



LEGATSM
— COMMERCIAL REAL ESTATE, LLC —



OFFERING MEMORANDUM

4084 University Dr | Fairfax, VA 22030

 **PRICING: \$6,500,000 (\$209 PSF)**

 **Owner/User Opportunity**

JAMES LEGAT

Principal

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AUDREY WALLACE

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I. EXECUTIVE SUMMARY

Legat Commercial Real Estate, LLC, as the exclusive representative for the owner, is pleased to present the opportunity to acquire a professional office at 4084 University Drive, Fairfax City, Virginia. The property totals 1.03 acres with 9,217 SF available and up to 29,504 SF available for occupancy within the next 2 ½ years—an attractive opportunity for an owner/user with stepped expansion potential as existing leases roll.

The property is currently leased to professional service companies, including a law firm, an engineering practice, and a physical therapy provider. All tenants are on full-service leases providing reliable income with existing professional management in place. This tenant profile creates stable cash flow today while allowing future flexibility for owner occupancy, redevelopment, or assemblage with adjacent properties.

Strategically located in the heart of Fairfax City, the property offers strong regional connectivity via Route 50, Route 29, I-66, I-495, and Route 236. It is within walking distance of the Fairfax Judicial Center, restaurants, banks, and retail services. With its central location and strong surrounding demographics, the property appeals to both investors seeking strong redevelopment potential and owner/users seeking a long-term headquarters location.

This offering represents a rare chance to acquire a well-located, professionally managed fee simple office building with both in-place income and owner-user potential—positioned in one of Fairfax City’s most dynamic commercial corridors. It also presents a potential covered land play, generating interim income while entitlement and redevelopment efforts progress.

HIGHLIGHTS

- Building is a quick walk to Fairfax Judicial Center and City Hall
- Short walk to restaurants, banking and other amenities
- Located near George Mason University
- Reserved Parking and Covered Parking
- High Visibility Building Signage Opportunity
- Exciting redevelopment potential

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II. PROPERTY DESCRIPTION

ADDRESS

4084 University Dr
Fairfax, VA 22030

OCCUPANCY

Immediately Available 9,217 Rentable SF
16,692 Rentable SF Available by 2027
31,043 Rentable SF Available by 2031

YEAR BUILT/RENOVATED

1973 / 1988 / 2005

PROPERTY SIZE

33,220 Gross SF / 2 Stories

PARKING

Surface Parking, Covered Parking &
Unreserved Parking | 3.5/1,000

SITE SIZE

44,867 SF (1.03 acres)

ZONING

C-3

FRONTAGE / FAÇADE

Curtain-wall style: aluminum frames + glass
windows + metal or concrete spandrel panels

ROOF / FEATURES

Steel deck with concrete topping or precast
concrete slabs.

CONSTRUCTION TYPE

Steel skeleton or reinforced concrete frame, fire
protected (sprayed or encased)

HVAC

Central Rooftop HVAC units. Recently inspected.

ELEVATOR

One (1) hydraulic elevators installed

SECURITY

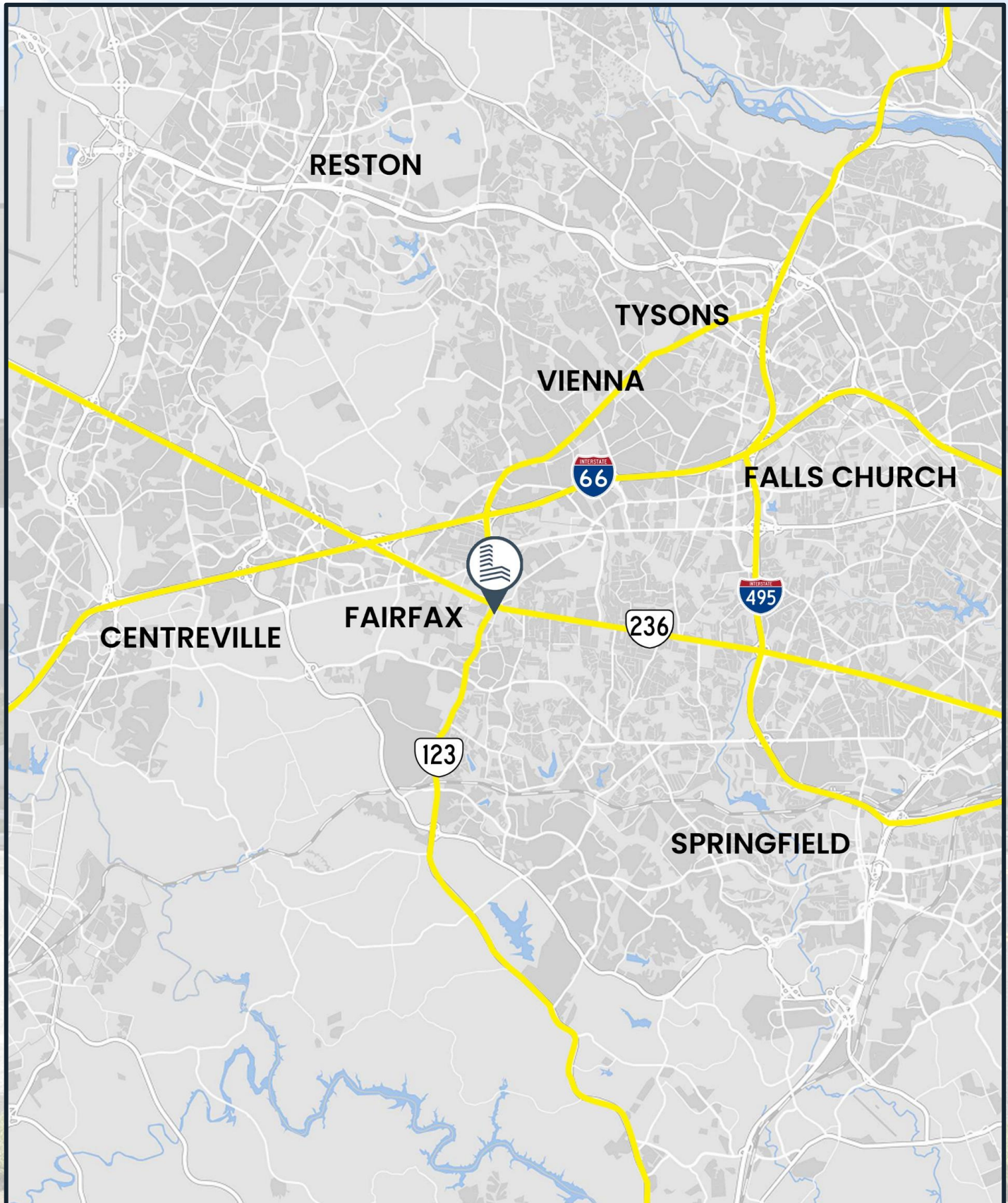
The security system is an access control system
monitored by Datawatch Systems. There are
contacts on all exterior doors, and the building is
monitored 24/7 by a central monitoring station.

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III. AREA AMENITY MAP



III. AREA MAP



IV. EXTERIOR PHOTOS

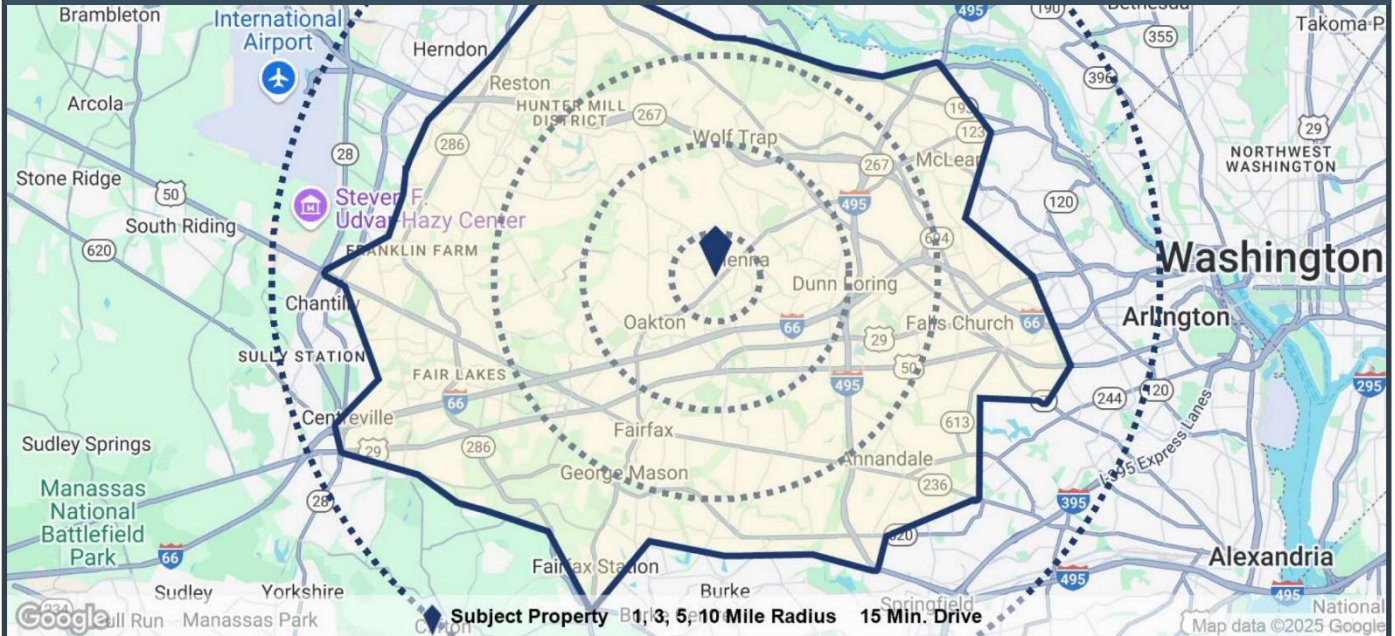


IV. INTERIOR PHOTOS



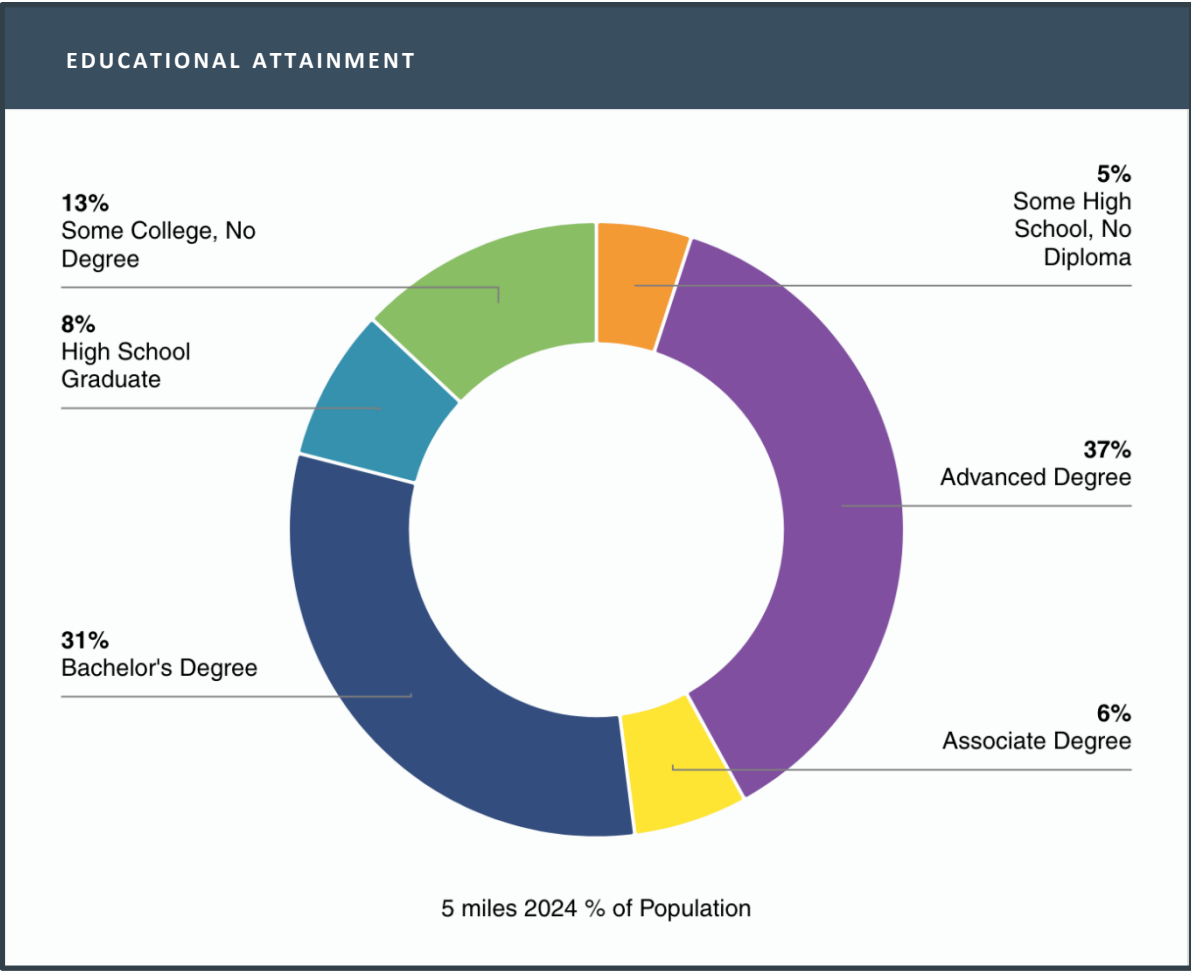
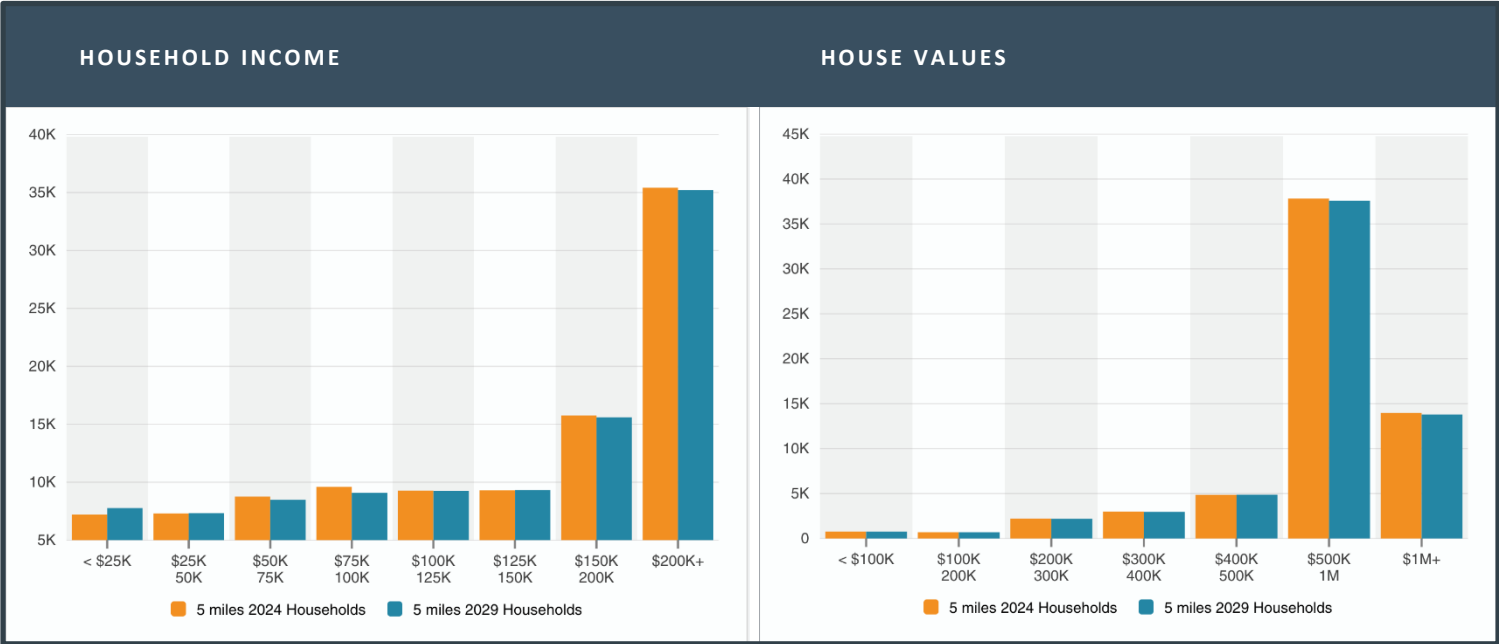
V. DEMOGRAPHICS

OVERVIEW



Population	1 Mile	3 Miles	5 Miles	10 Miles	15 Min. Drive
Population	13,551	103,870	276,954	1,126,268	586,871
5 Yr Growth	-1.2%	-1.0%	-0.6%	-1.2%	-1.0%
Median Age	43	40	39	40	40
5 Yr Forecast	43	41	41	41	41
White / Black / Hispanic	63% / 3% / 10%	56% / 5% / 11%	54% / 5% / 13%	51% / 9% / 16%	53% / 6% / 14%
5 Yr Forecast	63% / 3% / 10%	56% / 5% / 11%	54% / 5% / 13%	51% / 9% / 16%	53% / 6% / 15%
Employment	6,942	74,894	218,388	606,683	330,151
Buying Power	\$935.4M	\$6.2B	\$15.4B	\$57.4B	\$31.7B
5 Yr Growth	-2.0%	-1.5%	-0.7%	-1.6%	-1.2%
College Graduates	70.4%	69.1%	66.1%	61.2%	60.3%
Household					
Households	4,566	38,399	102,632	414,670	214,720
5 Yr Growth	-1.4%	-1.1%	-0.6%	-1.2%	-1.1%
Median Household Income	\$204,872	\$161,547	\$149,600	\$138,441	\$147,654
5 Yr Forecast	\$203,490	\$160,800	\$149,449	\$137,863	\$147,497
Average Household Income	\$208,075	\$182,246	\$173,589	\$164,889	\$171,951
5 Yr Forecast	\$206,089	\$181,203	\$173,200	\$164,191	\$171,667
% High Income (>\$75K)	81%	79%	77%	75%	77%
Housing					
Median Home Value	\$849,513	\$793,455	\$766,388	\$734,039	\$747,276
Median Year Built	1973	1981	1980	1980	1980
Owner / Renter Occupied	80% / 20%	63% / 37%	62% / 38%	61% / 39%	63% / 37%

V. DEMOGRAPHICS



VI. MARKET INFORMATION SUMMARY

Washington Market Summary

The Washington, D.C. region benefits from its status as the nation's capital, which typically brings stability to the employment sector and attracts talent from across the country. Historically, the job market in this region has been anchored by the federal government, which continues to play a crucial role in the local economy. Currently, the Department of Government Efficiency (DOGE) has initiated significant cuts to the federal workforce, resulting in thousands of job losses through the nation. At this point, it is unclear what permanent impact the new administration will have on employment in the D.C. region.

People are typically drawn to the Washington, D.C., area for its abundant job opportunities, high quality of life, and vibrant cultural scene. The region boasts excellent public transportation, diverse neighborhoods, and many museums, theaters, and dining options. Following a slower-than-average recovery from the disruption caused by the coronavirus pandemic, the D.C. region has made significant strides. As of second quarter 2025, Washington-area employers added approximately 33,000 jobs over the past year, reflecting a 1.0% change compared to 1.2% nationally. This brought total employment in the market to approximately 3.4 million jobs, an increase of about 39,000 jobs over the past five years.

The federal government also normally attracts jobs in technology, defense contracting, and professional services, benefiting from proximity to the nation's capital. Employment in the professional services sector accounts for nearly one-quarter of all regional jobs. Office-using employment has changed by 3,700 jobs (0.4%) year over-year as of 2025Q2 compared to 0.0% nationally.

The D.C. region benefits from a diverse, highly skilled, educated workforce, with approximately 2.5 million households and 6.5 million people. The median income in the region is \$120,000, compared to \$79,000 nationally. Higher incomes lead to increased consumer spending, and D.C.'s consumer spending is projected to grow faster than the U.S. average through 2028.

According to projections from Oxford Economics, job growth is expected to slow in the coming years, with an average annual growth rate of 0.5% from 2026 to 2029. This aligns with national trends of slower economic growth due to growing uncertainty in the market. The Washington unemployment rate is approximately 3.2%, compared to the national rate of 4.1%. The region's ability to adapt to economic changes and leverage its strengths in education and innovation will be crucial for future job growth. Oxford Economics states that the forecast for federal government employment faces downside risks due to limited opportunities for increased federal hiring and the possibility of more aggressive payroll reductions under the second Donald Trump presidency.

VII. RENT ROLL

30000 Industrial Drive, Fairfax, VA 22030										
101	0.000	VACANT	12/1/2022	11/30/2027	\$4,000.00	\$1.00	\$36,770.00	\$23.00		3.0%
	7.400									
102	0.000	CCRE	01/1/2020	12/31/2027	\$4,019.00	\$0.34	\$34,200.00	\$19.00		3.0%
	0.700									
200	0.000	Leffer Phyllis LLC	01/1/2018	01/01/2025	\$7,200.00	\$0.34	\$67,000.00	\$17.00	12/1/2021	3.0%
	0.700									
201	0.000	VACANT			\$0,000.00			\$0.00		
	7.200									
202	0.000	VACANT			\$0,000.00			\$0.00		
	0.700									
203	1.000	Price Removella	01/1/2022	12/31/2027	\$4,277.00		\$31,207.00	\$27.00	10/1/2021	3.0%
	0.000									
204	1.000	Acadia Title LLC	01/1/2020	01/01/2024	\$0,000.00	\$0.34	\$34,000.00	\$24.00	01/1/2021	3.75%
	0.000									
204	1.000	Adrian Park	12/31/2019	12/31/2024	\$0,000.00	\$1.40	\$24,000.00	\$17.40		N/A
	0.000									
207	1.070	Hoff & Hansen P.C.	01/1/2014		\$4,000.00	\$0.30	\$40,000.00	\$27.00	01/1/2021	3.0%
	0.000									
207/2010	0.070	Shawmut Title & Services	01/1/2020	12/31/2024	\$19,275.00	\$0.30	\$201,000.00	\$24.40	01/1/2021	3.0%
	20.200									
201	0.000	Perkins and Hobbs	01/1/2020	01/01/2025	\$4,000.00	\$0.10	\$37,010.00	\$20.00	01/1/2021	3-3.25%
	0.000									
208	1.000	Robison Family LLC	01/1/2020	01/01/2028	\$0,000.00		\$30,000.00	\$24.00	01/1/2021	4.0%
	0.000									
210	0.000	Robison	01/1/2020	01/01/2028	\$1,000.00		\$10,000.00	\$24.00	01/1/2021	4.0%
	1.700									
2000	0.000				\$0,000.00		\$00,000.00	\$00.00		
	0.000									
Storage #1	0.000	Shawmut Title & Services	N/A	N/A	\$100.00	\$0.00	\$1,000.00	\$7.00	N/A	
	0.000									
Storage #2	0.000	Shawmut Title & Services	N/A	N/A	\$070.00	\$0.00	\$0,010.00	\$7.00	N/A	
	0.000									
Storage #3	0.000	CCRE - Sublease	01/1/2020	01/01/2027	\$100.00	\$1.00	\$1,000.00	\$10.00	10/01/19	
	0.000									

Total Rentable SF: 31,043

Immediately available: 9,217 RSF

Total vacancy coming available

2026: 11,162 RSF

2027: 16,692 RSF

2028: 29,504 RSF

2031: 31,043 RSF

**FOR MORE INFORMATION
PLEASE CONTACT:**

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VIII. STACKING PLAN

20000 Industrial Drive, Fairfax, VA 22030										
101	3,000	WATSON	10/1/2000	11/30/2007	\$4,894.00	\$1.92	\$58,774.00	\$13.00	10/1/01	3.0%
	7.4%									
102	3,000	CCPS	6/1/2000	7/31/2007	\$6,014.00	\$2.34	\$74,226.00	\$18.00	6/1/01	3.0%
	9.7%									
200	3,000	Luffkin Phillips P.C.	3/1/2010	3/30/2020	\$7,320.00	\$2.94	\$87,840.00	\$21.00	1/1/01	3.0%
	6.7%									
301	3,000	VACANT			\$8,384.17		\$100,610.00	\$24.00		
	7.2%									
302	3,000	VACANT			\$8,784.17		\$105,410.00	\$24.00		
	8.7%									
303	3,000	Pine Barnwell	3/1/2000	4/30/2007	\$4,377.00	\$1.75	\$52,527.00	\$12.00	10/1/01	3.0%
	6.0%									
304	3,000	Acadia Wine LLC	4/1/2000	3/31/2004	\$1,100.00	\$0.34	\$14,760.00	\$3.61	4/1/01	3.75%
	3.8%									
304a	1,207	Adria Park	12/31/2017	12/31/2017	\$1,350.00	\$1.40	\$16,200.00	\$17.40		107M
	4.0%									
307	1,275	Hart & Hosen P.C.	3/1/2004	3/31/2007	\$4,600.00	\$2.30	\$55,800.00	\$17.81	3/1/01	3.0%
	5.0%									
308/309	6,270	Shenoy Wine & Spirits	3/1/2000	1/31/2004	\$19,375.00	\$2.30	\$231,300.00	\$24.45	3/1/01	3.0%
	25.3%									
3011	3,200	Parade and Holey	3/1/2000	3/15/2000	\$4,824.00	\$2.10	\$57,812.00	\$25.00	4/1/01	3-3.25%
	6.4%									
308	1,200	Fulham Family LP	3/1/2000	3/30/2008	\$2,744.00		\$32,924.00	\$24.00	3/1/04	4.0%
	4.0%									
310	307	Fulham	3/1/2000	3/30/2008	\$1,395.00		\$16,520.00	\$24.00	3/1/04	4.0%
	1.7%									
3000	3,000				\$8,789.00		\$106,808.00	\$24.00		
	3%									
Storage #1	100	Shenoy Wine & Spirits	107M	107M	\$138.00	\$0.44	\$1,656.00	\$7.40	107M	
	1.0%									
Storage #2	100	Shenoy Wine & Spirits	107M	107M	\$274.00	\$0.44	\$3,312.00	\$7.40	107M	
	1.0%									
Storage #3	100	CCPS - Sublease	3/1/2000	3/31/2007	\$1,365.01	\$1.04	\$1,638.00	\$13.00	10/31/01	
	0.4%									
Storage #4	40	MAINTENANCE STORAGE								
	0.2%									
Storage #5	307	Shenoy Wine & Spirits	107M	107M	\$170.00	\$0.44	\$2,040.00	\$7.40	107M	
	0.6%									
TOTAL	34,000				\$75,490.40		\$745,819.00			
	100%									

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IX. EXPENSES AND ANALYSIS

OPERATING EXPENSES

Management Fees \$21,900.17

Repairs & Maintenance

Alarm/Security \$4,564.04
Electrical \$2,595.00
Elevator
Handyman \$1,425.00
HVAC \$16,802.25
Locks/Keys \$178.08
Maintenance Supplies \$92.08
Parking Lot Maintenance \$225.00
Plumbing \$3,775.00
Sprinkler \$2,500.00

Contract Services

Elevator \$4,073.93
Extermination \$680.00
HVAC \$20,815.31
Janitorial \$32,635.04
Lot/Landscape \$10,592.16
Snow Removal \$3,840.00
Trash Removal \$2,818.45

Utilities

Electric \$80,271.51
Water/Sewer \$2,635.88
Telephone/Cable \$1,986.22

Other Expenses

Insurance \$7,056.70
Real Estate Taxes \$62,414.70

NOI:
\$289,675.84

PRICE:
\$6,500,000

PRICE PER SF:
\$209.38

TOTAL 2025 OPERATING EXPENSE \$283,876.52

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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 **4084 University Drive, 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 FAIRFAX 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 or awallace@legatcre.com