

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

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INVESTMENT OVERVIEW

EXECUTIVE SUMMARY



OFFERING SUMMARY

SALE PRICE:	Subject to Offer
EXISTING BUILDING SIZE:	9,364 SF
LOT SIZE:	0.41 Acres
NUMBER OF UNITS:	5
PRICE / SF:	-
NOI:	\$194,706
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 over \$190K 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

SUBJECT TO OFFER

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

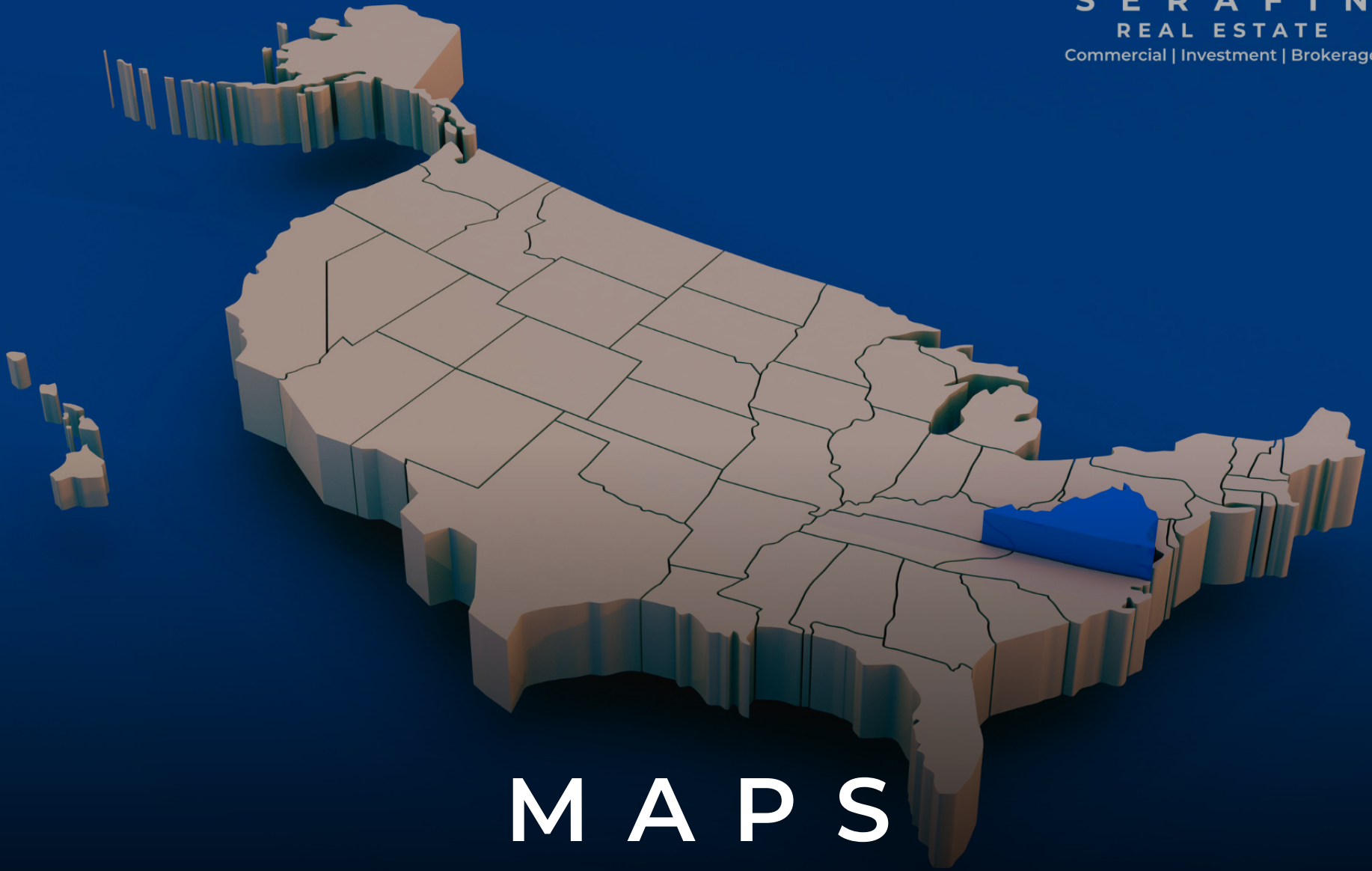
PROPERTY INFORMATION

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

BUILDING INFORMATION

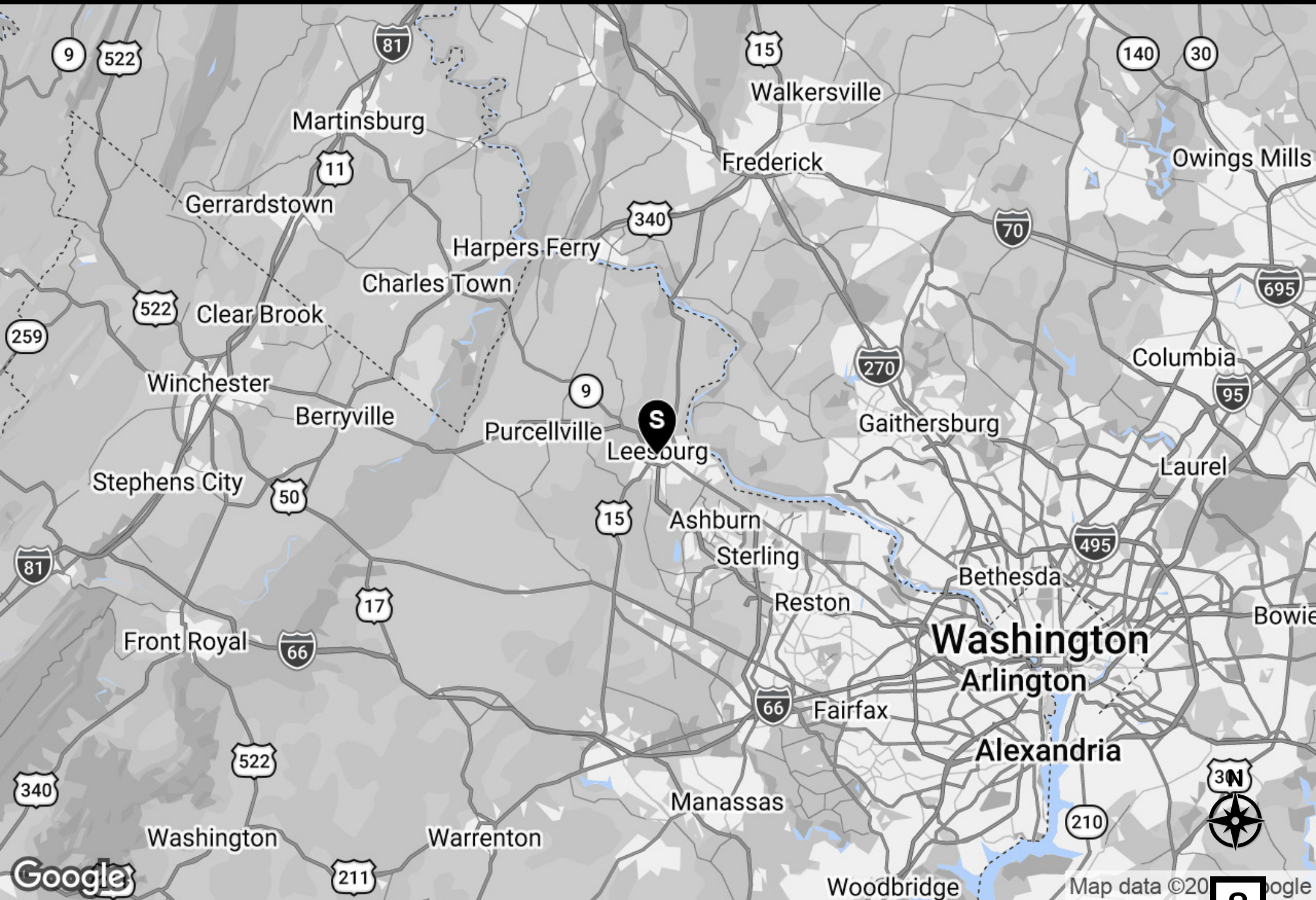
BUILDING SIZE	9,364 SF
NOI	\$194,706.64
CAP RATE	5.41
OCCUPANCY %	100.0%
TENANCY	Multiple
YEAR LAST RENOVATED	2020
ROOF	Metal, Gable
FREE STANDING	Yes
NUMBER OF BUILDINGS	1



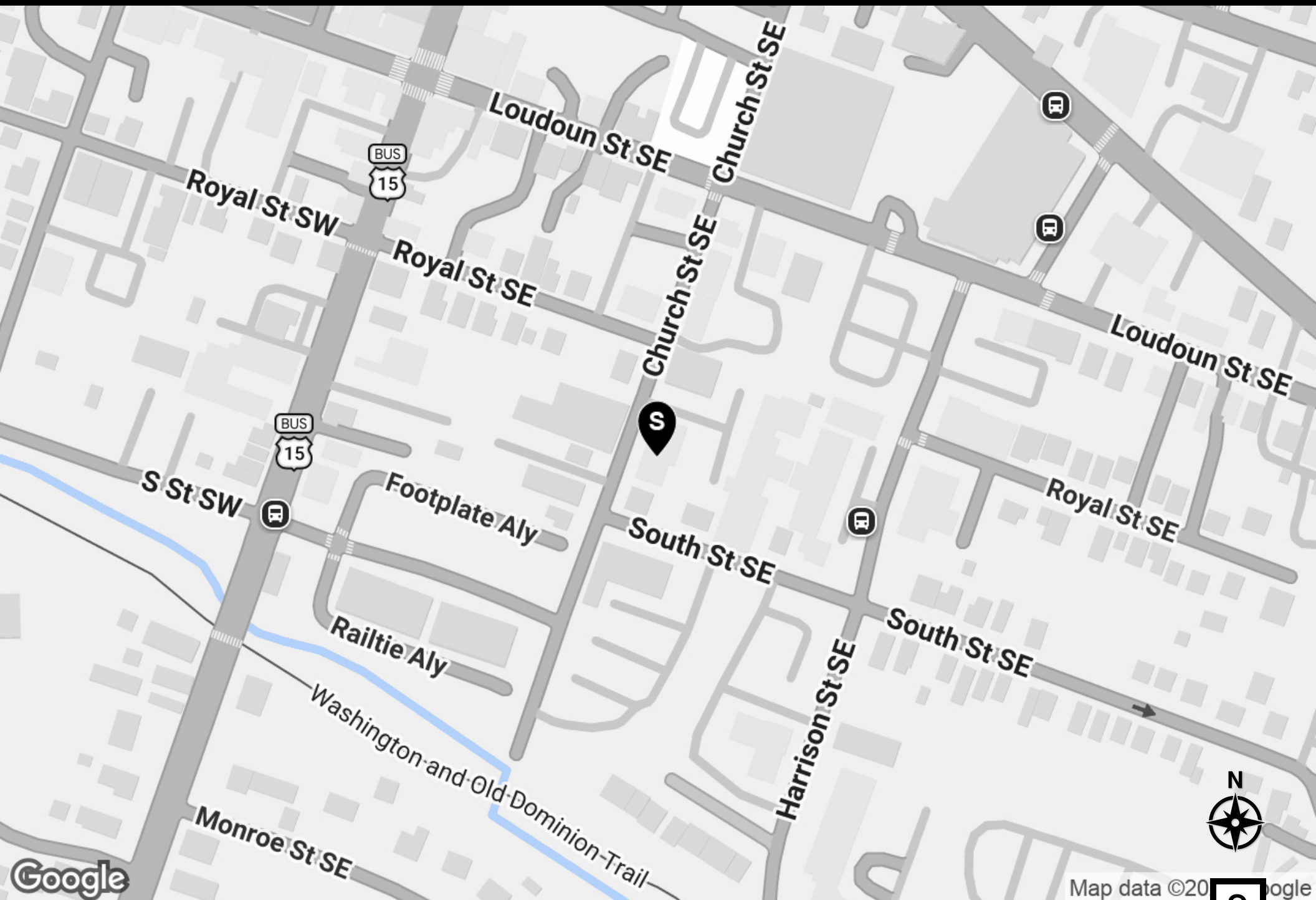


M A P S

REGIONAL MAP



LOCATION MAP



Google

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Map data ©2019 Google



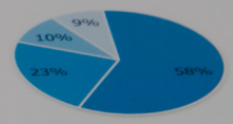
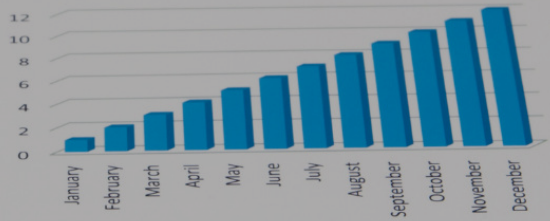
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FINANCIAL OVERVIEW

Fund	Unit Price	NAV	Prem/(disc)	Dividend Yield
BKSCP	9.90	12.20	81.13%	6.48%
SKWLD	12.20	52.12	55.64%	5.54%
IWLKS	53.45	15.15	45.54%	7.84%
SKWOS	62.15	68.15	78.15%	8.14%
ISKJLS	14.15	20.54	30.48%	1.41%
AKSDK	33.45	40.14	51.14%	4.88%
PKDKJ	70.44	65.45%	6.44%	
KSFKW	60.45	56.41%	5.55%	
ISKJLS	15.13	35.54%	7.15%	
AKSDK	30.14	40.55%	8.88%	
PKDKJ	15.13	35.54%	7.15%	
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PKDKJ	15.13	35.54%	7.15%	
KSFKW	14	51.14%	4.88%	
ISKJLS	7	81.13%	6.48%	
AKSDK	30.48%	1.41%		
PKDKJ	35.54%	7.15%		
KSFKW	55.64%	5.54%		
ISKJLS	45.54%	7.84%		
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ISKJLS	14.15	20.54	30.48%	1.41%
AKSDK	33.45	40.14	51.14%	4.88%
PKDKJ	85.15	70.44	65.45%	6.44%
KSFKW	77.15	60.45	56.41%	5.55%
PKDKJ	85.15	70.44	65.45%	6.44%
KSFKW	77.15	60.45	56.41%	5.55%

RENT ROLL

SUITE	TENANT NAME	MONTHLY RENT	ANNUAL RENT	LEASE START	LEASE END
208, #001	Hair Salon	\$1,400	\$16,800	2/1/2022	01/31/2027
208, #100/105	Coffee Shop	\$6,772	\$81,265	1/19/2023	2/29/2028
208, #200	Podcast Studios	\$3,500	\$42,000	5/1/2026	4/30/2027
208, #210	Office Tenant	\$700	\$8,400	3/1/2026	2/28/2027
208, #220	Office Tenant	\$900	\$10,800	2/1/2026	1/31/2027
210, #101	Hair Salon	\$2,400	\$28,800	5/1/2020	4/30/2027
210, #201	Podcast Studio	\$2,200	\$26,400	6/1/2024	4/30/2027
TOTALS		\$17,872	\$214,465		

INCOME & EXPENSES



INCOME SUMMARY

GROSS INCOME	\$214,465
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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	\$194,707
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Enter comments here...



AREA OVERVIEW

CITY INFORMATION

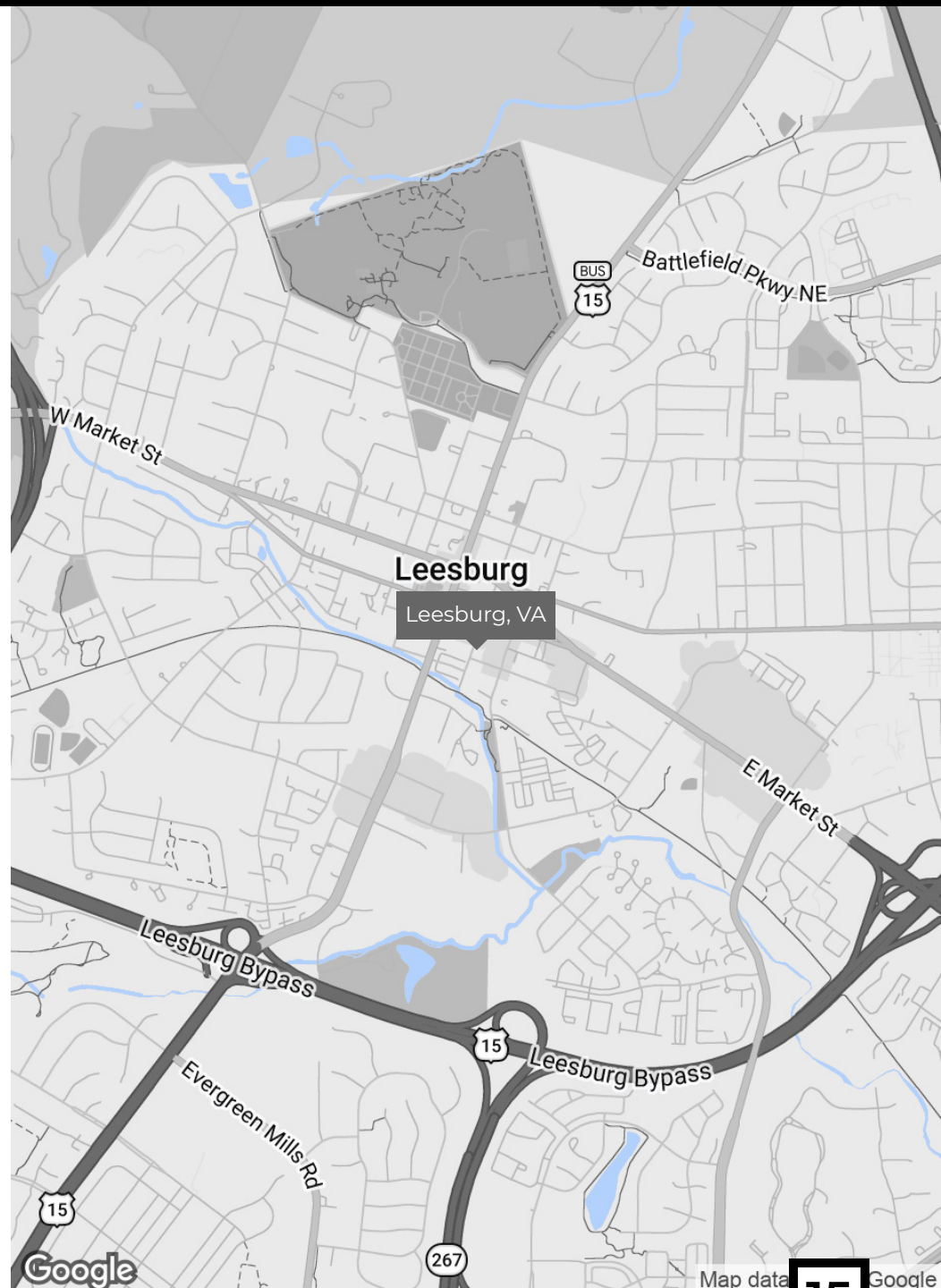
LOCATION DESCRIPTION

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.

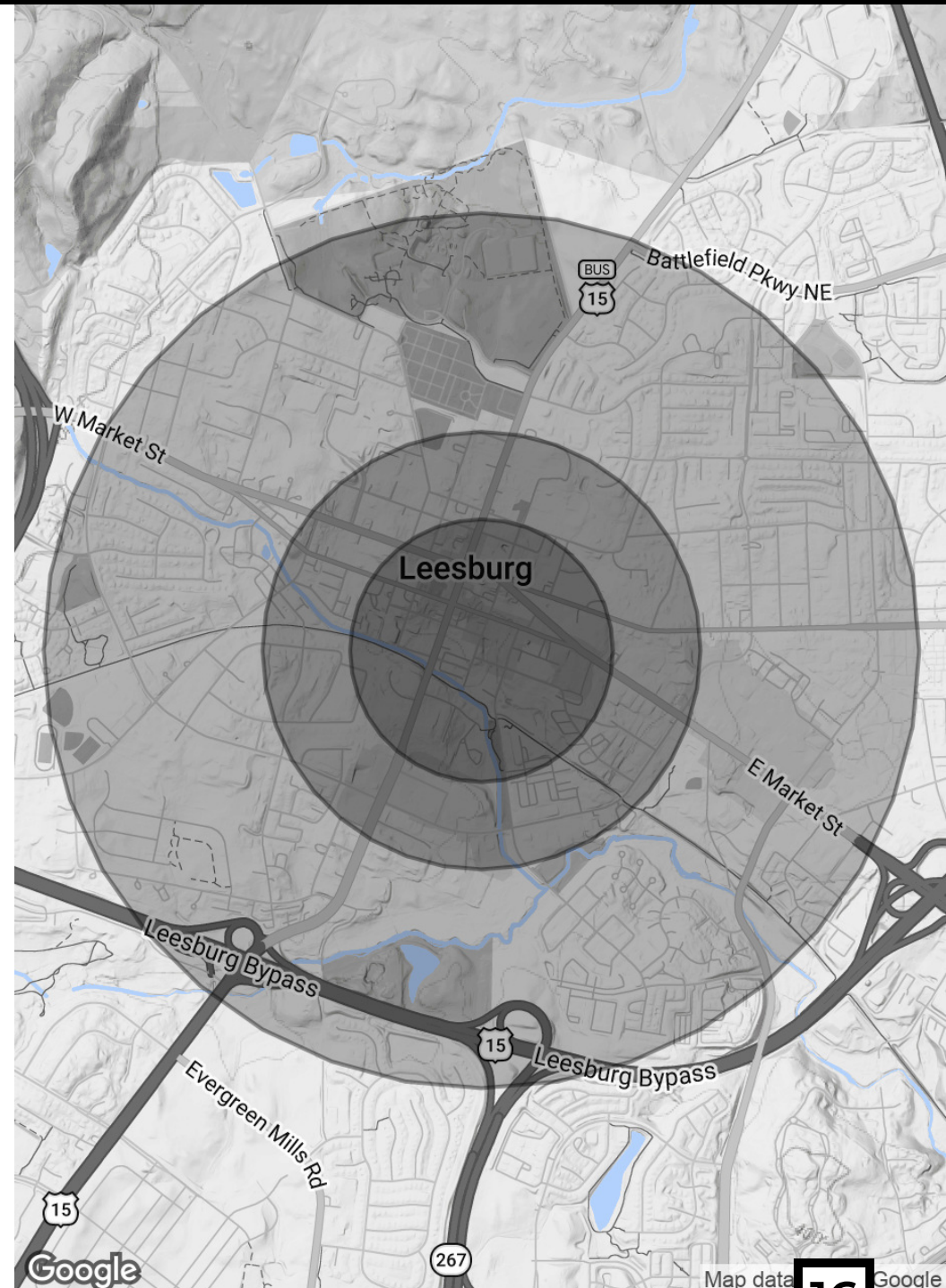
Moreover, the town's commitment to preserving its historic charm while fostering economic development makes it an attractive destination for both residents and visitors. With excellent connectivity via Route 7 and the Dulles Greenway, this location offers both charm and convenience, making it a prime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



Map data © Google

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2022
BEST OF
LOUDOUN
Loudoun Times-Mirror

B R O K E R

2023
BEST OF
LOUDOUN
Loudoun Times-Mirror

2024
BEST OF
LOUDOUN
Loudoun Times-Mirror

WINNER

WINNER

WINNER

I N F O R M A T I O N

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2022
**BEST OF
LOUDOUN**
Loudoun County Office
WINNER

\$653M
in Sold Transaction
Volume

2023
**BEST OF
LOUDOUN**
Loudoun County Office
WINNER

1.35M
Total SF Sold

\$130M
in Active Listing
Inventory


2024
**BEST OF
LOUDOUN**
Loudoun County Office
WINNER


#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**.

 40834 Graydon Manor Lane
Leesburg, VA 20175

 703.261.4809

 info@serafinre.com

 www.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
gwetmore@serafinre.com

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.