

# SRE

S E R A F I N

REAL ESTATE

Commercial | Investment | Brokerage



**37K SF FREESTANDING INDUSTRIAL FLEX BUILDING**  
21205 Ridgetop Circle, Sterling, VA 20166



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INVESTMENT  
OVERVIEW



# EXECUTIVE SUMMARY



## OFFERING SUMMARY

<b>SALE PRICE:</b>	Subject to Offer
<b>BUILDING SIZE:</b>	37,000 SF
<b>LOT SIZE:</b>	3.63 Acres
<b>NOI:</b>	\$840,000
<b>YEAR BUILT:</b>	1988
<b>ZONING:</b>	PD-IP: Planned Development Industrial Park

## PROPERTY OVERVIEW

This exceptional property, zoned PD-IP, presents a unique opportunity for businesses and investors alike. Ideal for data center operations and a variety of other uses, the property not only offers immediate financial returns with a 3-5 year lease-back at an annual rent of \$840,000 (NNN lease) but also serves as a strategic investment for future development. The substantial 37,000 SF building sits on highly valuable land, making it a rare find in today's market.

Purchasing this property allows buyers to benefit from consistent rental income, providing a financial cushion while they meticulously plan their business's future development or relocation. Additionally the property has an FAR of 0.60 giving the potential for a 94,873 SF building.



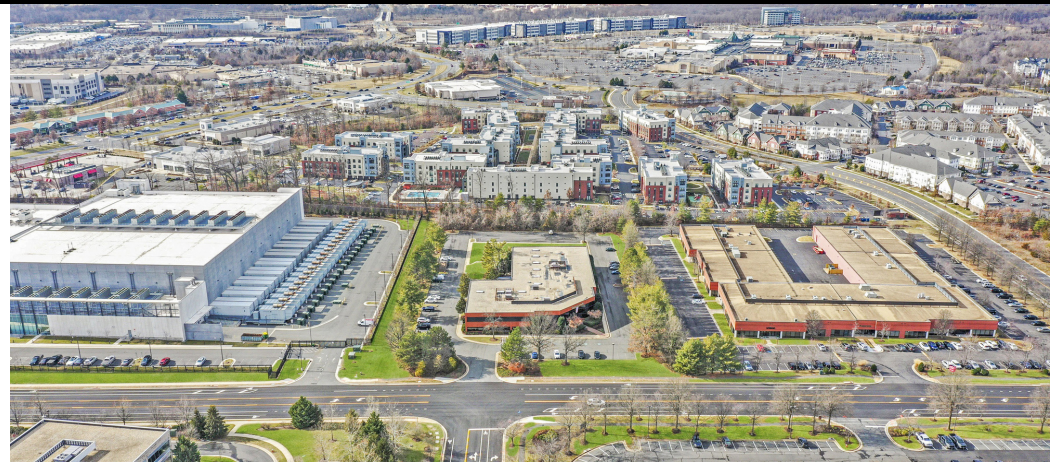
# INVESTMENT HIGHLIGHTS

- Zoning: PD-IP, ideal for a range of uses including data centers.
- Land Value: Significant intrinsic value in the land itself, a rare find in this market. (3.63 Acres)
- Building Size: Spacious 37,000 SF facility, well-suited for various commercial needs.
- Lease-Back Agreement: Benefit from immediate income with a 3-5 year lease-back at an \$840,000 annual rent.
- Lease Type: NNN lease, providing a hassle-free investment with tenants covering most expenses.
- Rent Escalation: Secure investment growth with a 3% annual rent increase.
- FAR: 0.60 By Right (94,873 SF Potential Building Size)





# ADDITIONAL PHOTOS





# PROPERTY DETAILS

## LOCATION INFORMATION

<b>BUILDING NAME</b>	PD-IP Zoned Industrial Flex Building
<b>STREET ADDRESS</b>	21205 Ridgetop Circle
<b>CITY, STATE, ZIP</b>	Sterling, VA 20166
<b>COUNTY</b>	Loudoun
<b>MARKET</b>	Washington DC Metro
<b>SUB-MARKET</b>	Rt 28/North Dulles Corridor

## BUILDING INFORMATION

<b>BUILDING SIZE</b>	37,000 SF
<b>NOI</b>	\$840,000.00
<b>OCCUPANCY %</b>	100.0%
<b>TENANCY</b>	Single
<b>CEILING HEIGHT</b>	13 ft
<b>NUMBER OF FLOORS</b>	2
<b>YEAR BUILT</b>	1988
<b>CONSTRUCTION STATUS</b>	Existing
<b>CONDITION</b>	Excellent
<b>ROOF</b>	Built Up Flat/Shed
<b>FREE STANDING</b>	Yes
<b>FOUNDATION</b>	Concrete
<b>EXTERIOR WALLS</b>	Brick

## PROPERTY INFORMATION

<b>PROPERTY TYPE</b>	Flex
<b>PROPERTY SUBTYPE</b>	Flex Space
<b>ZONING</b>	PD-IP: Planned Development Industrial Park
<b>LOT SIZE</b>	3.63 Acres
<b>APN #</b>	030494249000
<b>POWER</b>	Yes

## PARKING & TRANSPORTATION

<b>PARKING TYPE</b>	Surface
<b>PARKING RATIO</b>	4.32
<b>NUMBER OF PARKING SPACES</b>	160

## UTILITIES & AMENITIES

<b>CENTRAL HVAC</b>	Yes
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# TENANT & LEASE OVERVIEW



# TENANT OVERVIEW



**YEAR FOUNDED:** 1977  
**COMPANY:** Private  
**LOCATIONS:** 2  
**HEADQUARTERS:** Sterling, Virginia  
**WEBSITE:** <https://commonwealthdigital.com/>  
**BBB RATING:** A+, Accredited Business

## ABOUT COMMONWEALTH DIGITAL

Commonwealth is recognized throughout the Washington-Baltimore area as an innovator and leader in the sales and service of office equipment. Established in 1977, they have become known for introducing to the marketplace outstanding equipment at the best pricing and service, supported by unparalleled warranties and guarantees. They believe that there are three parts to the equation that will result in a happily satisfied customer. A great product, fabulous service, and the very best price. These three components





# LEASE SUMMARY

<b>TENANT:</b>	Commonwealth Digital Office Solutions
<b>BUILDING SIZE:</b>	37,000 SF
<b>BASE RENT:</b>	\$840,000
<b>RENT PER SF:</b>	\$22.70
<b>LEASE COMMENCEMENT:</b>	At Closing (Sale-Leaseback)
<b>LEASE EXPIRATION:</b>	3-5 Years (Flexible)
<b>RENEWAL OPTIONS:</b>	2 x 3 Years (Flexible)
<b>RENT ESCALATIONS:</b>	3% Annually
<b>LEASE TYPE:</b>	NNN
<b>USE:</b>	Flex (Industrial Warehouse & Office)
<b>PROPERTY TAXES:</b>	Tenant Responsibility
<b>PROPERTY INSURANCE:</b>	Tenant Responsibility
<b>HVAC:</b>	Tenant Responsibility
<b>UTILITIES:</b>	Tenant Responsibility
<b>ROOF &amp; STRUCTURE:</b>	Landlord Responsibility
<b>GUARANTOR:</b>	Corporate

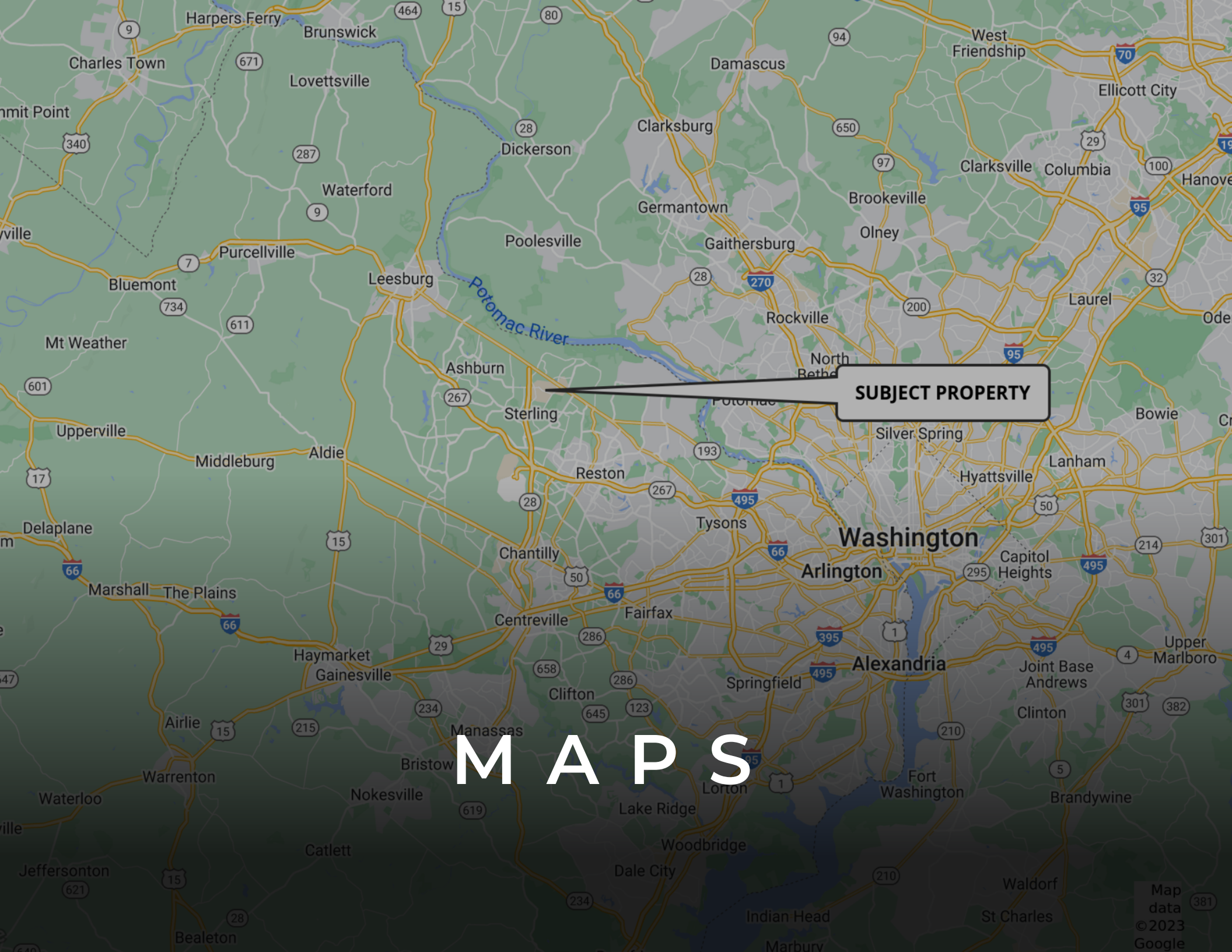




# RENT SCHEDULE

Year	Monthly Rent	Annual Rent	Rent Escalation
1	\$70,000.00	\$840,000.00	
2	\$72,100.00	\$865,200.00	3.00%
3	\$74,263.00	\$891,156.00	3.00%
4	\$76,490.89	\$917,890.68	3.00%
5	\$78,785.62	\$945,427.40	3.00%
Tenant Renewal Option 1			
6	\$81,149.19	\$973,790.22	3.00%
7	\$83,583.66	\$1,003,003.93	3.00%
8	\$86,091.17	\$1,033,094.05	3.00%
Tenant Renewal Option 2			
9	\$88,673.91	\$1,064,086.87	3.00%
10	\$91,334.12	\$1,096,009.47	3.00%
11	\$94,074.15	\$1,128,889.76	3.00%





**SUBJECT PROPERTY**

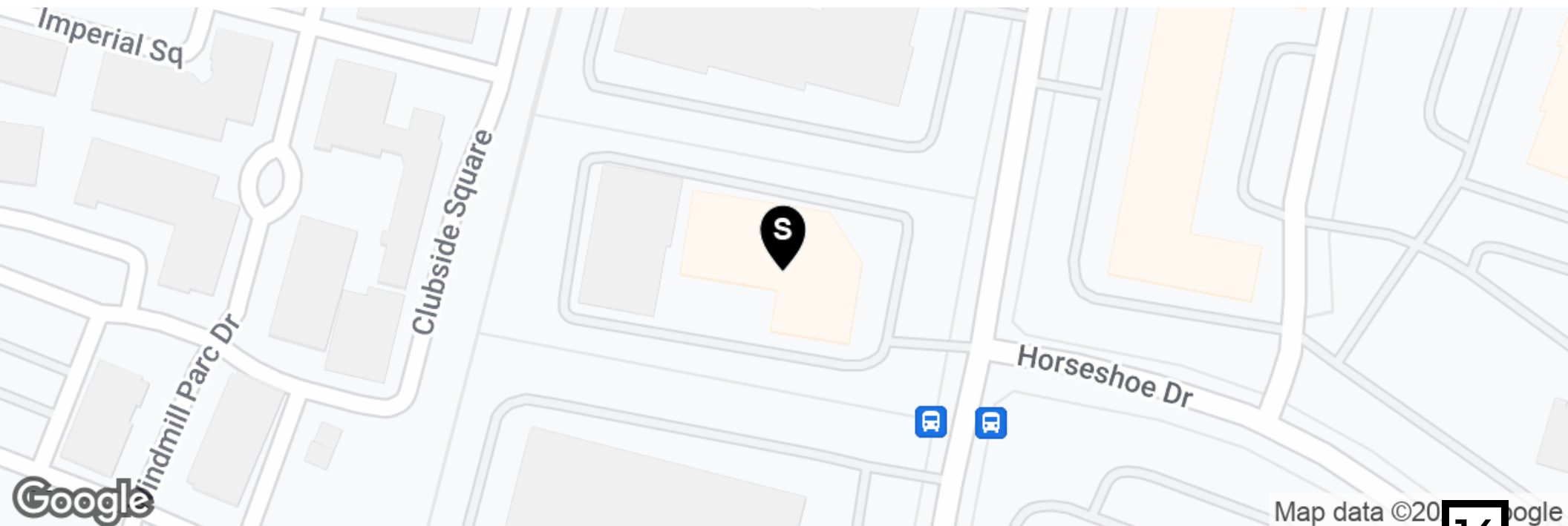
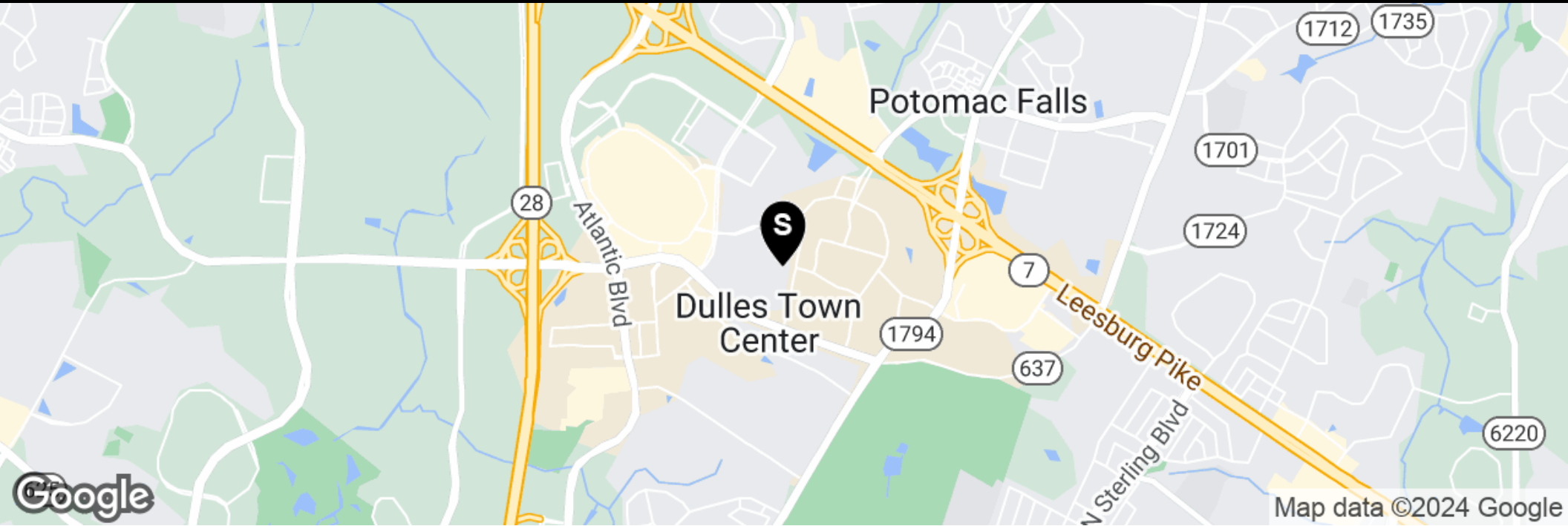
MAPS







# LOCATION MAP

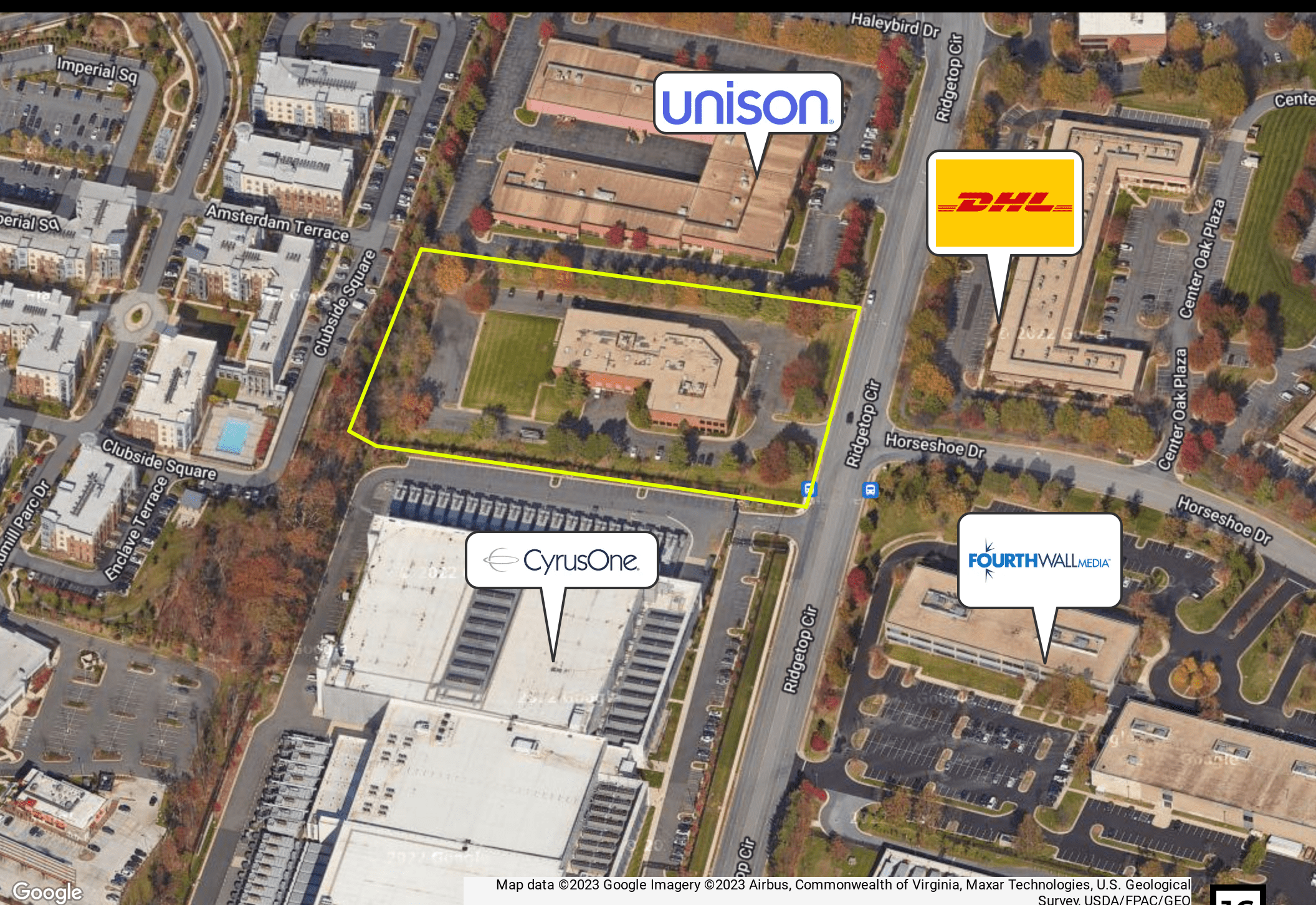








# AERIAL

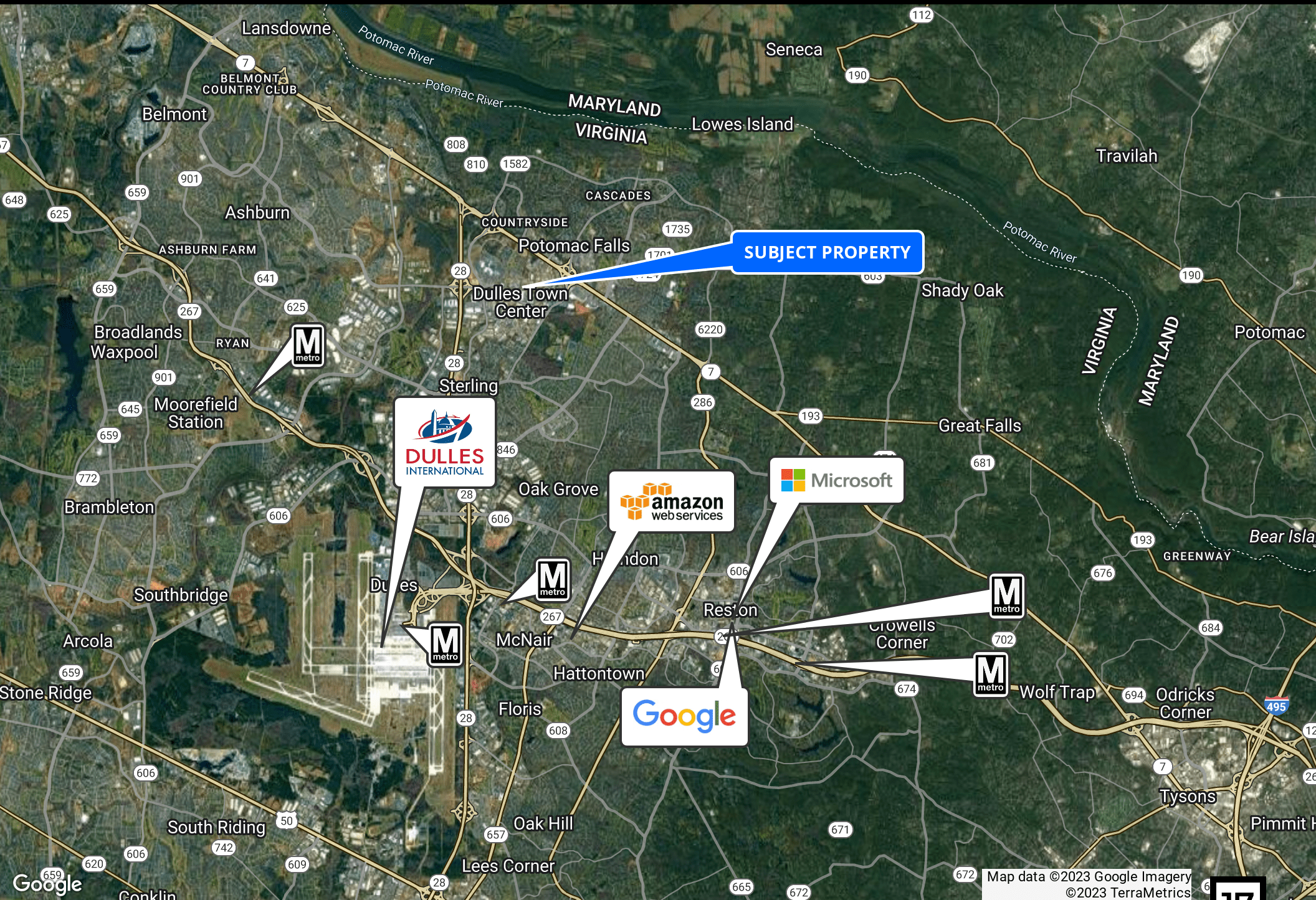


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# MAJOR LANDMARKS



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# AREA OVERVIEW



# ABOUT LOUDOUN COUNTY

## ABOUT LOUDOUN COUNTY

- Loudoun County is located in the northern part of the Commonwealth of Virginia in the United States. In 2019, the population was estimated at 413,538, making it Virginia's third-most populous county.
- As of 2018, Loudoun County had a median household income of \$136,268. Since 2008, the county has been ranked first in the U.S. in median household income among jurisdictions with a population of 65,000 or more.
- A study from SmartAsset shows that Loudoun residents get more for their money than people in any other county in Virginia, and ranks 80th among 3,000 counties nationwide. The study compares median income and cost-of-living data nationwide to find the counties where people hold the most purchasing power.
- Loudoun is the happiest large county in the United States, according to results from SmartAsset. According to the 2019 study, "The county has a low poverty rate, with only 3.7 percent of residents living below the poverty line. In addition to economic stability, Loudoun County residents also enjoy relatively long lives. The average life expectancy in the county is 83.19 years."



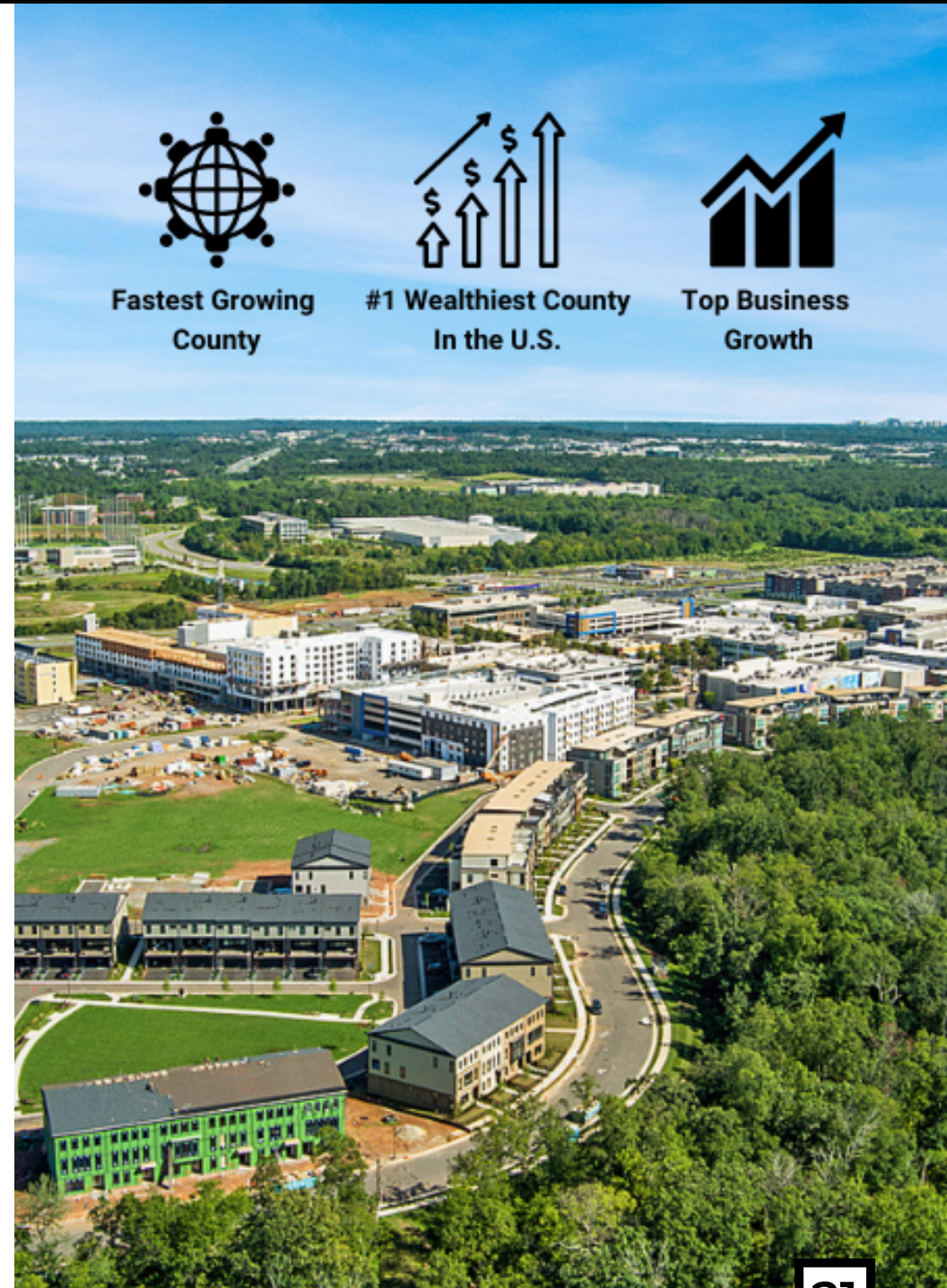
**Fastest Growing  
County**



**#1 Wealthiest County  
In the U.S.**



**Top Business  
Growth**





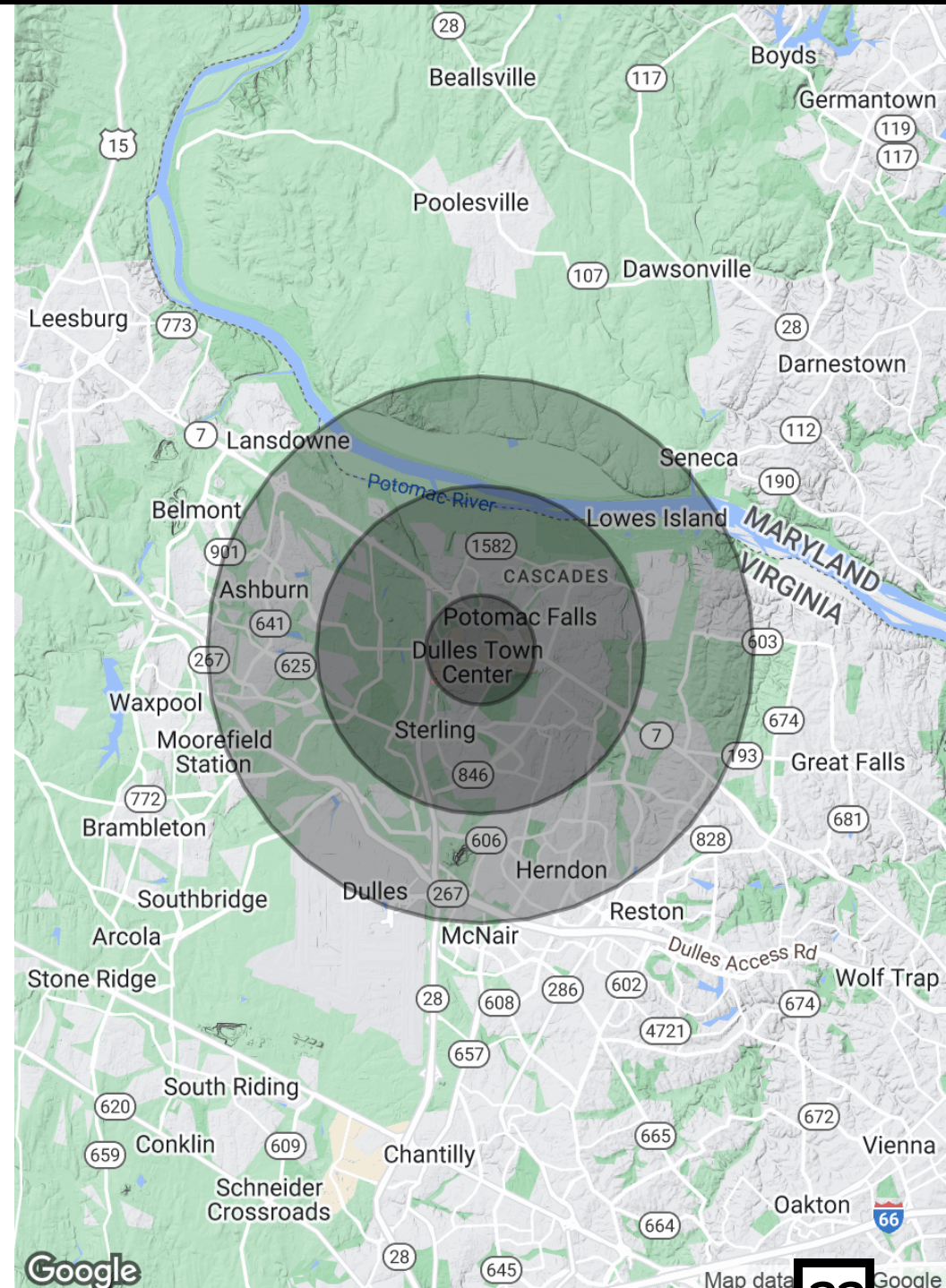
# DEMOGRAPHICS MAP & REPORT

POPULATION	1 MILE	3 MILES	5 MILES
<b>TOTAL POPULATION</b>	6,264	78,804	176,186
<b>AVERAGE AGE</b>	35.3	34.1	34.7
<b>AVERAGE AGE (MALE)</b>	33.5	33.1	34.1
<b>AVERAGE AGE (FEMALE)</b>	36.1	35.2	35.3

HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
<b>TOTAL HOUSEHOLDS</b>	2,184	26,976	59,668
<b># OF PERSONS PER HH</b>	2.9	2.9	3.0
<b>AVERAGE HH INCOME</b>	\$107,778	\$110,835	\$121,134
<b>AVERAGE HOUSE VALUE</b>	\$487,267	\$471,306	\$523,444

\* Demographic data derived from 2020 ACS - US Census







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Top-Selling  
Commercial Brokerage  
for Total Volume Sold  
in Loudoun County

A B O U T U S



# SRE

## S E R A F I N

### REAL ESTATE

Investment | Brokerage | Acquisition

#### ABOUT SERAFIN REAL ESTATE

Serafin Real Estate is a locally owned and licensed commercial real estate brokerage firm located in Northern Virginia with a strong geographic focus in Loudoun County, Fairfax County, and Prince William County. We help investors and business owners with their commercial property needs. We strive to provide high-level services to our clients and deliver the best solutions and opportunities in commercial real estate.

Serafin Real Estate Inc.  
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www.serafinre.com  
Licensed in the State of Virginia

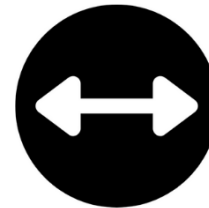


**#1** CRE BROKERAGE  
FOR TOTAL  
VOLUME SOLD



**\$533M**

SOLD TRANSACTIONS



**\$3M - \$30M**

AVG TRANSACTION SIZE



**\$100M**

LISTING INVENTORY





## JOE SERAFIN

Owner & Principal Broker

[jserafin@serafinre.com](mailto:jserafin@serafinre.com)

**Direct:** 703.261.4809 | **Cell:** 703.994.7510

### PROFESSIONAL BACKGROUND

Joe is a 17-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 \$500M 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.

By applying this expertise and market knowledge, Joe consistently exceeds the investment goals for his clients and has earned their trust as a reliable resource, creating life-long business and personal relationships. Joe is an active member of many professional networking real estate groups and graduated from Virginia Tech with a Bachelor of Business Administration degree.

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## SEAN KLINE

Chief Executive Officer

skline@serafinre.com

**Direct:** 703.261.4809 | **Cell:** 703.963.0608

## PROFESSIONAL BACKGROUND

Sean has over 20 years of experience in real estate acquisition 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.

Sean's firm grip of the acquisition market and local geography are attributed to deep roots in Virginia where he lives, invests and seeks opportunities for our clients. He is accomplished in negotiations and dedicated to client immersion providing the best solutions for any investment portfolio.

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## GRANT WETMORE

Sales & Acquisitions

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 serves 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.

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