

Ashburn Mill On The Trail

20704 Ashburn Rd, Ashburn, VA 20147

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An aerial photograph of a suburban neighborhood. In the foreground, a large, irregularly shaped area is highlighted with a thick black outline and a semi-transparent yellow-green fill. This highlighted area contains a faint, semi-transparent image of a house with a gabled roof. To the left of this area, a paved path runs diagonally, with the text "W&O Trail" visible on it. The surrounding area includes various houses, some with multiple stories and gabled roofs, interspersed with green trees. A large, dark-roofed building, possibly a barn or warehouse, is visible in the middle ground. In the background, a road curves through the neighborhood, and a large electrical transmission tower stands prominently on the right side. The sky is blue with scattered white clouds.

PROPERTY INFORMATION

EXECUTIVE SUMMARY



OFFERING SUMMARY

LEASE RATE:	\$32.00 SF/yr (NNN)
BUILDING SIZE:	9,600 SF
AVAILABLE SF:	7,100 - 9,600 SF
PARKING SPACES:	70+
NUMBER OF UNITS:	2
YEAR BUILT:	1995
RENOVATED:	2025

PROPERTY OVERVIEW

Serafin Real Estate is proud to offer for lease the Historic Ashburn Mill, a 9,600 SF fully renovated commercial property located at 20704 Ashburn Road in Ashburn, Virginia. Positioned directly along the W&OD Trail with frontage on Ashburn Road, this high-visibility site features two buildings, including a five-bay, 2,500 SF garage, and approximately 70 surface parking spaces. Zoned RC, the property allows for a variety of uses including retail, restaurant, brewery, medical, office, pet services, and more. Offered at \$32/SF NNN, this site blends historic charm with strategic functionality in one of Loudoun County's most desirable locations.

Situated in the affluent Route 7 Corridor submarket, this location benefits from strong demographics and unmatched accessibility. Within a one-mile radius, the average household income exceeds \$211,000, and the property sees over 8,700 vehicles per day plus high foot traffic from trail users. Minutes from Route 7, the Dulles Greenway, and Dulles International Airport, Ashburn Mill is ideal for tenants seeking a dynamic setting with year-round exposure, walkability, and close proximity to residential rooftops and the thriving Dulles Tech Corridor.

PROPERTY DETAILS

LEASE RATE

\$32.00 SF/YR

LOCATION INFORMATION

BUILDING NAME	Ashburn Mill on the Trail
STREET ADDRESS	20704 Ashburn Rd
CITY, STATE, ZIP	Ashburn, VA 20147
COUNTY	Loudoun
MARKET	Washington DC Metro
SUB-MARKET	Route 7 Corridor
CROSS-STREETS	Ashburn Road and Hay Road
NEAREST HIGHWAY	Dulles Greenway (267) and Route 7
NEAREST AIRPORT	Dulles International Airport & Leesburg Airport

BUILDING INFORMATION

BUILDING SIZE	9,600 SF
TENANCY	Multiple
NUMBER OF FLOORS	2
YEAR BUILT	1995
YEAR LAST RENOVATED	2025
CONSTRUCTION STATUS	Existing
NUMBER OF BUILDINGS	2

PROPERTY INFORMATION

PROPERTY TYPE	Retail
PROPERTY SUBTYPE	Street Retail
ZONING	RC
LOT SIZE	1.24 Acres
APN #	085266701000
TRAFFIC COUNT	8711
TRAFFIC COUNT STREET	Ashburn Road

PARKING & TRANSPORTATION

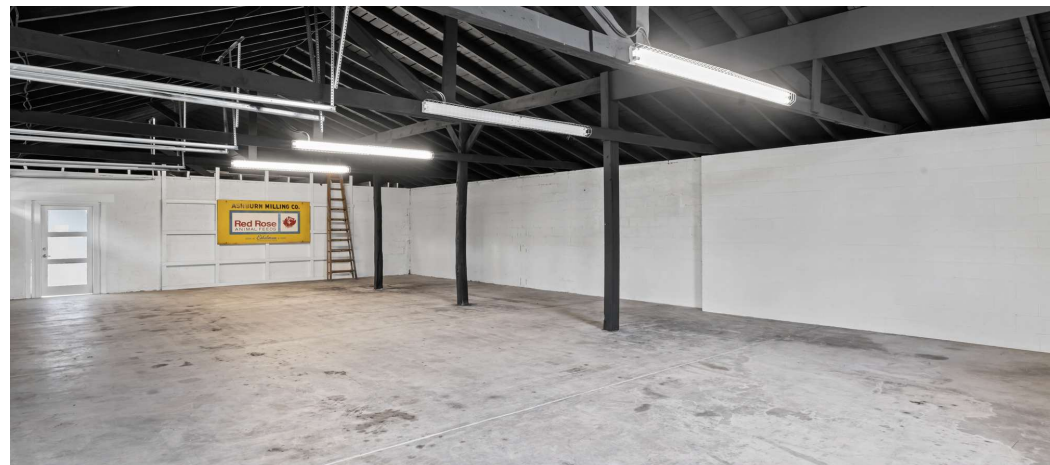
PARKING TYPE	Surface
NUMBER OF PARKING SPACES	70



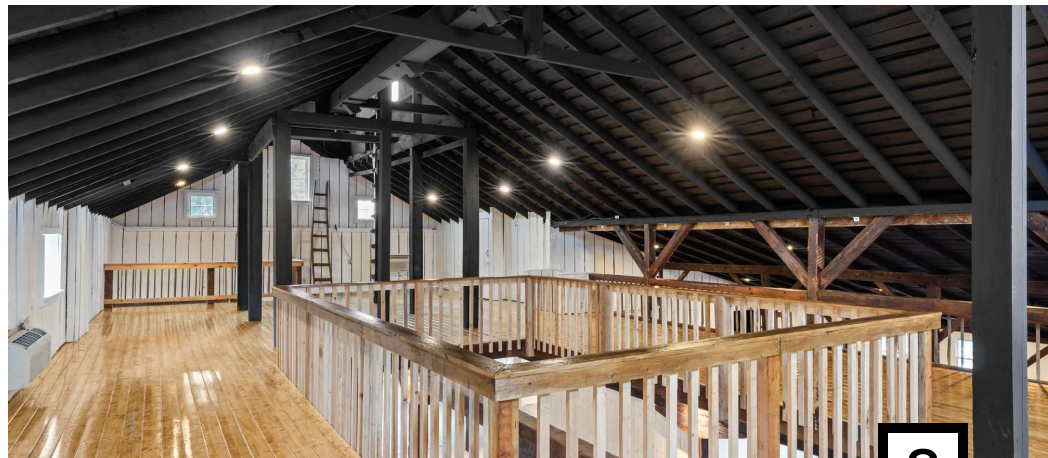
ADDITIONAL PHOTOS



ADDITIONAL PHOTOS



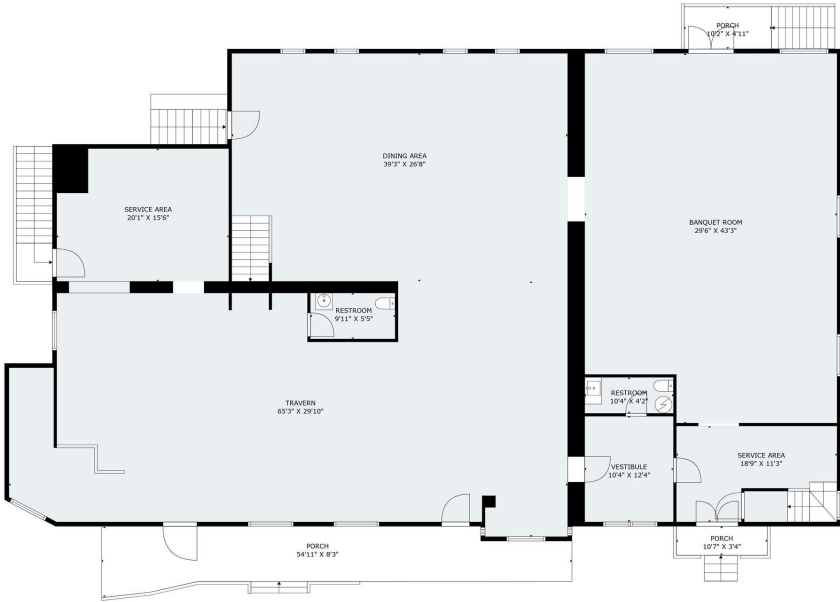
ADDITIONAL PHOTOS



FLOOR PLANS



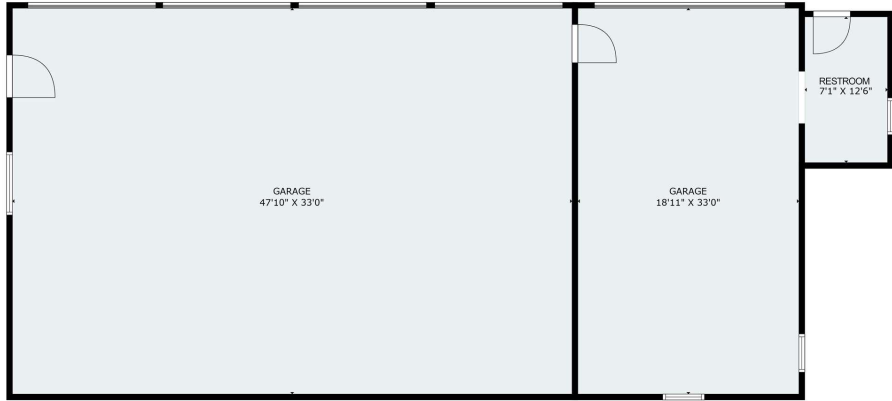
Please check the listing detail for the square footage. All measurements are captured via lidar scan, but are approximate.



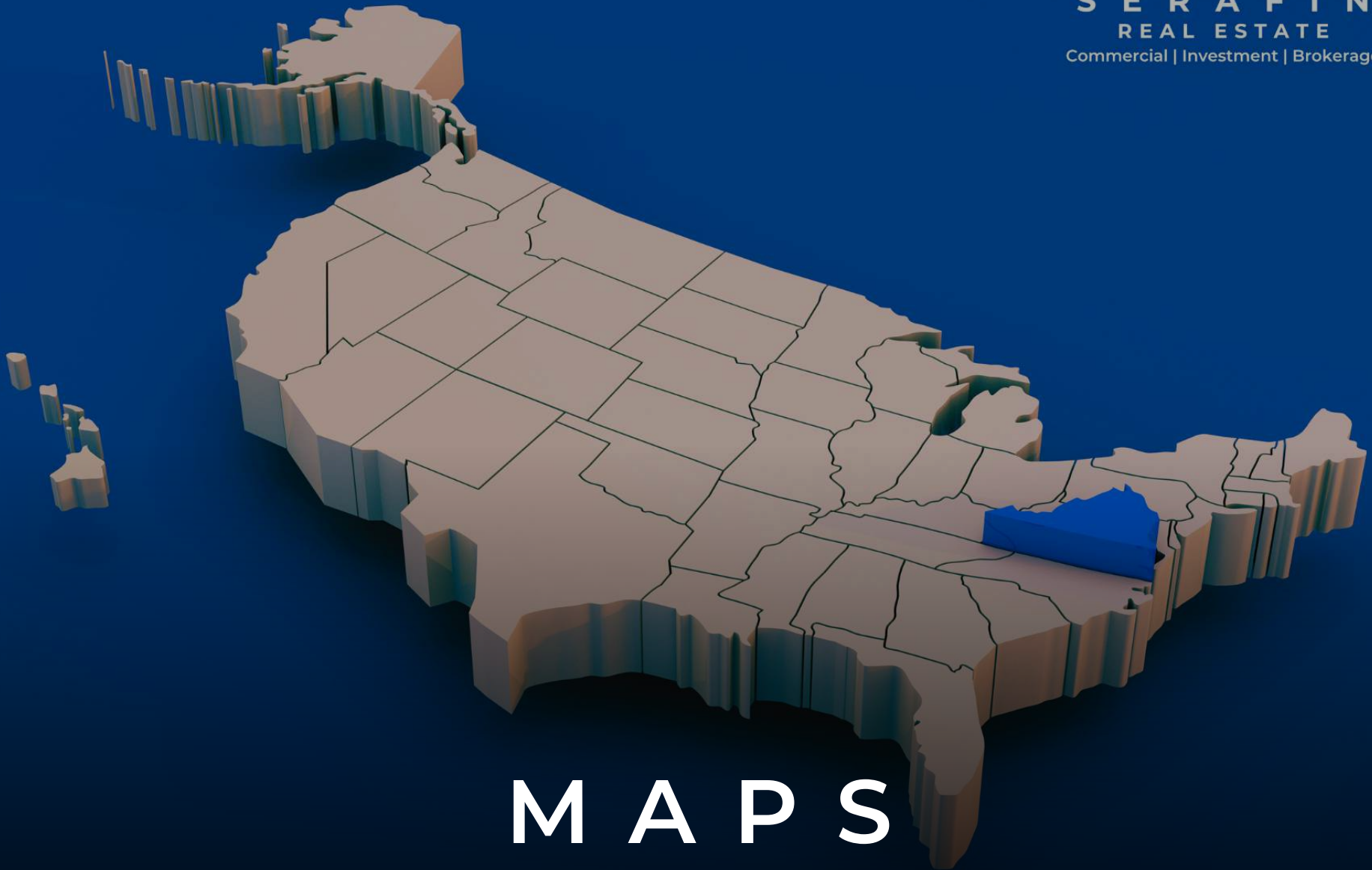
Please check the listing detail for the square footage. All measurements are captured via lidar scan, but are approximate.



Please check the listing detail for the square footage. All measurements are captured via lidar scan, but are approximate.

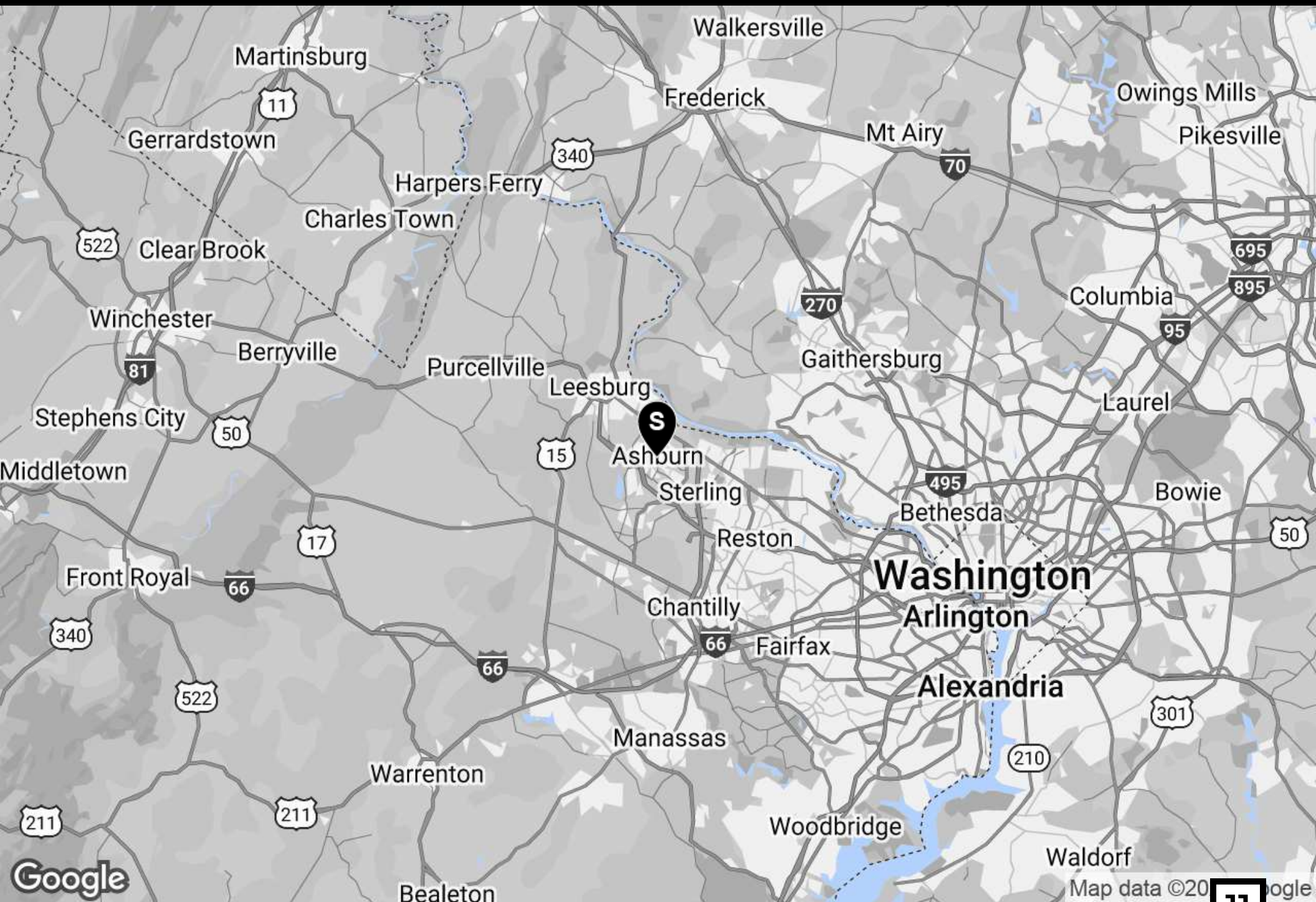


Please check the listing detail for the square footage. All measurements are captured via lidar scan, but are approximate.



M A P S

REGIONAL MAP



Google

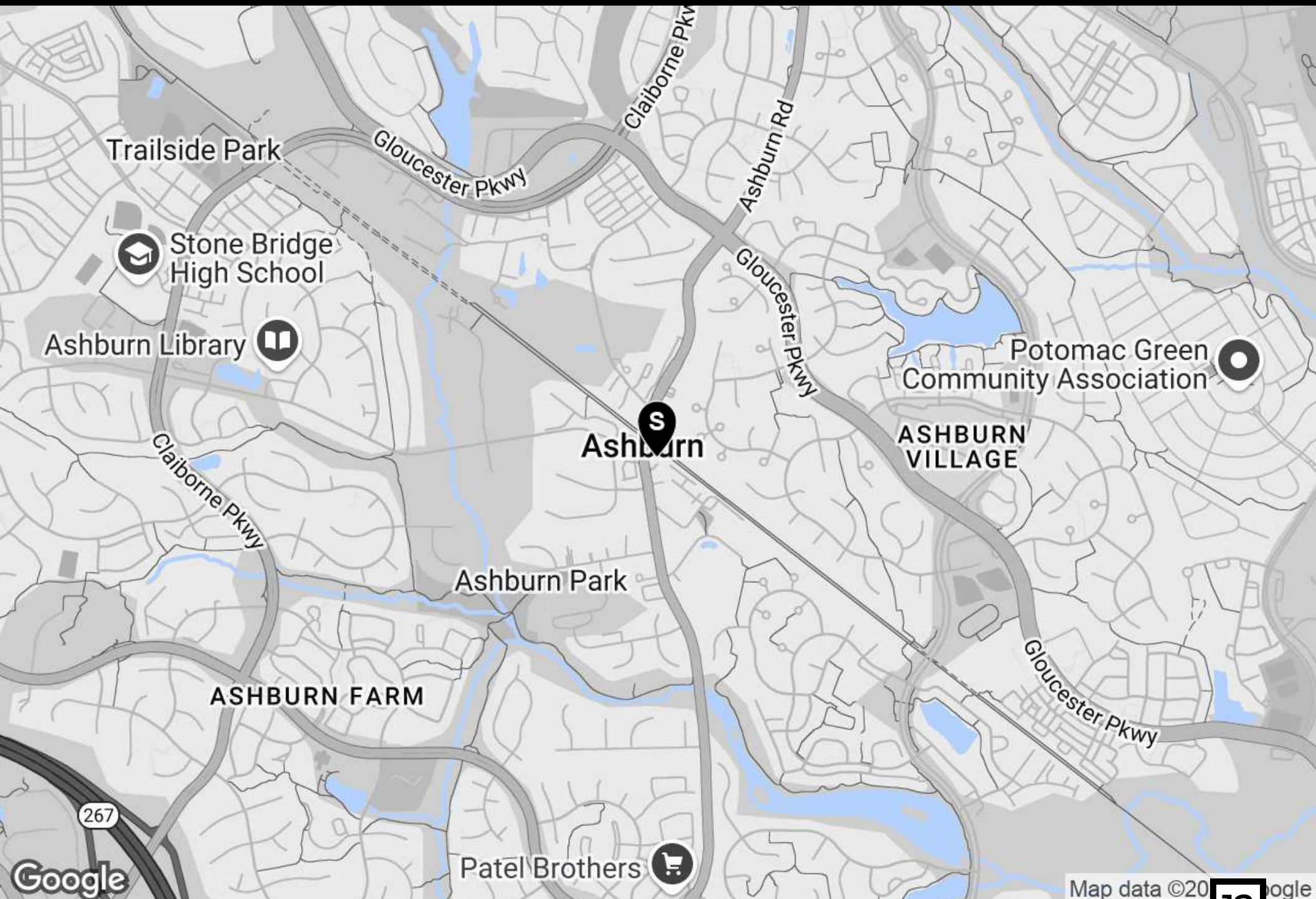
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LOCATION MAP



RETAILER MAP



AERIAL MAP



AERIAL MAP





ZONING

3.02.04 Legacy Transition, Rural, and JLMA Zoning Districts Use Table

Table 3.02.04-1. Principal Use Table for Legacy Transition, Rural, and JLMA Zoning Districts <i>Note: P = Permitted S = Special Exception M = Minor Special Exception blank cell = Prohibited</i>														
		Use-Specific Standard	Transition ⁴	Rural ⁵										JLMA
			TR-2	A-10	A-3	CR-1	CR-2	CR-3	CR-4	RC	PD-RV Con	PD-RV Res	PD-RV Work	JLMA 20 ⁶
Residential														
Household Living														
1	Caretaker or Guard Residence													P
2	Dwelling, Live/Work	4.02.03												
3	Dwelling, Multifamily	4.02.08								P				
4	Dwelling, Single-Family Attached	4.02.07								P		P		
5	Dwelling, Single-Family Detached	4.02.07	P	P	P	P	P	P	P	P	P	P		P
6	Dwelling, Tenant ²	4.02.09	P	P	P	P	P				P			P
7	Manufactured Home	4.02.04	P	P	P						P			P
Group Living														
8	Congregate Housing		S	S	S	S	S	S	S					
9	Continuing Care Facility	4.02.02	S		S	S	S					S	P/S	
10	Dormitory, Seasonal Labor	4.02.06	S	S	S	S	S							S
11	Religious Housing	4.02.05	S	S	S						P ³	S ³	P ³	
12	Rooming and Boarding	4.02.05												
Lodging														
13	Bed and Breakfast Homestay	4.03.01	P	P	P	P	P			P	P	P		P
14	Bed and Breakfast Inn	4.03.01	M	P	P	S	S	S		P		P	P	P
15	Camp, Day and Boarding	4.03.02		S	S	S								P/S
16	Campground	4.03.03		S	S	S								S
17	Country Inn	4.03.01		M/S	S	M/S	M/S	M/S	M/S	P			P	M/S
18	Hotel/Motel	4.03.04								P		S	S	
19	Rural Resort	4.03.01		S	S	S					S		S	S

Table 3.02.04-1.

Principal Use Table for Legacy Transition, Rural, and JLMA Zoning Districts

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		Use-Specific Standard	Transition ⁴	Rural ⁵										JLMA
			TR-2	A-10	A-3	CR-1	CR-2	CR-3	CR-4	RC	PD-RV Con	PD-RV Res	PD-RV Work	JLMA-20 ⁶
20	Recreational Vehicle Park													
21	Short-Term Rental, Commercial Whole House	4.03.05	M	P	P	M	M	M	M	P	P	P		P
Commercial														
Animal Services														
22	Animal Care Business		P											P
23	Animal Hospital	4.04.01		S	S	S				P			S	S
24	Companion Animal/Pet Grooming			S	S	S								S
25	Kennel	4.04.16		S	S	S								S
26	Kennel, Indoor	4.04.16		S	S	S								S
27	Veterinary Service		P		S	S				P	P		P	P
Day Care														
28	Adult Day Care		S	S	S	S	S	S	S	S	S	S	P	
29	Child Day Center	4.04.08	S	S	S	S	S	S	S	S	S	S	P	
30	Child Day Home	4.04.08	P	P	P	P	P	P	P	P	P	P		
Financial Services														
31	Bank or Financial Institution	4.04.12								P			P	
Food and Beverage Sales/Service														
32	Banquet/Event Facility	4.04.05		M	M	S	S	S	S	P			S	M
33	Craft Beverage Manufacturing	4.04.11								P/M				
34	Farmers Market	4.04.14	P	S	S					P			P	P
35	Farmers Market (off-site production)	4.04.14												
36	Food Preparation	4.04.06								P				
37	Restaurant	4.04.10								P			P	S
38	Restaurant, Rural	4.04.18												
Office, Business, and Professional														
39	Office, Professional	4.04.17								P		S	P/S	

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			TR-2	A-10	A-3	CR-1	CR-2	CR-3	CR-4	RC	PD-RV Con	PD-RV Res	PD-RV Work	JLMA-20 ⁶
40	Small Business, Agricultural and Rural	4.04.19	P/S	P/S	P/S						P/S			P/S
Personal/Business Services														
41	Business Support Services	4.04.07								P		S	P	
42	Dry Cleaning Plant													
43	Farm Machinery Sales and Service	4.04.13		P	P					P	P		S	P
44	Maintenance and Repair Services													
45	Personal Services									P		S	P	
46	Postal Services ³									P		S	P	
Retail														
47	Antiques, Art, and Crafts	4.04.02								P		S	S	
48	Auction	4.04.03			S					S				
49	Convenience Store									P			P	
50	Convenience Store (with Gasoline Sales)									S			S	
51	Feed and Farm Supply Center	4.04.15		P	P					P	P			
52	Machinery and Equipment Sales and Services													
53	Nursery, Commercial	4.04.09			S					P			S	P
54	Retail, General	4.04.12								P		S	P/S ¹	
Automotive														
55	Car Share	4.04.04												
56	Car Wash												S	
57	Vehicle Repair, Heavy	4.04.20												
58	Vehicle Repair, Light	4.04.21								S				
59	Vehicle Sales and/or Rental	4.04.23								S				
60	Vehicle Service Station									S			S	

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			TR-2	A-10	A-3	CR-1	CR-2	CR-3	CR-4	RC	PD-RV Con	PD-RV Res	PD-RV Work	JLMA-20 ⁶
61	Vehicle Wholesale Auction	4.04.22												
Public/Civic/Institutional														
Assembly														
62	Civic, Social, and Fraternal Meeting Place		S	S	S	S	S	S	S	S			S	
63	Community Center	4.05.14	P	S	S	S	S	S	S	P		S	P	
64	Convention or Exhibition Facility													
65	Religious Assembly ³	4.05.04	P/S	S	S	S	S	S	S	P		S	P	P/S
Death Care Services														
66	Cemetery	4.05.08	S	S	S	S	S	S	S		S			S
67	Crematorium			S	S	S				S				S
68	Funeral Home	4.05.08								S				
Government														
69	Government (General) (not otherwise listed) ³		S	S	S	S	S	S	S			S	P	S
70	Public Safety	4.05.15	S	S	S	S	S	S	S	S			P	S
71	School, Public ³	4.05.18	P		P	P	P	P	P	M	M	M	M	P
Education														
72	Agricultural Education or Research	4.05.03												P
73	College or University	4.05.20	S	S	S									
74	Conference and Training Facility	4.05.06								S				S
75	Library ³					S	S	S	S	P		S	P	
76	Personal Instructional Services									P				
77	Rural Retreat	4.05.17		P/S	P/S						S		S	S
78	School, Private	4.05.19	P/M		P/M	P/M	P/M	P/M	P/M	M	M	M	M	P/M
79	School, Trade		S											S
Medical														

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			TR-2	A-10	A-3	CR-1	CR-2	CR-3	CR-4	RC	PD-RV Con	PD-RV Res	PD-RV Work	JLMA-20 ⁶
80	Hospital	4.05.13			S									
81	Medical Care Facility													
82	Medical Office	4.04.17								P			P	
Arts, Entertainment, and Recreation														
83	Agricultural Cultural Center	4.05.02												
84	Amphitheater	4.05.01												
85	Art Studio	4.04.02								P		P	P	
86	Cultural Facility ³	4.05.05		P/S	P/S	P/S	P/S	P/S	P/S		P	S	P	P/S
87	Cultural Tourism	4.05.10	P											P
88	Dog Park		M	M	M	M	M	M	M			M		M
89	Entertainment Facility													
90	Health and Fitness Center	4.05.12												
91	Park, Community		S	S	S	S	S	S	S	P				S
92	Park, Passive		P	P	P	P	P	P	P	P	P	P	P	P
93	Park, Regional		S	S	S	S	S	S	S		S			S
94	Recreation, Indoor	4.05.16			S					S				
95	Recreation, Outdoor or Major	4.05.16	S	S	S	S	S	S	S	S	S			P/S
96	Shooting Range, Indoor													
97	Theater ³	4.05.21								P		S	P	
98	Urban Deck													
99	Zoo													
Industrial/Production														
Manufacturing and Employment														
100	Contractor	4.06.01								P			P	
101	Data Center	4.06.02												
102	Extractive Industries	4.06.03												
103	Flex Building	4.06.04												
104	Manufacturing, General	4.06.05											S	

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			TR-2	A-10	A-3	CR-1	CR-2	CR-3	CR-4	RC	PD-RV Con	PD-RV Res	PD-RV Work	JLMA-20 ⁶
105	Manufacturing, Intensive	4.06.11												
106	Research and Development	4.06.08												
107	Sawmill	4.06.09		S	S									S
108	Slaughterhouse			S	S									
109	Wood, Metal and Stone Crafts												S	
Warehousing, Storage, and Distribution														
110	Building and Landscaping Materials Supplier	4.06.07												
111	Industrial Storage	4.06.07												
112	Mini-Warehouse	4.06.06											S	
113	Moving and Storage													
114	Outdoor Storage	4.06.07											S	
115	Outdoor Storage, Vehicles	4.06.07											S	
116	Vehicle Storage and Impoundment	4.06.07												
117	Wholesale Distribution, Warehousing and Storage	4.06.10											S	
Infrastructure														
Transportation/Parking														
118	Airport/Landing Strip	4.07.01		S	S									S
119	Ground Passenger Transportation (e.g. Taxi, Charter bus)													
120	Helipoint or Helistop													
121	Marina				S									
122	Parking Facility	4.07.03	P	P/S	P/S	P/S	P/S	P/S	P/S	P	P			
123	Transit Facility	4.07.10								S				
Utilities														

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			TR-2	A-10	A-3	CR-1	CR-2	CR-3	CR-4	RC	PD-RV Con	PD-RV Res	PD-RV Work	JLMA-20 ⁶
124	Electric Generating Plant and Transmission Facility/Utility Generating Plant or Transmission Facility													
125	Energy Storage, Utility Scale	4.07.02												S
126	Public Service Center, with Outdoor Storage	4.06.07	S		S	S								S
127	Public Service Center, without Outdoor Storage		P							P				
128	Solar Facility, Utility Scale	4.07.06												
129	Utility, Minor	4.07.11	P	P	P	P	P	P	P	P	P	P	S	P
130	Utility, Major	4.07.04	S	S	S	S	S	S	S	S	S			S
Communications Facilities														
131	Recording Studio													
132	Telecommunications Facility	4.07.08	P/S	P/S	P/S	P/S	P/S	P/S	P/S	P/S	P/S	P	P/S	P
Waste-Related														
133	Composting Facility			S	S									
134	Junkyard	4.07.05												
135	Material Recovery Facility	4.07.05												
136	Recycling Collection Center	4.07.05	P	P	P	P	P	P	P	P	P			P
137	Solid Waste Facility	4.07.05												
138	Stockpiling	4.07.07												
139	Vegetative Waste Management Facility	4.07.05		S	S									
Agriculture														
140	Agricultural Processing	4.08.12		P	P					P				P
141	Agriculture ²	4.08.02	P	P	P	P	P	P	P	P	P			P
142	Agritainment	4.08.03												P

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			TR-2	A-10	A-3	CR-1	CR-2	CR-3	CR-4	RC	PD-RV Con	PD-RV Res	PD-RV Work	JLMA-20 ⁶
143	Animal Husbandry ²	4.08.02	P	P	P									P
144	Auction Facility, Livestock	4.08.11								S				
145	Brewery, Limited	4.08.05		P	P									
146	Community Garden ²													
147	Equestrian Event Facility	4.08.10												P
148	Farm Co-ops ²	4.08.03	P											P
149	Farm Distribution Hub	4.08.04												
150	Feedlot	4.08.03												P
151	Horticulture ²	4.08.02	P	P	P	P	P	P	P	P	P			P
152	Mill, Feed and Grain			S	S					P				
153	Nursery, Production ²			P	P	P					P			
154	Pet Farm ²	4.08.09	P	P	P	P	P	P	P					P
155	Stable, Livery ²	4.08.06	P	P	P	P					P			P
156	Stable, Private ²		P	P	P	P					P			P
157	Wayside Stand ²	4.08.07	P	P	P	P				P	P			P
158	Winery, Commercial	4.08.08												S
159	Winery, Farm			P	P									P
Miscellaneous														
160	Adaptive Reuse	4.09	P/S	P/S	P/S	P/S	P/S	P/S	P/S	P/S	P/S	P/S	P/S	P/S
161	Temporary Uses	3.04	P	P	P	P	P	P	P	P	P	P	P	P

TABLE KEY:

PD-RV Con = Village Conservancy and Satellite Conservancy Subdistricts

PD-RV Res = Village Center - Residential Area

PD-RV Work = Village Center - Commercial and Workplace Areas

TABLE NOTES:¹PD-RV Village Center - Commercial and Workplace Areas refer to Section 2.04.03.05.B.²Use permitted in required Open Space in the TR-2 Zoning District.³Use permitted on a Civic Lot in the Village Center of a PD-RV Zoning District.⁴See Section 2.03.05 for Transitional Residential-2 (TR-2) Legacy Zoning District regulations.⁵See Section 2.04.03 for Agricultural-10 (A-10), Agricultural/Residential-3 (A-3), Countryside Residential-1, -2, -3, -4 (CR-1, -2, -3, -4), Rural Commercial (RC), and Planned Development-Rural Village (PD-RV) Legacy Zoning Districts regulations.⁶See Section 2.05.02 for Joint Land Management Area-20 (JLMA-20) Legacy Zoning District regulations.

An aerial photograph of a city area, likely a university campus or a planned community. The image shows a mix of modern and traditional architecture, including multi-story buildings, parking lots, and green spaces. A large, open field is visible on the left side, and a dense forest of trees occupies the right side. The sky is clear and blue. The text "AREA OVERVIEW" is overlaid in large, white, sans-serif capital letters across the bottom half of the image.

AREA OVERVIEW

CITY INFORMATION

LOCATION DESCRIPTION

Located at 20704 Ashburn Road in Ashburn, Virginia, this unique commercial property offers a prime leasing opportunity in one of Northern Virginia's most dynamic markets. Situated directly along the Washington & Old Dominion (W&OD) Trail, the property provides exceptional visibility and foot traffic from cyclists, joggers, and outdoor enthusiasts year-round. This historic building blends character with accessibility, making it ideal for businesses seeking a distinctive presence in a high-growth area.

Strategic Location

Ashburn sits at the heart of Loudoun County, part of the Dulles Technology Corridor—often dubbed the “Silicon Valley of the East.” The area is home to major tech firms and data centers, supported by a highly educated workforce and robust infrastructure. With the recent extension of the Metrorail Silver Line to Ashburn, connectivity to Washington, D.C., and surrounding regions has never been better.

Economic Snapshot

Population Growth: Loudoun County has experienced a 29% population increase since 2010, adding approximately 30 new residents daily.

Affluence: The median household income in Ashburn is \$152,094, with a per capita income of \$89,806, reflecting the area's strong economic standing.

Business Climate: Loudoun County boasts a diverse and globally competitive economy, attracting businesses across various sectors.

Property Highlights

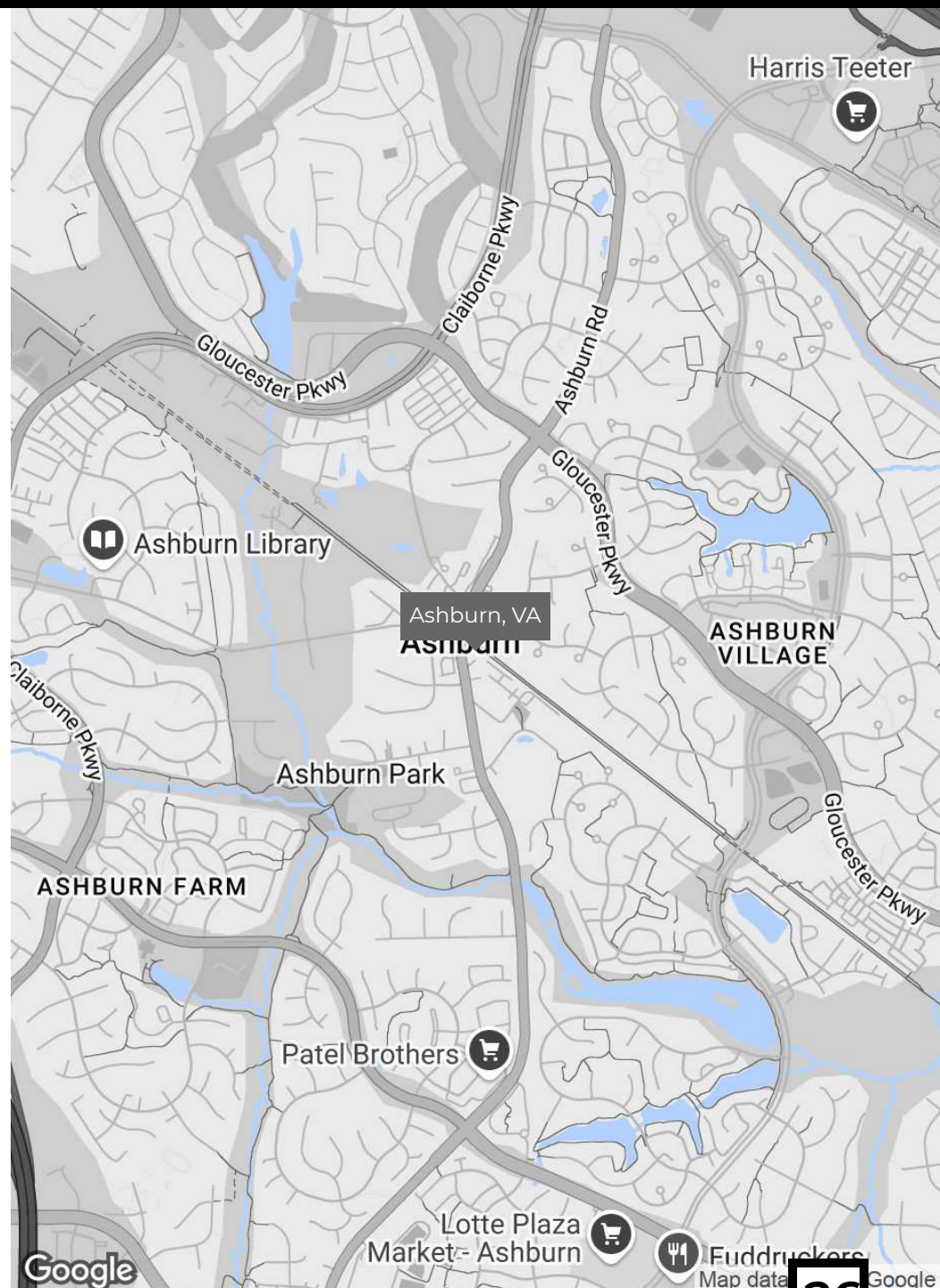
Trailside Advantage: Direct access to the W&OD Trail enhances visibility and attracts consistent foot traffic, ideal for retail, café, or service-oriented businesses.

Historic Charm: The building's unique architecture offers a distinctive setting that stands out in the market.

Community Appeal: Proximity to residential neighborhoods and community hubs fosters a strong local customer base.

This property presents a rare opportunity to establish a business in a thriving, affluent community with built-in exposure from one of the region's most popular trails.

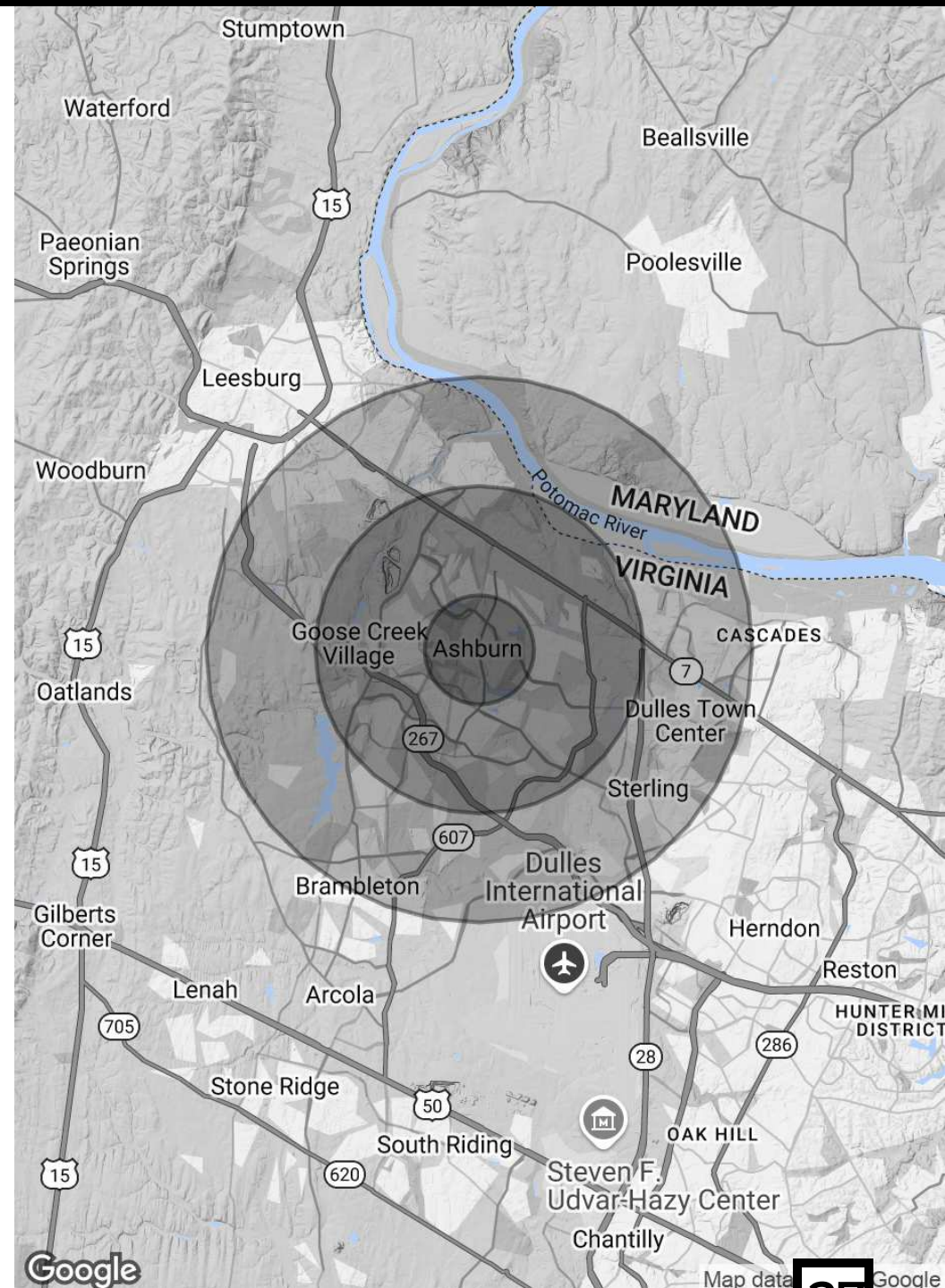
LOCATION DETAILS



DEMOGRAPHICS MAP & REPORT

POPULATION	1 MILE	3 MILES	5 MILES
TOTAL POPULATION	16,473	90,520	176,534
AVERAGE AGE	38	39	38
AVERAGE AGE (MALE)	37	38	37
AVERAGE AGE (FEMALE)	39	40	38
HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
TOTAL HOUSEHOLDS	5,737	32,579	60,815
# OF PERSONS PER HH	2.9	2.8	2.9
AVERAGE HH INCOME	\$211,303	\$221,010	\$223,222
AVERAGE HOUSE VALUE	\$705,470	\$771,487	\$777,795

Demographics data derived from AlphaMap



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Commercial | Investment | Brokerage

2022
BEST OF
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WINNER

2023
BEST OF
LOUDOUN
— Loudoun Times-Mirror —

WINNER

2024
BEST OF
LOUDOUN
— Loudoun Times-Mirror —

WINNER

A B O U T U S



\$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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PRIMARY BROKER CONTACT



GRANT WETMORE

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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.

MEMBERSHIPS

Past President of the PBA (Purcellville Business Administration)

NAR

NVAR

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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.