



Valley Industrial Park
105 E Cornwell Ln, Purcellville, VA 20132

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INVESTMENT OVERVIEW

EXECUTIVE SUMMARY



OFFERING SUMMARY

SALE PRICE:	\$2,645,000
BUILDING SIZE:	8,640 SF
LOT SIZE:	0.76 Acres
PRICE / SF:	\$306.13
YEAR BUILT:	2002
ZONING:	PV - Central Commercial (C4)



PROPERTY DESCRIPTION

This 8,640-square-foot industrial flex asset at 105 E Cornwell Lane offers a premier opportunity for an owner-user to secure a high-quality home for their business in the heart of Purcellville. While the property is currently occupied by a stable and community-integrated tenant, Eagle View CrossFit, the asset is strategically priced to facilitate an owner-user transition. This pricing model is particularly attractive in a market defined by extreme scarcity, where industrial vacancy rates in Western Loudoun have plummeted to just 1.6%, leaving virtually no options for businesses looking to purchase rather than lease.

For an owner-user, the financial benefits of acquiring this facility are substantial. Owning provides a critical hedge against the aggressive rent growth seen across Loudoun County, which continues to be driven by the global expansion of "Data Center Alley." By transitioning to ownership, a business can stabilize long-term occupancy costs, build significant equity in a high-appreciation submarket, and benefit from the 36% jump in land value recently recorded by the county assessor. The building's 2002 concrete-block construction, Phase III heavy power, and reinforced concrete slab foundation provide the structural durability and utility required for high-intensity commercial or light industrial operations.

Strategically located with immediate access to Route 7 and proximity to Washington Dulles International Airport, 105 E Cornwell Lane serves as a high-visibility hub for both customers and logistics. In an environment where industrial land is rapidly being converted for technology or residential use, this is a rare chance to control a fee-simple building within the Valley Industrial Park. This acquisition offers the dual advantage of immediate operational utility and a long-term strategic "moat" in the most competitive real estate market in Northern Virginia.



HIGHLIGHTS

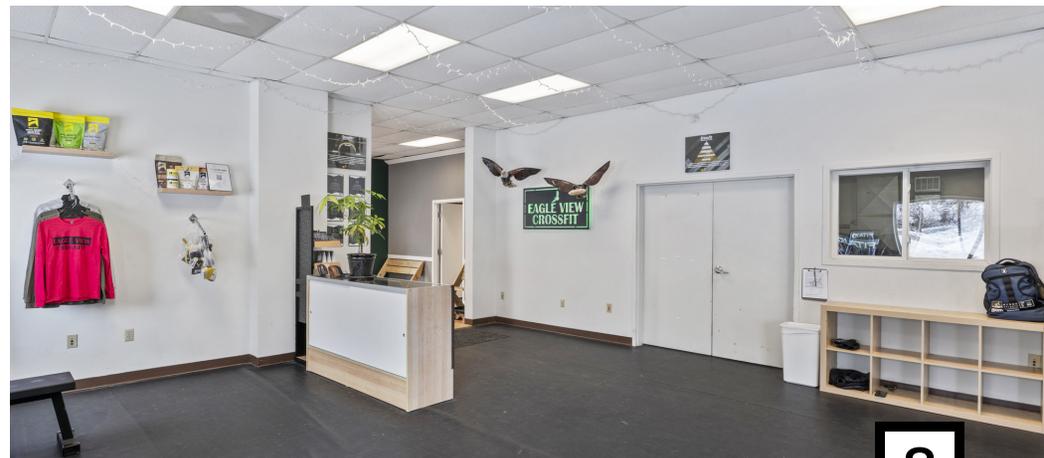
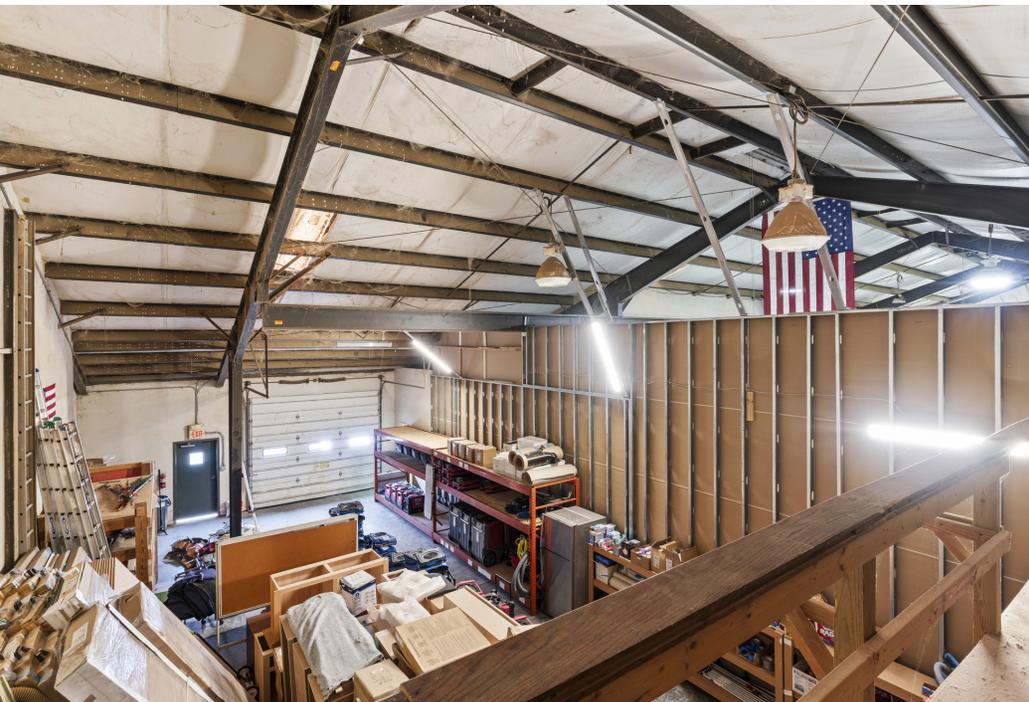
- **Rare Owner-User Purchase Opportunity:** While the property is currently occupied by Eagle View CrossFit, it is strategically priced for an owner-user acquisition, providing a rare chance to secure a fee-simple building in a submarket where industrial vacancy has plummeted to just 1.6%.
- **Affluent Consumer Base and Demographics:** The asset is positioned in a premier "lifestyle industrial" corridor with a five-mile median household income exceeding \$170,350, ensuring a resilient local economy capable of supporting high-end service and recreational businesses.
- **Durable and Versatile Building Infrastructure:** Constructed in 2002, the 8,640-square-foot facility features reinforced concrete block walls, a low-maintenance gable metal roof, and Phase III heavy power, offering the long-term structural integrity essential for industrial or specialized recreational operations.
- **Operational Cost Stability and Equity Growth:** Acquisition as an owner-user allows for a permanent hedge against aggressive rent escalations in Loudoun County while enabling a business to build equity in an asset class that recently saw a 36% jump in assessed land value between 2025 and 2026.
- **Excellent Visibility and Regional Connectivity:** Situated near the intersection of Hirst Road (9,500 ADT) and Route 7 (Harry Byrd Highway), the property offers superior accessibility for customers and logistics providers, maintaining immediate proximity to the global technology hub of Northern Virginia.



EXTERIOR PHOTOS



INTERIOR PHOTOS



PROPERTY DETAILS

LOCATION INFORMATION

BUILDING NAME	Valley Industrial Park
STREET ADDRESS	105 E Cornwell Ln
CITY, STATE, ZIP	Purcellville, VA 20132
COUNTY	Loudoun
MARKET	Washington DC Metro
SUB-MARKET	Purcellville
TOWNSHIP	Catoctin District
RANGE	N/A
SECTION	Valley Industrial Park Lot 8A
SIDE OF THE STREET	South
SIGNAL INTERSECTION	No
ROAD TYPE	Paved
MARKET TYPE	Medium
NEAREST HIGHWAY	Route 7
NEAREST AIRPORT	Dulles International Airport & Leesburg Airport

PROPERTY INFORMATION

PROPERTY TYPE	Industrial
PROPERTY SUBTYPE	Flex Space
ZONING	PV - Central Commercial (C4)
LOT SIZE	0.76 Acres
APN #	488471043000
LOT FRONTAGE	140 ft
LOT DEPTH	235 ft
CORNER PROPERTY	No

BUILDING INFORMATION

BUILDING SIZE	8,640 SF
OCCUPANCY %	100.0%
TENANCY	Single
MINIMUM CEILING HEIGHT	13 ft
NUMBER OF FLOORS	1
AVERAGE FLOOR SIZE	8,640 SF
YEAR BUILT	2002
CONSTRUCTION STATUS	Existing
FRAMING	concrete/steel
ROOF	Gable Metal
FREE STANDING	Yes
NUMBER OF BUILDINGS	1
WALLS	Concrete Block
CEILINGS	13ft wall height; 15-18 ft clear at
FOUNDATION	Concrete Slab
EXTERIOR WALLS	Concrete Block
OFFICE BUILDOUT	about 500SF

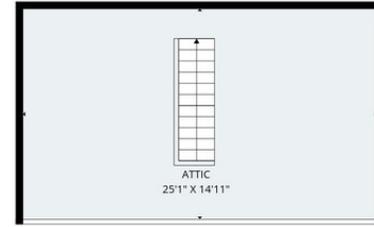
PARKING & TRANSPORTATION

STREET PARKING	Yes
PARKING TYPE	Surface
NUMBER OF PARKING SPACES	20

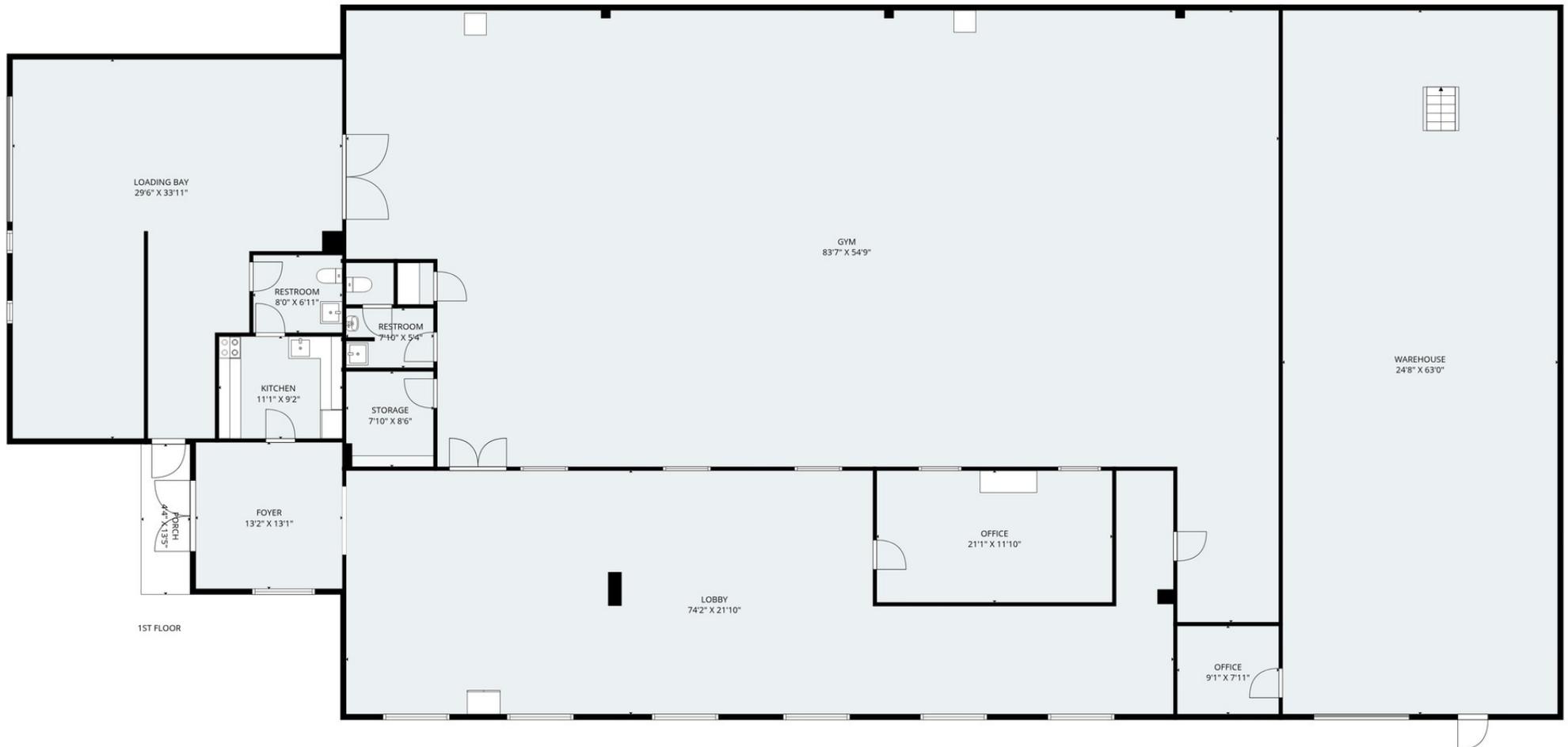
TAXES & VALUATION

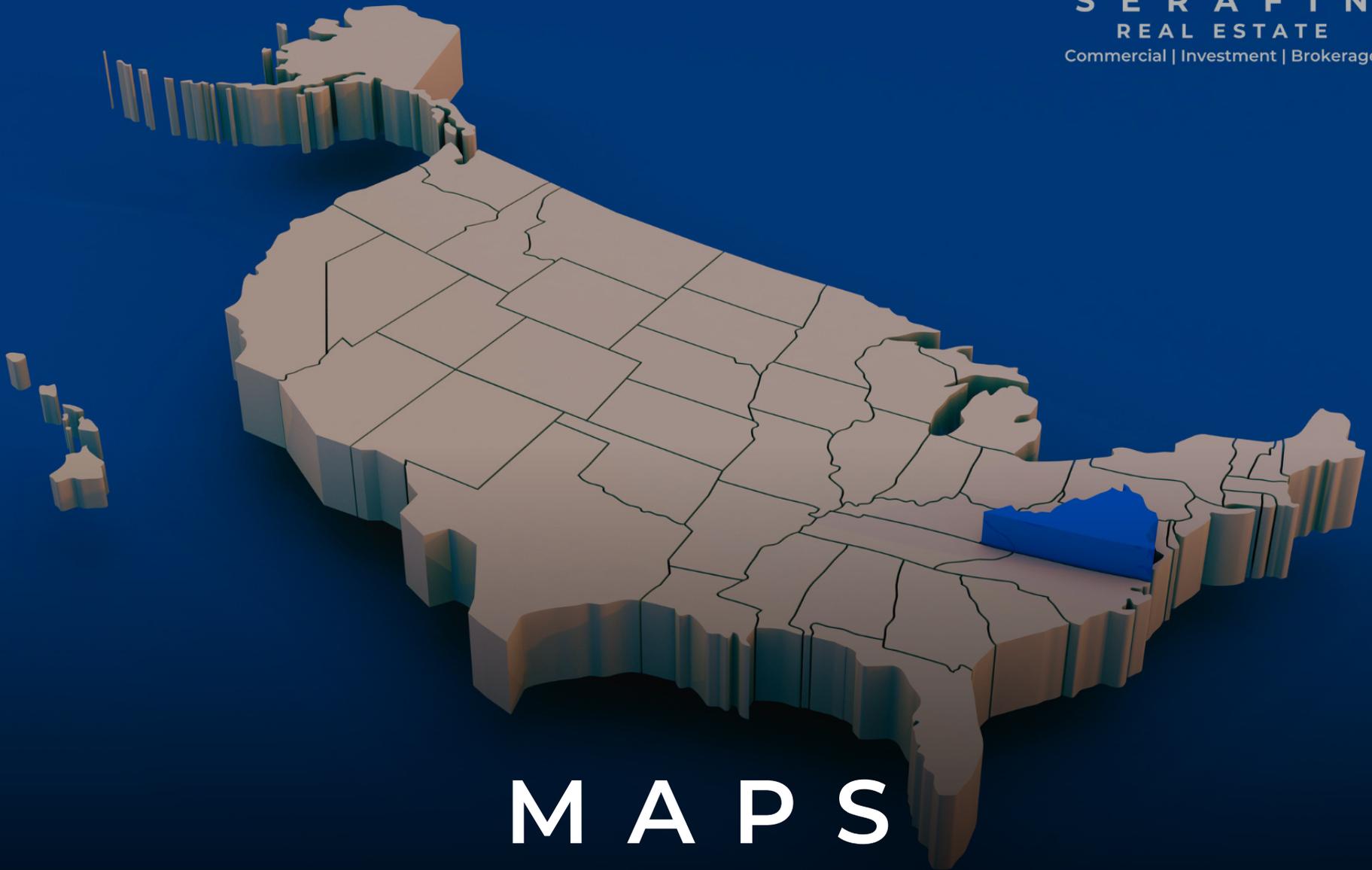
TAXES	\$9,333
TAX VALUE LAND	\$496,600.00

FLOOR PLAN



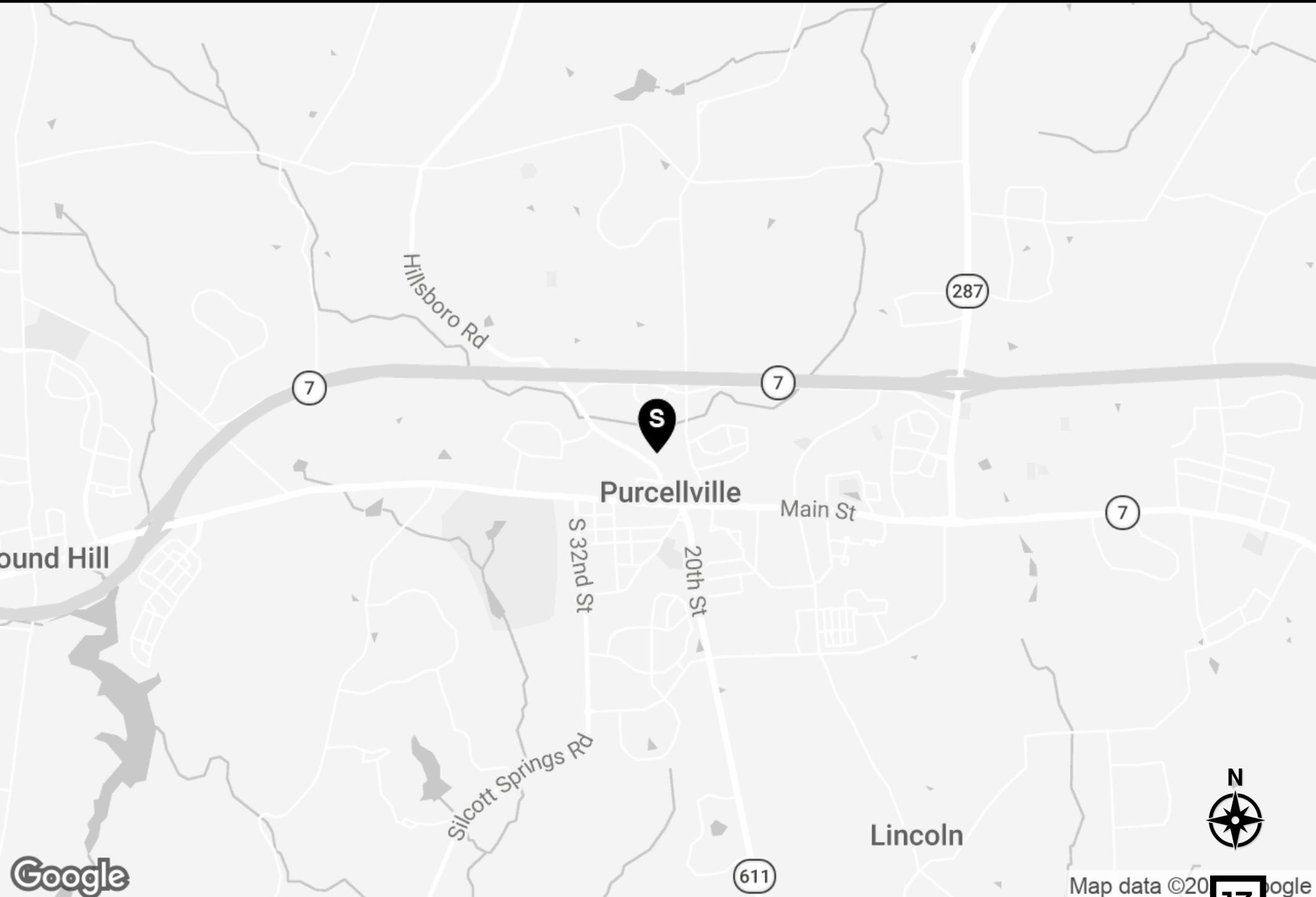
2ND FLOOR





M A P S

LOCATION MAP



Google

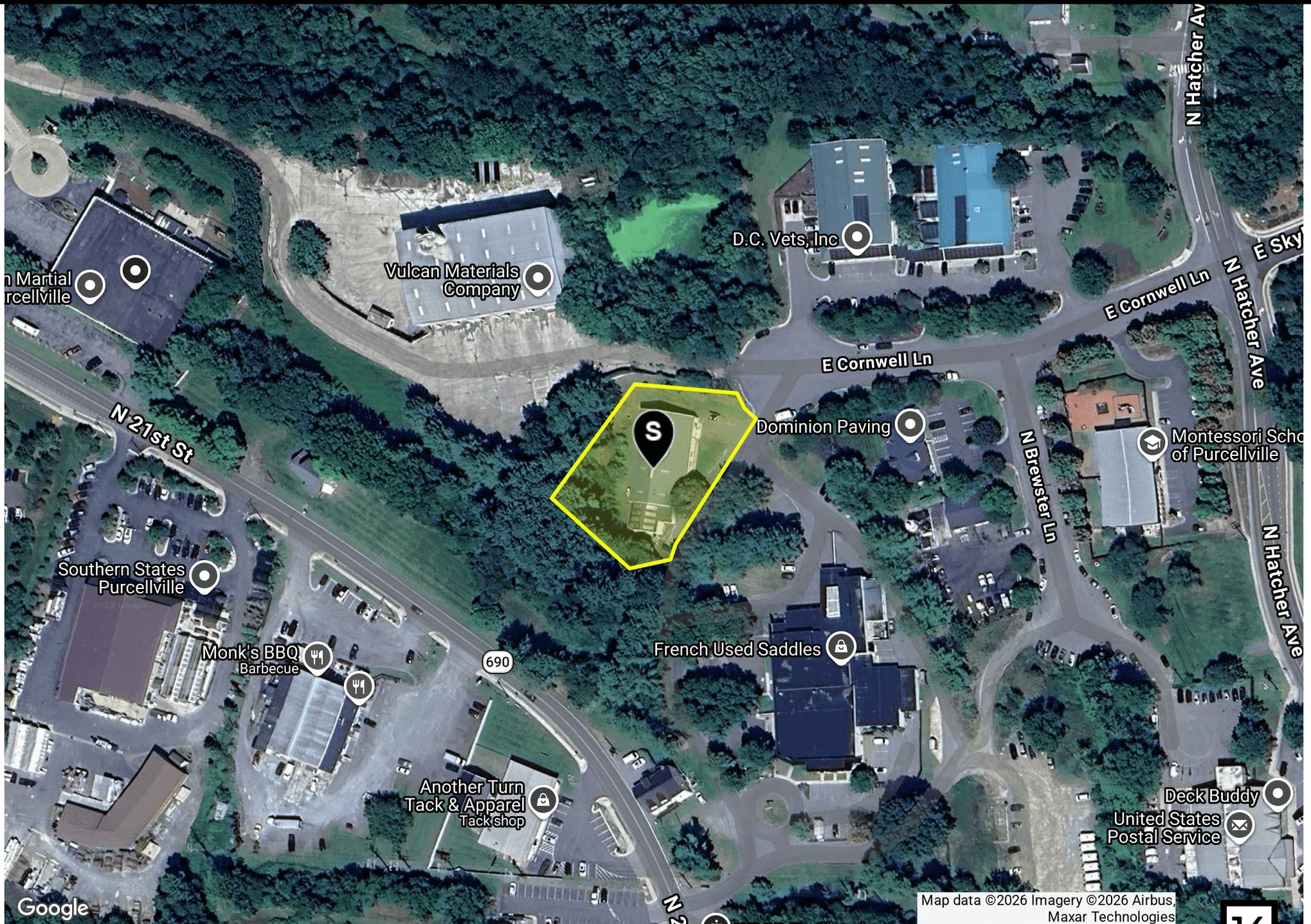
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AERIAL MAP





AREA OVERVIEW

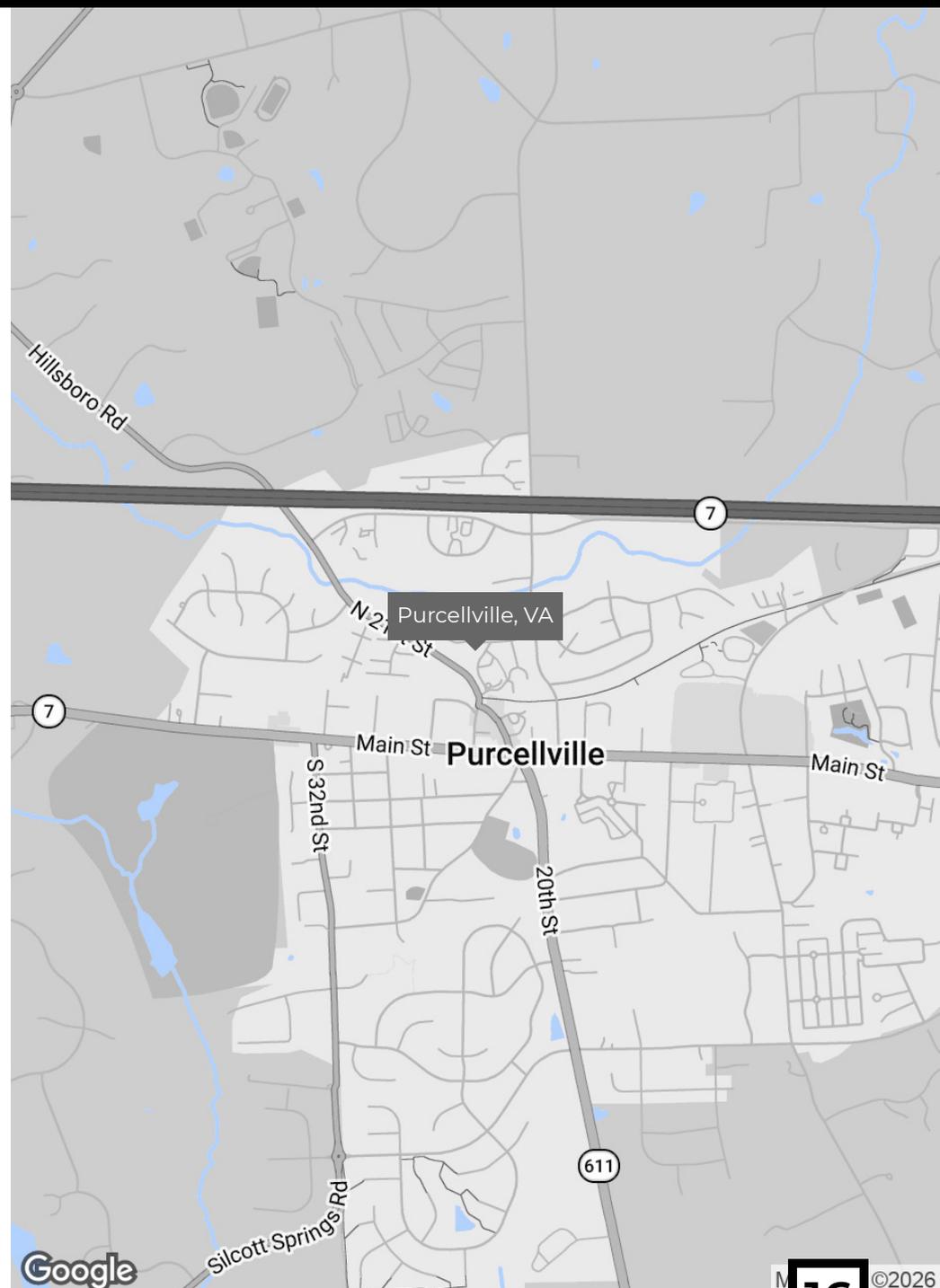
CITY INFORMATION

LOCATION DESCRIPTION

As of early 2026, the industrial real estate market in Loudoun County continues to stand out as a premier destination for businesses, driven by a persistent supply-demand imbalance and the continued expansion of the "Data Center Alley" infrastructure. While much of the county's industrial land has been absorbed by large-scale technology facilities, this has created an ultra-competitive landscape for traditional small-bay and flex industrial properties. Throughout the county, vacancy rates for these assets have remained remarkably low, often hovering near or below 3%, with Western Loudoun experiencing even tighter constraints. This scarcity has fueled resilient pricing and a surge in owner-user demand as local companies seek to secure long-term stability in a high-rent environment.

Narrowing the focus to the town of Purcellville, the business climate is characterized by an affluent, growing population and a notable "business-friendly" atmosphere that serves as a commercial anchor for the western portion of the county. High-income demographics, with median household incomes in the surrounding area frequently exceeding \$158,000, provide a robust customer base for service-oriented and recreational businesses. Because new industrial construction in Purcellville is strictly limited by specific zoning and geographical boundaries, existing properties like 105 E Cornwell St benefit from a natural "scarcity moat." This ensures that available space is often absorbed rapidly, as businesses migrate westward to escape the rising costs and saturation of eastern hubs like Sterling and Ashburn.

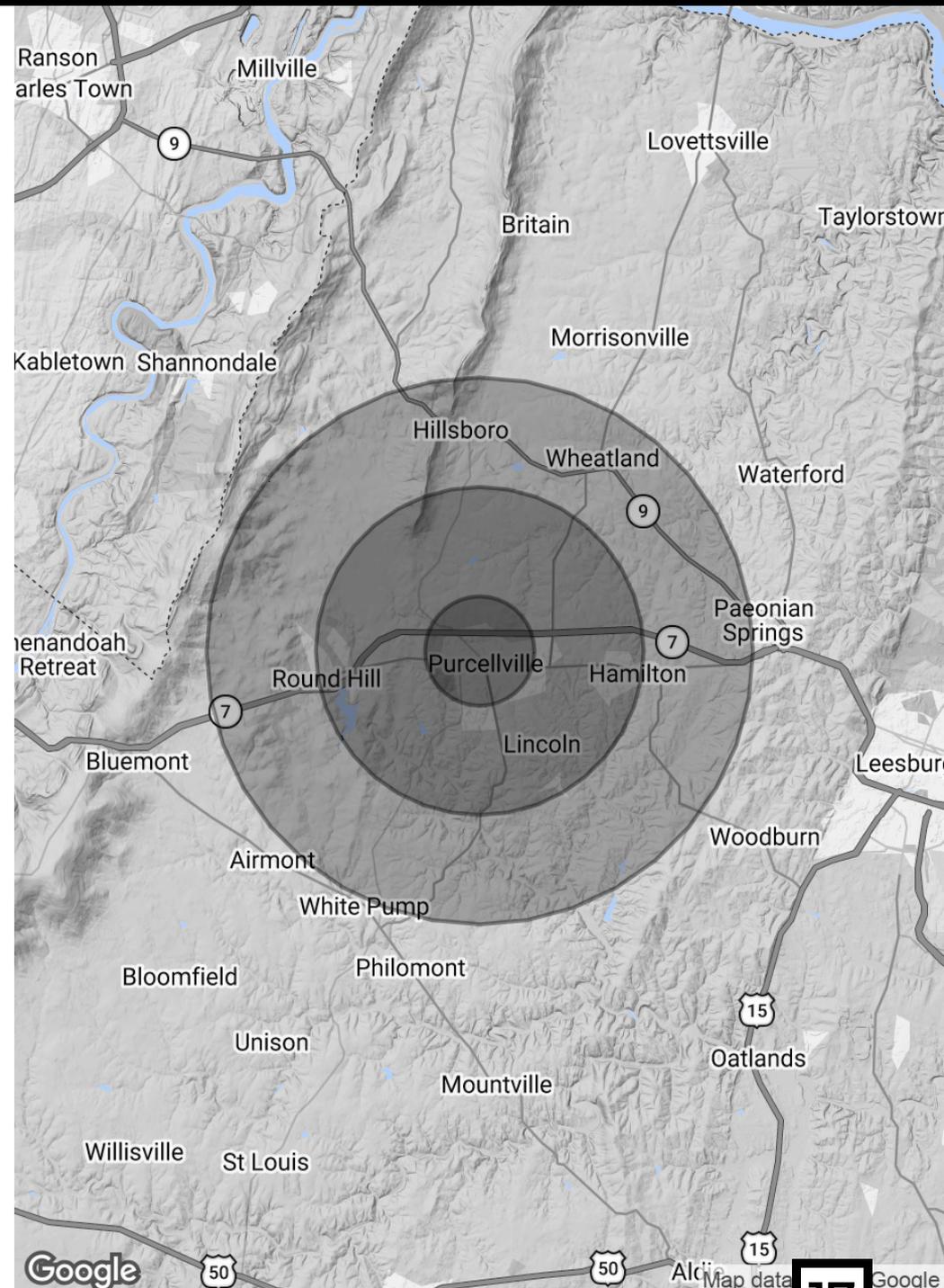
Strategically located within the Valley Industrial Park, 105 E Cornwell St offers exceptional logistical advantages due to its proximity to major transportation arteries. The property is situated just moments from Route 7 (Harry Byrd Hwy), the primary east-west corridor connecting Western Loudoun to the high-density tech and commercial centers of Leesburg, Tysons, and the broader D.C. metropolitan area. Additionally, its location provides efficient access to Route 9 (Charles Town Pike) and Route 15, facilitating seamless transit for service fleets and regional distribution.



DEMOGRAPHICS MAP & REPORT

POPULATION	1 MILE	3 MILES	5 MILES
TOTAL POPULATION	6,510	19,087	29,573
AVERAGE AGE	37	37	38
AVERAGE AGE (MALE)	36	36	37
AVERAGE AGE (FEMALE)	38	38	39
HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
TOTAL HOUSEHOLDS	2,111	5,979	9,338
# OF PERSONS PER HH	3.1	3.2	3.2
AVERAGE HH INCOME	\$199,283	\$223,050	\$237,349
AVERAGE HOUSE VALUE	\$719,546	\$775,502	\$849,061

Demographics data derived from AlphaMap





**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.

Serafin Real Estate
40834 Graydon Manor Lane, Leesburg, VA 20175
703.261.4809 | info@serafinre.com | <https://serafinre.com>

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

40834 Graydon Manor Lane
Leesburg, VA 20175
703.261.4809
serafinre.com

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
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