **\$650 million in closed transactions**, we are proud to be Loudoun County's top-selling commercial brokerage and a **three-time Best of Loudoun award winner**.

At Serafin Real Estate, we are dedicated to delivering exceptional results, leveraging our deep market expertise, advanced technology, and a client-first approach. Whether you're a property owner looking to maximize your investment or a buyer seeking the ideal space, our team provides personalized strategies tailored to meet your specific goals.

Our clients trust us not only for our extensive knowledge of the market but also for our commitment to transparency, integrity, and success. Serafin Real Estate is your trusted partner for commercial real estate in **Loudoun, Fairfax, and Prince William Counties**.

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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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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.