

OWNER/USER

# BUILDING FOR SALE

**WEST OAKS EXECUTIVE PARK 2**  
3702 Pender Drive, Fairfax, VA 22030

OPPORTUNITY

**PROMINENT OFFICE BUILDING  
WITH HIGH VISIBILITY  
FRONTAGE ON I-66**



## HIGHLIGHTS



Superior location  
off I-66 and Rt.  
50 in Fairfax  
Center



Excellent signage  
potential on Rt.  
66



60.00%  
Total immediate  
vacancy



Class A common  
area finishes



Minutes from Fair  
Oaks Mall, Fairfax  
Corner and East  
Market



Four delis within  
walking distance



Amenities such as  
health club, hotel,  
day care, and  
banks within  
minutes



Outdoor patio  
overlooking pond  
for building  
tenants



## SALES PRICE

- \$11,000,000 (\$141.76 PSF)



## BUILDING SIZE

- 77,595 SF



**LEGAT**<sup>SM</sup>  
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**JAMES LEGAT**

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Senior Vice President

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Building Signage Available on I-66

## RENT ROLL

Unit	Receivable Unit Square Footage	Current Tenant	Lease Start Date	Intended Lease End Date	Monthly Amount	Lease (Rent) Monthly \$/SF	Annual Amount	Annual \$/SF	Ref. Next Increase	% Market Rent
30000 Pender Drive, Fairfax, VA 22030										
101	2,000 7.4%	VARCOM	12/1/2020	11/30/2027	\$4,896.00	\$1.95	\$58,752.00	\$29.38	12/1/21	3.0%
102	2,000 9.3%	CCPS	9/1/2020	7/31/2027	\$6,019.00	\$3.01	\$72,228.00	\$36.11	9/1/21	3.0%
200	2,000 6.7%	Luffier Phillips PLC	3/1/2019	2/28/2025	\$7,305.00	\$3.65	\$87,660.00	\$43.83	1/1/21	3.0%
201	2,000 7.2%	VACANT			\$6,264.17		\$75,170.00	\$37.59		
202	2,000 3.7%	VACANT			\$6,784.17		\$81,410.00	\$40.71		
300	1,801 3.0%	Price Removably	3/1/2020	4/30/2027	\$4,277.31	\$2.37	\$51,327.00	\$28.50	10/1/21	3.0%
304	1,200 3.8%	Acadia Title LLC	4/1/2020	3/31/2024	\$1,100.00	\$0.92	\$13,200.00	\$11.00	4/1/21	3.75%
304A	1,207 4.0%	Acadia Title	12/31/2019	12/31/2024	\$1,100.00	\$1.40	\$13,200.00	\$11.40	12/31/21	4.0%
307	1,275 3.0%	Hart & Hansen P.C.	3/1/2019	2/28/2025	\$5,400.00	\$4.24	\$64,800.00	\$51.28	3/1/21	3.0%
307A	2,479 25.2%	Shewart Title & Escrow	3/1/2020	2/28/2024	\$19,375.00	\$7.82	\$232,500.00	\$94.43	3/1/21	3.0%
309	2,207 4.0%	Parade and Harley	3/1/2020	2/28/2025	\$4,804.00	\$2.18	\$57,648.00	\$26.12	4/1/21	3-3.25%
309A	1,207 4.0%	Polkman Family LLC	3/1/2020	2/28/2025	\$2,944.00		\$35,328.00	\$29.25	3/1/24	4.0%
310	307 1.7%	Polkman	3/1/2020	2/28/2025	\$1,295.00		\$15,540.00	\$50.85	3/1/24	4.0%
400	2,400 0%				\$6,147.00		\$73,764.00	\$30.73		
Storage #1	100	Shewart Title & Escrow	N/A	N/A	\$136.00	\$0.44	\$1,632.00	\$7.46	N/A	
Storage #2	100	Shewart Title & Escrow	N/A	N/A	\$274.00	\$0.44	\$3,288.00	\$7.46	N/A	
Storage #3	100	CCPS - Sublease	3/1/2020	2/28/2027	\$136.01	\$1.04	\$1,632.00	\$16.32	10/31/21	
Storage #4	40	INSURANCE STORAGE								
Storage #5	207	Shewart Title & Escrow	N/A	N/A	\$175.00	\$0.44	\$2,100.00	\$7.46	N/A	

Total Occupied: 27,070 SF

Total Vacant: 48,843 SF

Vacancy %: 64.34%

Disclaimer: We obtained the information above from sources we believe to be reliable. However, we have not verified its accuracy and make no guarantee, warranty or representation about it. It is submitted subject to the possibility of errors, omissions, change of price, rental or other conditions, prior sale, lease or financing, or withdrawal without notice. We include projections, opinions, assumptions or estimates for example only, and they may not represent current or future performance of the property. You and your tax and legal advisors should conduct your own investigation of the property and transaction.



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STACKING PLAN

Unit	Remainable Area Square Footage	Current Tenant	Lease Start Date	Intended Lease End Date	Monthly Amount	Lease (Per) Month \$/SF	Annual Amount	Annual \$/SF	Exp. Lease Increase	% Capex Cost
3702 Pender Drive, Fairfax, VA 22030										
101	2,000 7.4%	WATSON	12/1/2020	11/30/2027	\$4,896.00	\$1.95	\$58,752.00	\$29.38	10/1/21	3.0%
102	2,000 9.3%	CCPS	9/1/2020	7/31/2027	\$6,019.00	\$3.01	\$72,228.00	\$36.11	4/1/21	3.0%
200	2,000 9.7%	Laffey PH&S, LLC	3/1/2019	2/28/2025	\$7,305.00	\$3.65	\$87,660.00	\$43.83	1/1/21	3.0%
201	2,000 7.2%	VACANT			\$6,884.17	\$3.44	\$82,610.00	\$41.30		
202	2,000 3.7%	VACANT			\$6,794.17	\$3.40	\$81,530.00	\$40.76		
300	1,801 3.0%	Price Demoville	3/1/2020	4/30/2027	\$4,277.00	\$2.37	\$51,324.00	\$28.50	10/1/21	3.0%
304	1,300 3.0%	Acadia Title LLC	4/1/2020	3/31/2024	\$5,400.00	\$4.15	\$64,800.00	\$49.46	4/1/21	3.75%
304A	1,207 4.0%	Adria Real	12/31/2019	12/31/2024	\$5,400.00	\$4.50	\$64,800.00	\$53.76	4/1/21	4.0%
307	1,275 3.0%	Hart & Hosen P.C.	3/1/2019	2/28/2024	\$4,400.00	\$3.45	\$52,800.00	\$41.41	3/1/21	3.0%
400/401A	6,279 25.3%	Shenoy Title & Service	3/1/2020	2/28/2026	\$19,275.00	\$3.07	\$231,300.00	\$36.85	3/1/21	3.0%
501	2,247 4.0%	Pennell and Hickey	3/1/2020	2/28/2025	\$4,824.00	\$2.15	\$57,888.00	\$25.72	4/1/21	3-3.25%
502	1,200 4.0%	Patterson Family LLC	3/1/2020	2/28/2025	\$2,944.00	\$2.45	\$29,208.00	\$24.34	3/1/24	4.0%
510	897 1.7%	Patterson LLC	3/1/2020	2/28/2025	\$1,295.00	\$1.44	\$15,540.00	\$17.32	3/1/24	4.0%
600	2,400 0%	VACANT			\$6,149.00	\$2.56	\$73,788.00	\$30.74		
Storage #1	100	Shenoy Title & Service	N/A	N/A	\$156.00	\$0.64	\$1,872.00	\$1.87	N/A	
Storage #2	100	Shenoy Title & Service	N/A	N/A	\$174.00	\$0.64	\$2,088.00	\$2.09	N/A	
Storage #3	100	CCPS - Sublease	3/1/2020	2/28/2027	\$136.21	\$1.36	\$1,634.52	\$1.63	10/31/19	
Storage #4	40	UNASSIGNED STORAGE								
Storage #5	207	Shenoy Title & Service	N/A	N/A	\$170.00	\$0.64	\$2,040.00	\$1.66	N/A	

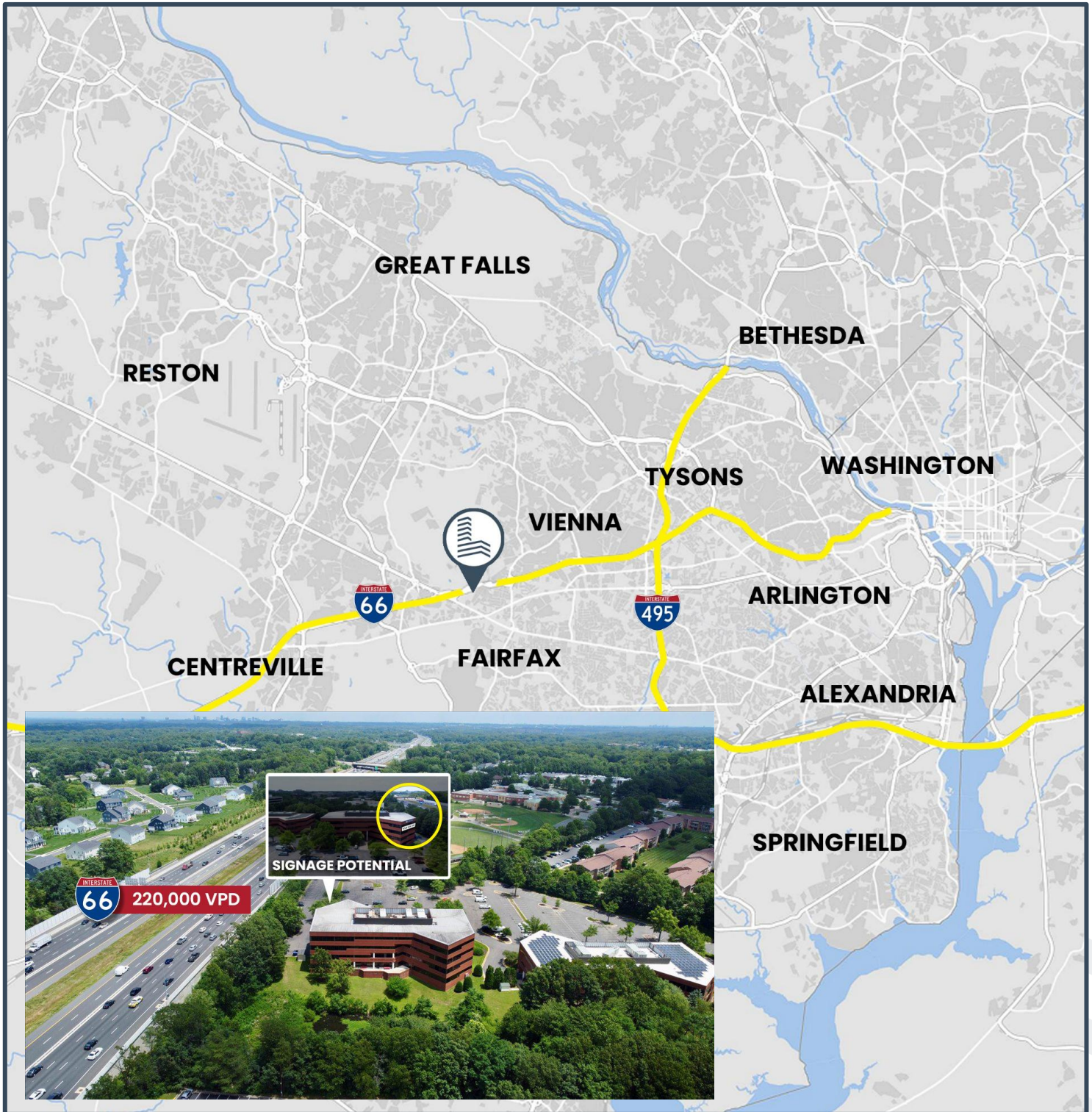
Please execute the NDA for full financial details



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## LOCATION MAP



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## AMENITY MAP



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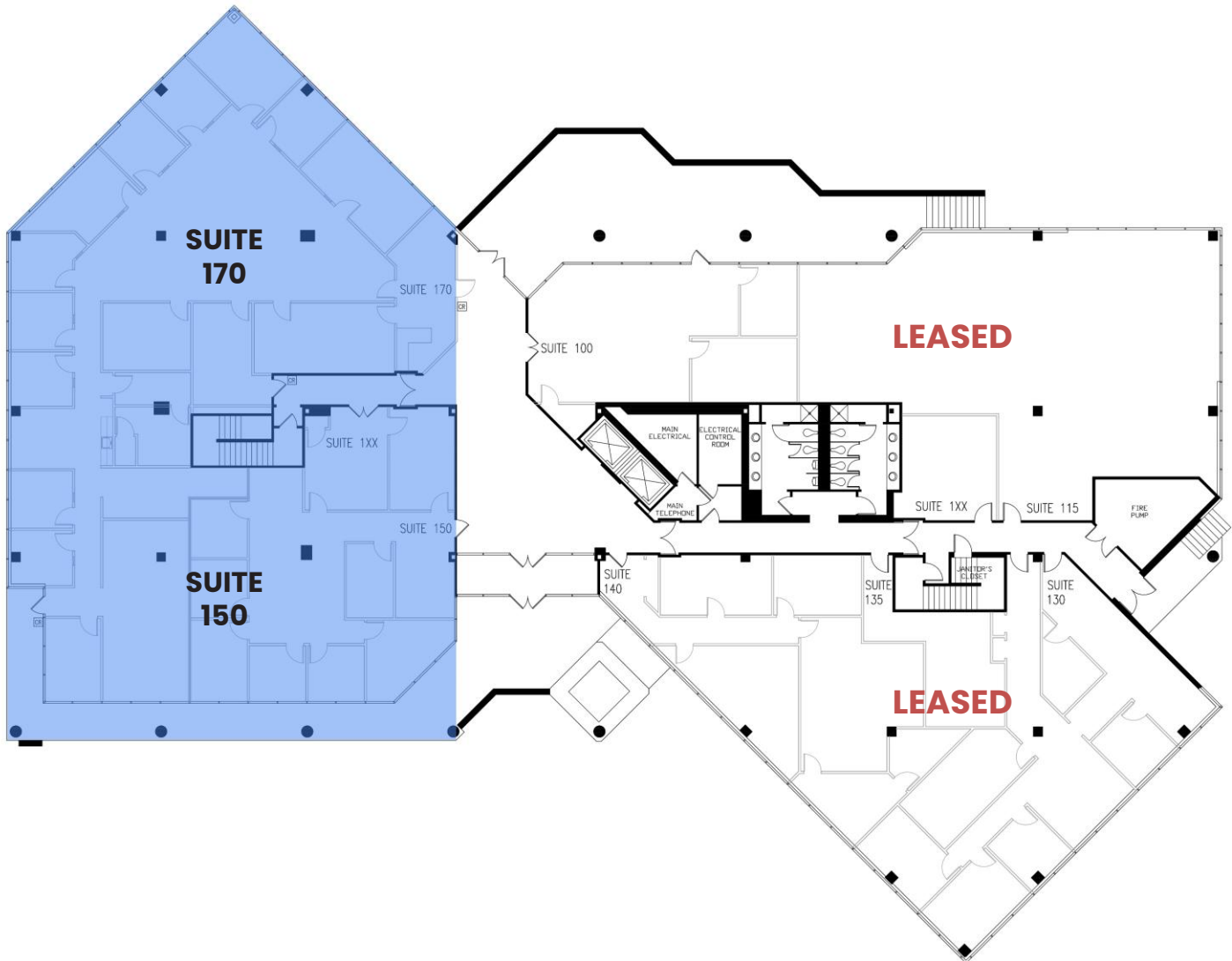
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Suite 150: 1,740 SF

Suite 170: 7,013 SF

## FIRST FLOOR (Total vacant: 8,753 SF)



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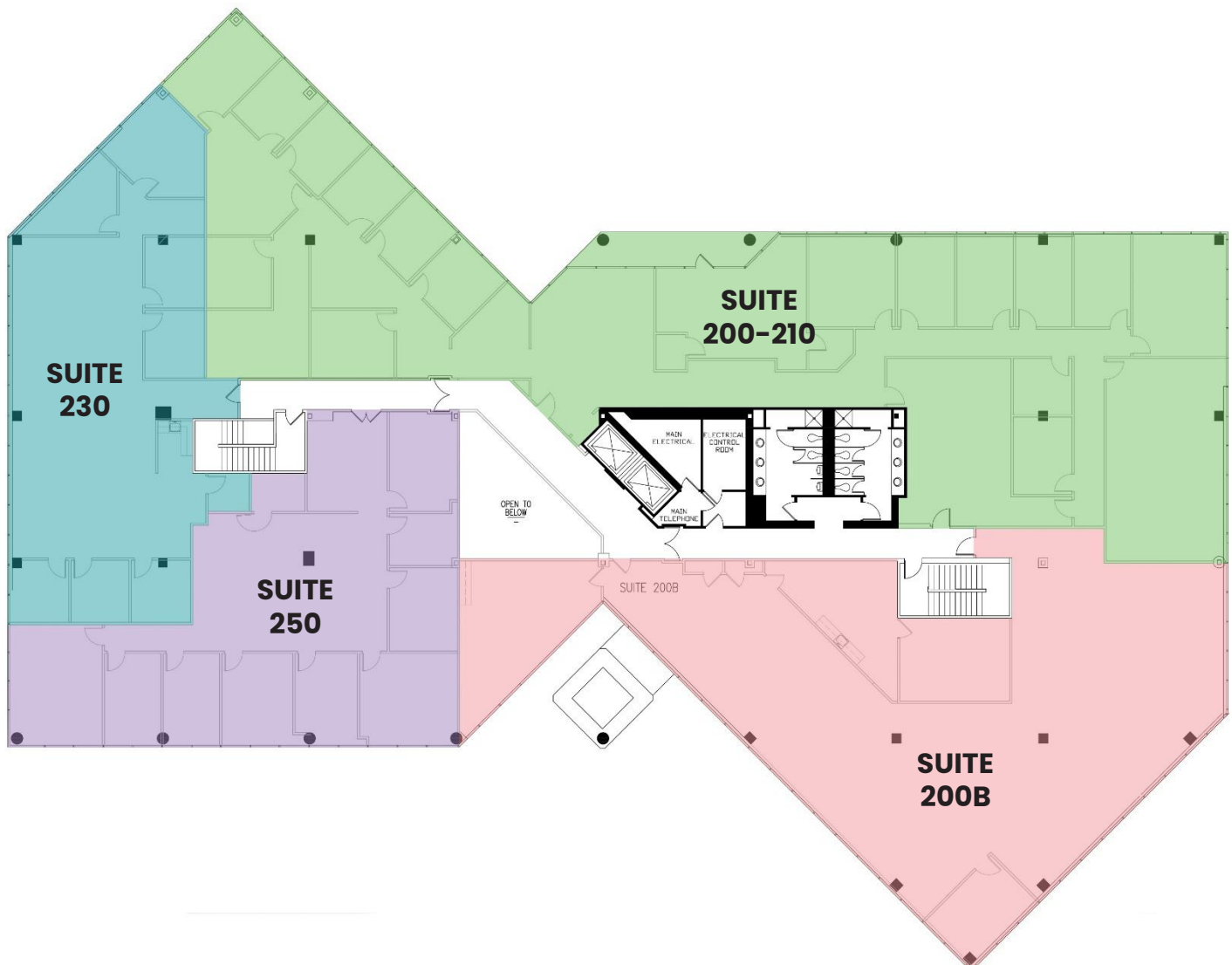
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Suite 200-210:	7,649 SF	Suite 230:	3,014 SF
Suite 200-B:	5,480 SF	Suite 250:	3,240 SF

## SECOND FLOOR (Total Contiguous Vacant: 19,383 RSF)



**WEST OAKS EXECUTIVE PARK 2**  
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Suite 305: 4,942 SF

The floor plan of the 3rd floor is divided into several color-coded sections:

- SUITE 303** (Pink): Located in the top left corner.
- SUITE 310** (Green): Located in the top right corner.
- SUITE 300** (Blue): A large section in the bottom left.
- SUITE 310** (Teal): A large section in the bottom right.
- SUITE 350** (Purple): A large section in the bottom right, adjacent to the teal SUITE 310.

Common areas and other labels include:

- SUITE 320**: Located near SUITE 303.
- SUITE 3XX**: Located near SUITE 300 and SUITE 310 (Green).
- SUITE NIC**: Multiple locations throughout the floor, including near SUITE 300, SUITE 310 (Teal), and SUITE 350.
- MAIN ELECTRICAL**, **ELECTRICAL CONTROL ROOM**, and **MAIN TELEPHONE**: Located in the central corridor area.
- Staircases**: Indicated by sets of parallel lines in white areas.



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# FLOOR PLANS HIGHLIGHTING VACANCIES

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Suite 400: 4,369 SF

Suite 410: 4,323 SF

## FOURTH FLOOR (Total: 8,692 RSF)



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## EXTERIOR PHOTOS



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## INTERIOR PHOTOS

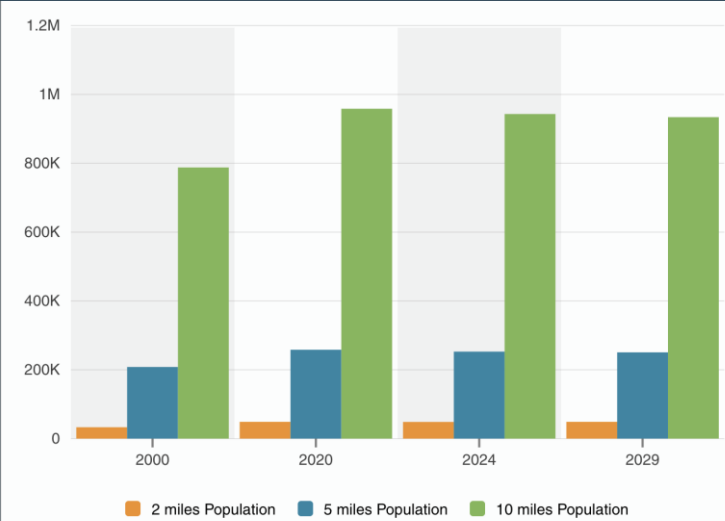


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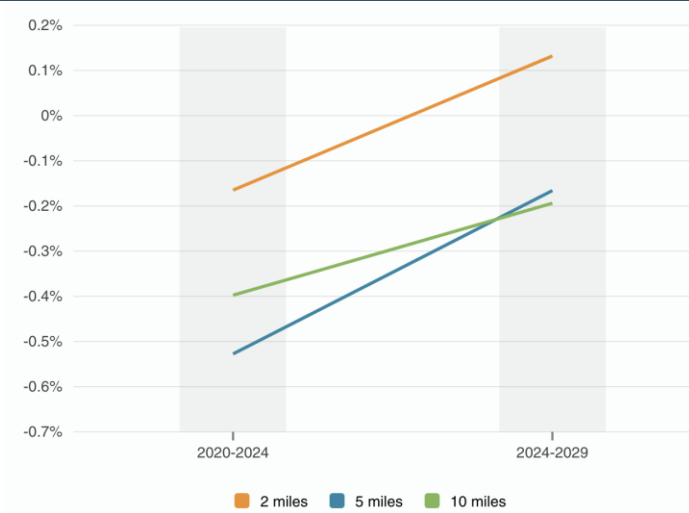
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DEMOGRAPHICS

POPULATION



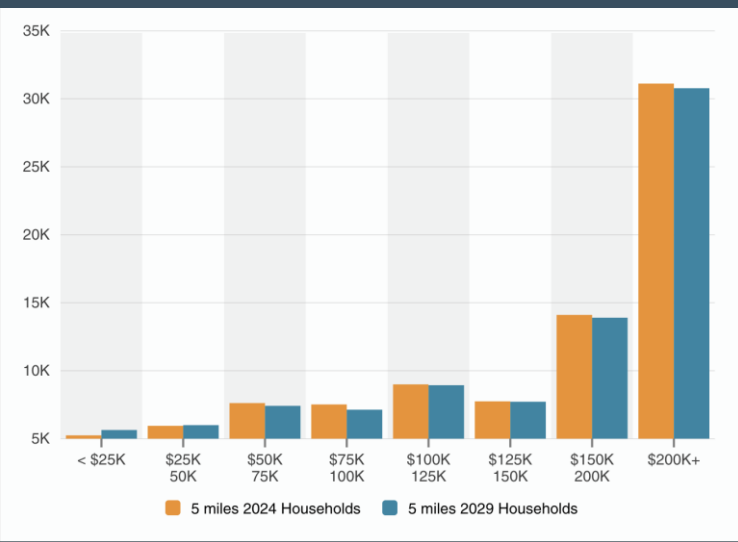
ANNUAL POPULATION GROWTH



INCOME

	2 miles	5 miles
Avg Household Income	\$150,563	\$176,937
Median Household Income	\$125,060	\$153,807
< \$25,000	1,455	5,246
\$25,000 - 50,000	1,874	5,947
\$50,000 - 75,000	2,107	7,621
\$75,000 - 100,000	1,857	7,520
\$100,000 - 125,000	2,212	8,994
\$125,000 - 150,000	1,862	7,749
\$150,000 - 200,000	2,958	14,105
\$200,000+	4,694	31,120

HOUSEHOLD INCOME



TRAFFIC

Collection Street	Cross Street	Traffic Volume	Count Year
I- 66	Waples Mill Rd W	191,781	2025
I 66	Waples Mill Rd W	168,190	2025



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EXPENSES AND ANALYSIS

OPERATING EXPENSES	PSF	
Real Estate Taxes	\$2.05	\$75,900
Water and Sewer	\$0.17	\$5,807
Electricity	\$1.42	\$48,796
Phone - not inc cameras	\$0.01	\$408
Trash Removal	\$0.06	\$2,235
Paint - HVAC	\$0.09	\$3,296
Paint - Misc	\$0.09	\$3,036
Elevator	\$0.07	\$2,560
Insurance	\$0.17	\$5,807
Fire Alarm & Security	\$0.17	\$5,807
Pest Control		\$875
Landscaping	\$0.09	\$3,036
Cleaning Service	\$1.00	\$33,000
Handicap	\$0.17	\$5,807
Bus Stop - City	\$0.04	\$1,456

SALES PRICE \$11,000,000  
(\$141.76 PSF)

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## Confidentiality Agreement

**Legat Commercial Real Estate, LLC.**, as exclusive broker (“Listing Broker”) has been retained for the sale of the property known as **3702 Pender Dr. in Fairfax, VA 22030.**

To receive an Offering Memorandum and/or supporting financial information (“Offering Memorandum”) please read, sign and return this completed Confidentiality Agreement to Listing Broker. The Offering Memorandum has been prepared by Listing Broker for use by a limited number of parties and does not purport to provide a necessarily accurate summary of the property or any of the documents related thereto, nor does it purport to be all-inclusive or to contain all of the information that prospective Buyers may need or desire. Analysis and verification of the information contained in the Offering Memorandum are solely the responsibility of the prospective Buyer. Additional information and an opportunity to inspect the property will be made available to interested and qualified prospective Buyers.

The Seller and Listing Broker each expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers regarding the Property and/or to terminate discussions with any entity at any time with or without notice. The Seller shall have no legal commitment or obligations to any entity reviewing the Offering Memorandum or making an offer to purchase the Property unless a written agreement for the purchase of the Property has been fully executed, delivered, and approved by the Seller and its legal counsel, and any conditions to the Seller’s obligation there under have been satisfied or waived.

The Offering Memorandum and the contents, except such information that is a matter of public record or is provided in sources available to the public, are of a confidential nature. By accepting the Offering Memorandum, you agree that you will hold and treat it in the strictest confidence, that you will not photocopy or duplicate it, that you will not disclose the Offering Memorandum or any of the contents to any other entity (except to outside advisors retained by you, if necessary, for your determination of whether or not to make an offer and from whom you have obtained an agreement of confidentiality) without prior written authorization of the Seller or Listing Broker, and that you will not use the Offering Memorandum or any of the contents in any fashion or manner detrimental to the interest of the Seller or Listing Broker. The term of this Confidentiality Agreement shall be two (2) year from the date this Agreement is fully executed by the Buyer and Buyer’s Broker (if any).

Neither Buyer or Buyer’s broker may use any information for any prospecting activities.

Monetary damages are not a sufficient remedy for any breach of this Agreement by the Buyer or Buyer Broker. Listing Broker and its client are entitled to seek injunctive relief in connection with any such breach in addition to any other remedies or rights available at law and in equity.

THIS AGREEMENT SHALL BE GOVERNED BY AND CONSTRUED IN ACCORDANCE WITH THE LAWS OF THE STATE OF VIRGINIA APPLICABLE TO CONTRACTS BETWEEN THE PARTIES THAT ARE TO BE WHOLLY PERFORMED WITHIN SUCH STATE. THE OWNER AGREES THAT ANY ACTION OR PROCEEDING ARISING OUT OF OR RELATED IN ANY WAY TO THIS AGREEMENT SHALL BE BROUGHT SOLELY IN A COURT OF COMPETENT JURISDICTION SITTING IN LOUDOUN COUNTY, VIRGINIA. BUYER HEREBY





IRREVOCABLY AND UNCONDITIONALLY CONSENTS TO THE JURISDICTION OF ANY SUCH COURT AND HEREBY IRREVOCABLY AND UNCONDITIONALLY WAIVES ANY DEFENSE OF AN INCONVENIENT FORUM TO THE MAINTENANCE OF ANY ACTION OR PROCEEDING IN ANY SUCH COURT, ANY OBJECTION TO VENUE WITH RESPECT TO ANY SUCH ACTION OR PROCEEDING AND ANY RIGHT OF JURISDICTION ON ACCOUNT OF THE PLACE OF RESIDENCE OR DOMICILE OF ANY PARTY THERETO. BUYER HEREBY IRREVOCABLY AND UNCONDITIONALLY AGREES TO ALL OF WHICH IS CONTAINED HEREIN.

**You further agree that you are not working with any broker other than Listing Broker, or the Buyer Broker registered below (who will be compensated through a separate agreement with Listing Agent or Buyer).**

**AGREED AND ACCEPTED:**

*Buyer Broker must be declared if applicable*

**Buyer Signature:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Printed Name: Company:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Address:** \_\_\_\_\_ **Phone:** \_\_\_\_\_

**City,** \_\_\_\_\_ **State,** \_\_\_\_\_ **Zip:** \_\_\_\_\_

**Broker Signature:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Printed Name: Company:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Address:** \_\_\_\_\_ **Phone:** \_\_\_\_\_

**City,** \_\_\_\_\_ **State,** \_\_\_\_\_ **Zip:** \_\_\_\_\_

*Please return via email to [jlegat@legatcre.com](mailto:jlegat@legatcre.com) or [awallace@legatcre.com](mailto:awallace@legatcre.com)*