

For Lease or Sale in Heart of McLean

Distinctive building, great signage, ample parking, 9,455 gross SF, walk to everything

6870 Elm St.
McLean, VA 22101



Geoffrey G. Lindsay, President/Principal Broker
2032 Virginia Ave., McLean, VA 22101
Cell: 571-259-4032. Email: geoff@caprealtyadv.com

703-536-2100

Table of Contents

For Lease or Sale

6870 Elm St.
McLean, VA 22101

Links below to specific pages within the Offering Memorandum

3.....	Regional and local map	11	Demographics
4.....	Key Property Data	12	C-2 Zoning Uses
5.....	Overview	13	Floor Plan—1st Floor
6.....	Sold Comps	14-16	Photos of First Floor Space
7.....	Aerial of Building	17	Floor Plan—2nd Floor
8.....	Planned Redevelopment in Immediate Area	18	Photos 2nd Floor
9.....	Part of Commercial Revitalization District	19	Floor Plan—3rd Floor
10.....	Neighboring Properties	20-21	Photos of Suite 300—3rd Floor

Information concerning the property described herein has been obtained from sources other than Capital Realty Advisors and we make no representations or warranties, express or implied, as to the accuracy or completeness of such information. Any and all references to age, square footage, income, expenses and any other property-specific information are approximate. Any opinions, assumptions, or estimates contained herein are projections only and used for illustrative purposes and may be based on assumptions or due diligence criteria different from that used by a buyer. Buyers should conduct their own independent investigation and rely on those results. Information herein is subject to change.



Geoffrey G. Lindsay, President/Principal Broker
2032 Virginia Ave., McLean, VA 22101
Cell: 571-259-4032. Email: geoff@caprealtyadv.com

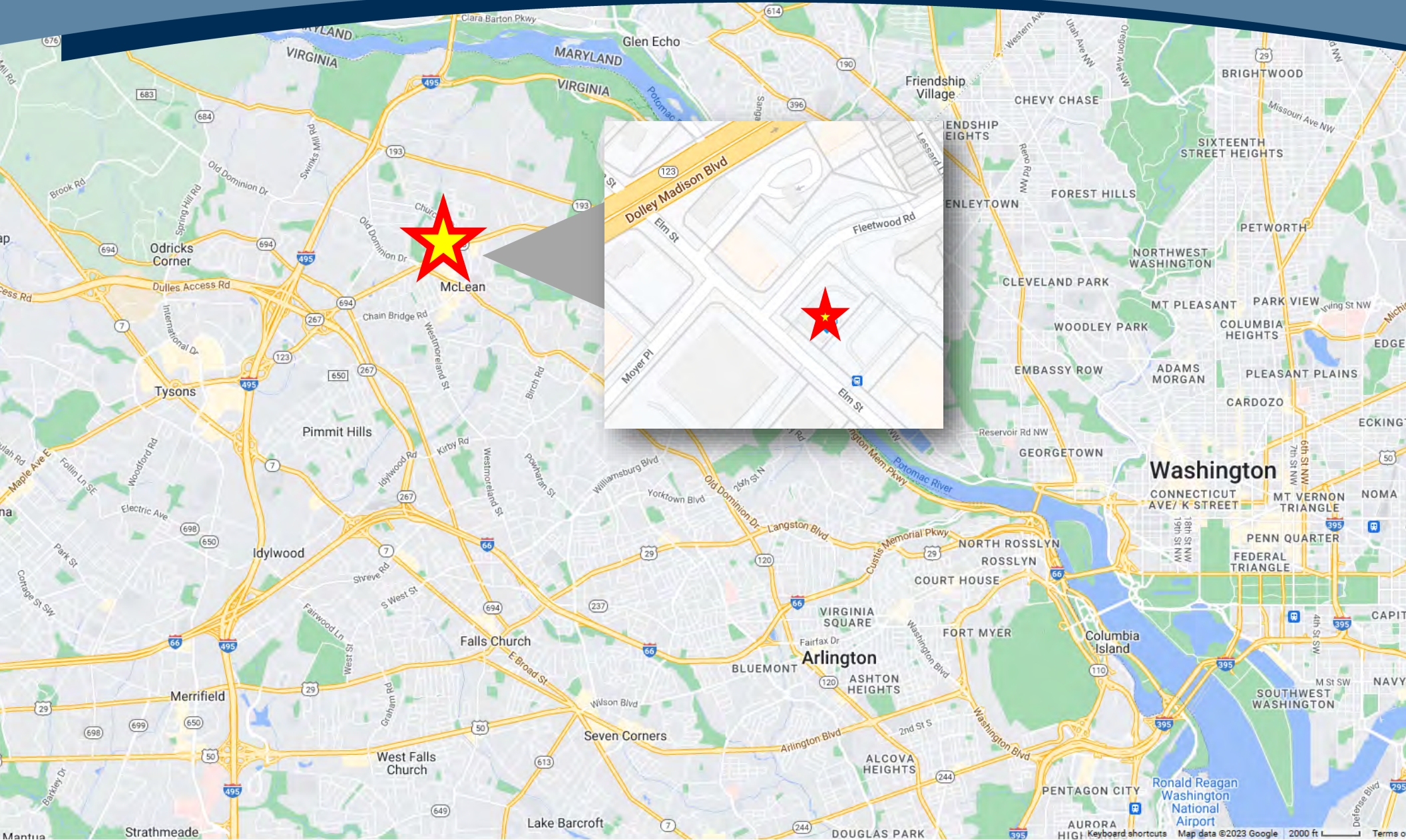
703-536-2100

Regional and Local Map

Convenient to I-495, I-66, DC, Tysons Corner, McLean Metro, Dulles Toll Road and GW Parkway

For Lease or Sale

6870 Elm St.
McLean, VA 22101



Geoffrey G. Lindsay, President/Principal Broker
2032 Virginia Ave., McLean, VA 22101
Cell: 571-259-4032. Email: geoff@caprealtyadv.com

703-536-2100

Near Tysons—but without the Traffic

Take advantage of this opportunity to buy or lease in space-constrained downtown McLean

For Lease or Sale

6870 Elm St.
McLean, VA 22101

The Pourmaras Building

Sale	\$3,600,000
Price/SF	\$380.75
Net Income	N/A
Lease	\$32/SF 1st floor. \$28 2nd-3rd
Stories	3
Ceiling height	8 ft. (to drop ceiling)
Construction:	Steel and masonry
Parking	26 spaces
Elevator	Yes
Market:	Washington, DC
Sub-Market/Neighborhood	McLean
Zoning	C-2
Year Built:	1977
Heating/Cooling	26 PTHP Wall Units
Tax ID#	0302 10060001
Acreage	0.309
Real Estate Taxes (2023)	\$23,667



Image from Google Earth



Geoffrey G. Lindsay, President/Principal Broker
2032 Virginia Ave., McLean, VA 22101
Cell: 571-259-4032. Email: geoff@caprealtyadv.com

703-536-2100

Unique Building, Unique Location

First time offered for sale since built in 1977; proposed for ground-floor retail under comp plan

For Lease or Sale

6870 Elm St.
McLean, VA 22101

- ❑ Great Visibility with Frontage on Two Roads
- ❑ Located within McLean CBC—Redev. Potential
- ❑ Comp Plan Calls for Ground Floor Retail
- ❑ Existing Vacancy Upside for Owner-Occupied
- ❑ Parking Ratio of 2.75/1,000 SF—26 Total
- ❑ One Block from Rte. 123 w/52,000 VPD

Affordable Options for Tenants or User/Investors

Located within one of Northern Virginia's most exclusive and sought-after suburbs, this building offers affordable options for a variety of tenants or user/investors. Perfect location for legal, CPA, tech company, real estate office, title company plus the other uses allowed under C-2 zoning. Ground floor space available for the first time in years, and it's also proposed for retail under the comp plan. There's also a three-operator dental office newly available on the 3rd floor. The second floor was the long-term office of the late Stephen W. Pournaras, Esq. and would be perfect for law firm use. For tenants, leases are offered as modified full-service on five-year terms with options, or longer as desired.

And if you have a business relationship with Mars Corp. that would benefit from close proximity (across the street), here's your place!

Truly Rare to Market

Do a search today for commercial property for sale in downtown McLean and you'll find one or maybe two condos listed, but a stand-alone fee-simple (no condo fees!) property like this is rare to market in space-constrained downtown McLean.



View from 6870 Elm rooftop

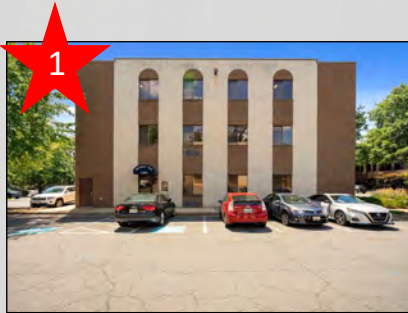
Offered at Below Market: \$381/SF

Recent sold comps average \$450/SF

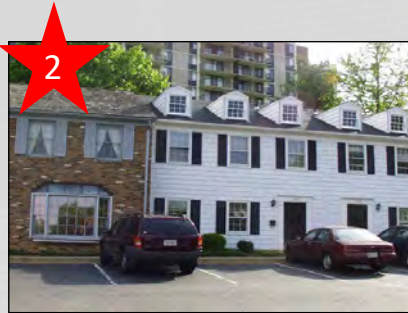
For Lease or Sale

6870 Elm St.
McLean, VA 22101

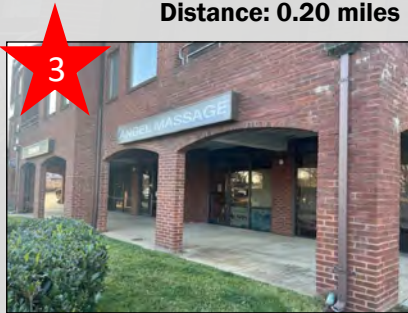
<u>Market Comps—SOLD</u>	<u>Sold Price</u>	<u>Gross SF</u>	<u>Per SF</u>	<u>Sold Date</u>	<u>Lot size</u>	<u>Zoning</u>
1. 1363 Beverly Rd	\$855,000	2,007	\$426	11-8-23	N/A	C-5
2. 1303 Vincent Place	\$750,000	1,400	\$536	9-28-23	N/A	C-2
3. 1356 Old Chain Bridge Rd.	\$1,300,000	3,256	\$399	1-12-24	N/A	C-6
4. 7601 Lewinsville Rd.	\$1,341,120	3,048	<u>\$440</u>	6-1-23	N/A.	I-3
Average Sold Price			\$450			



Distance: 0.20 miles



Distance: 850 feet



Distance: 0.29 miles



Distance: 1.5 miles

Market Comps—Asking

6736-6744 Old Mclean Village



Distance: 850 feet

List Price \$1,100,000
Gross SF 2,546
Price/SF \$430
Parking.....Unreserved
Zoning..... C-6



Subject Property: 6870 Elm St.

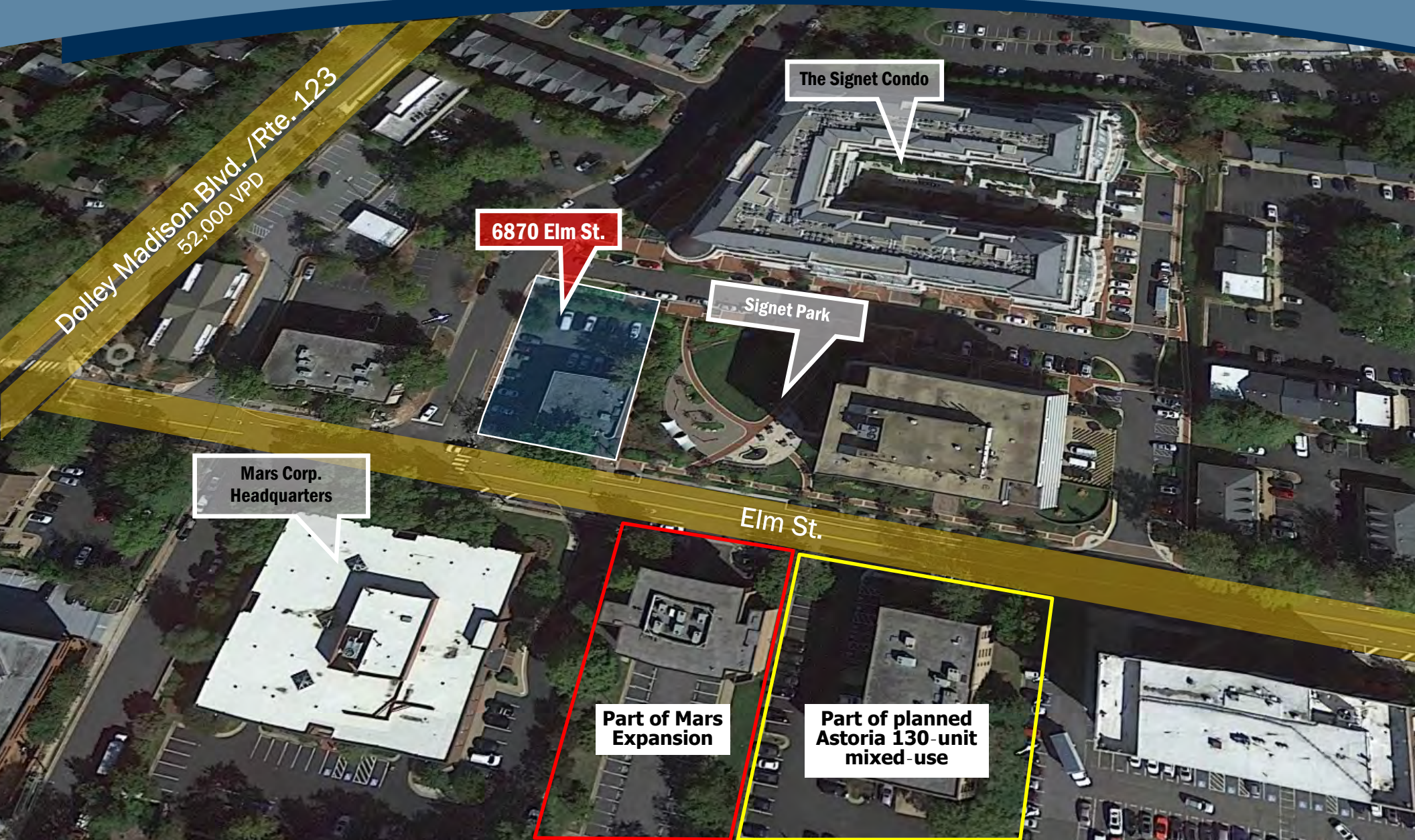
List Price \$3,600,000
Gross Building Area 9,455 SF
Price/SF \$380.75
Parking.....26
Acreage 0.309

Elm St. Key Target for Re-development

Already approved: Mars Corp. expansion and 130-unit mixed-use project

For Lease or Sale

6870 Elm St.
McLean, VA 22101



Look What's Coming in Across the Street

Elm Street and Beverly Rd.—the heart of planned downtown redevelopment in McLean

For Lease or Sale

6870 Elm St.
McLean, VA 22101

Fairfax County adopted a plan in 2021 known as the McLean Community Business Center, to redevelop the town's 230-acre downtown, bounded by Old Dominion Drive and Chain Bridge Road. It included zoned density and increased height potential closer to the town's core to transform it to a walkable village. McLean is the third wealthiest community in the U.S.

Recent projects include a 90,000 SF, 122-unit Sunrise Assisted Living facility that opened in spring 2023, and a nine-story, 44-unit condo building that began construction in March 2023. Last year, the owner of McLean Professional Park submitted plans to redevelop six townhouse-style office buildings into a 104-unit residential building.

 6870 Elm St. Across from Mars



Site plan for the Astoria (right), an upcoming 7-story mixed-use across the street from 6870 Elm St., was approved last October, with 130 apartments. Also approved: Mars headquarters expansion, proposed plan at left, is expected to begin redevelopment from its existing 53,000 SF building to 125,000 SF this summer. Mars is the largest privately held company in Virginia.

Commercial Revitalization District Benefits

McLean Community Business Center designation (CBC) provides for developer incentives

For Lease or Sale

6870 Elm St.
McLean, VA 22101

Comp Plan Calls for Ground-Floor Retail

Downtown McLean is in a commercial revitalization district, which entitles landowners and developers greater zoning flexibility and the use of expedited development review procedures. More info at Fairfax County Community Revitalization Section. fcrevit.org

As written in the [McLean CBD comp plan](#), "Tax Map 30-2 ((10))(6) 1 (subject property) is planned for office and ground floor retail at an intensity of 0.70 FAR." The property is already built out at this density, but notably the Plan calls for ground floor retail as well, not allowed under existing zoning. Consult with Fairfax County Planning office or your zoning attorney for more info.



McLean CBC

The CBC (see inset) is located south of Dolley Madison Boulevard and centered around the intersection of Old Dominion Drive and Chain Bridge Road. The plan would foster opportunities to implement a vision developed for the area, focus redevelopment to the Center Zone of the CBC (which subject property is located in), to increase the number of residential units, and incentivize a bonus density, with additional story height to a developer in the Center Zone by providing an open space amenity, such as a park.

There are two guidelines, a Base Plan which reflects existing and/or approved uses and intensities, and an Optional Level of Development in Center and General Zones via a Form-Based Approach.

Not intended as zoning advice. Consult with [Fairfax County Planning](#) or a zoning attorney.



Subject located in McLean CBC Sub-Area 29, Land Unit C-2

Links for more info

[Profile McLean Commercial Revitalization District](#)
[McLean: District Design Guidelines](#)
[Business Profile of Tysons, including McLean](#)
[Fairfax County Commercial Development Activity](#)
[MPC Urban Design Guidelines Overview.](#)

Neighboring Properties

You'll be in good company as a new owner or tenant at 6870 Elm St., including what's to come

For Lease or Sale

6870 Elm St.
McLean, VA 22101



The Signet—120-unit condo building, behind property.



Elm St. Park—adjacent



6862 Elm St. office building



Mars Corp. HQ at 6885 Elm St. (across street)

Demographic Highlights

For Lease or Sale

6870 Elm St.
McLean, VA 22101



3-Mile Median Household Income

\$201,298



3-Mile Population

110,181



3-Mile Daytime Employees

41,184



**1-Mile Consumer Spending for
Food Away from Home**

\$23,017,825

Population	1 Mile	2 Mile	3 Mile
2022 Total Population:	11,121	45,581	110,181
2027 Population Projection:	11,160	46,047	112,112
Pop Growth 2022-2027:	0.1%	0.2%	0.4%
Median Age:	42.2	40.8	40
Households			
2022 Total Households:	3,875	16,151	41,130
HH Growth 2022-2027:	0%	0.2%	0.3%
Average Household Inc:	\$218,942	\$214,523	\$201,298
Avg Household Size:	2.8	2.8	2.6
2020 Avg HH Vehicles:	2.00	2.00	2.00
Housing			
Median Home Value:	\$987,879	\$962,591	\$935,143

Icons courtesy of flaticon.com

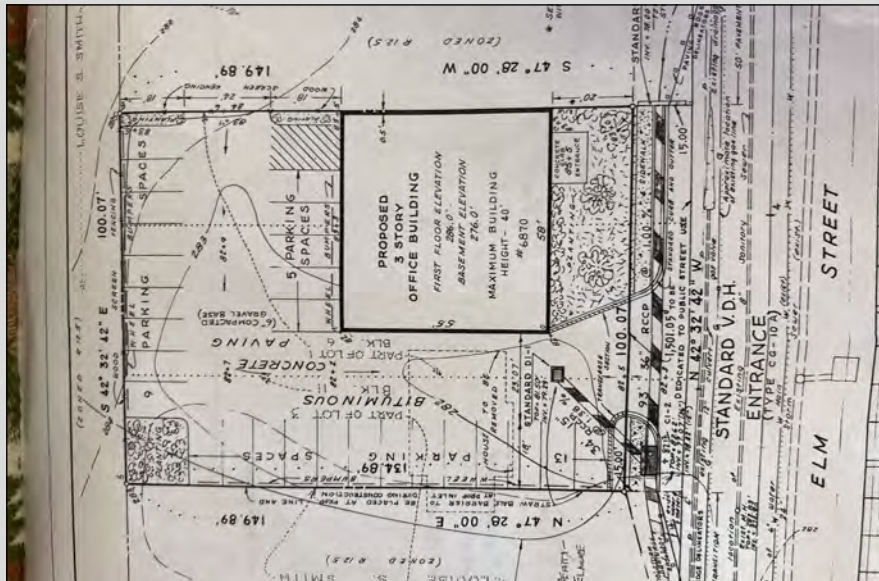
Many Uses Allowed Under C-2 Zoning

For Lease or Sale

6870 Elm St.
McLean, VA 22101

C-2 Zoning Definition

The C-2 District provides areas where predominantly non-retail commercial uses may be located such as offices, financial institutions, and other similar uses. The C-2 District is intended to provide for those types of uses in a low-intensity manner so they can serve as a transition between higher intensity uses and residential uses.



Survey from original construction

Sampling of By-Right Uses Under [C-2 Zoning](#)

- Adult Day Support Center
- Child Care Center
- College or University
- Financial Institution
- Health and Exercise Facility, Small
- Massage Therapy Establishment
- Office
- Public Use
- School, Private
- Specialized Instruction Center
- Religious Assembly
- *The following are permitted only as an Associated Service Use:*
 - 1) Business Service
 - 2) Personal Service
 - * Standards for Associated Service Uses
 - (1) In addition to the standards for specific uses, all associated service uses must comply with the following:
 - (a) The associated service use must be located in the same building as the principal use.
 - (b) The combined gross floor area of all associated service uses may not exceed 10 percent of the gross floor area of the building. In addition, except for a child care center, each individual establishment may not exceed 2,500 square feet of gross floor area.
 - (c) The hours of operation must generally conform to the business hours of the principal use, but may not exceed 6:00 a.m. to 10:00 p.m.

Check zoning code for additional requirements.

Note: By-right use does not necessarily mean an occupancy permit will be granted due to other requirements such as parking. Confirm your planned use with the [Fairfax County Planning Office](#).

Floor Plan—Ground Level

Approx. 3,160 SF per floor plate, including common area. 2,969 rentable SF.

For Lease or Sale

6870 Elm St.
McLean, VA 22101



Suite 100

2,276 gross SF. Can be combined w/Suite 101 for a total of 2,969 gross SF.

For Lease or Sale

6870 Elm St.
McLean, VA 22101



Reception



Conference room



Kitchenette with storage room and private bathroom.



Second conference room

Suite 100—Additional Photos

2,276 gross SF. Can be combined w/Suite 101 for a total of 2,969 gross SF.

For Lease or Sale

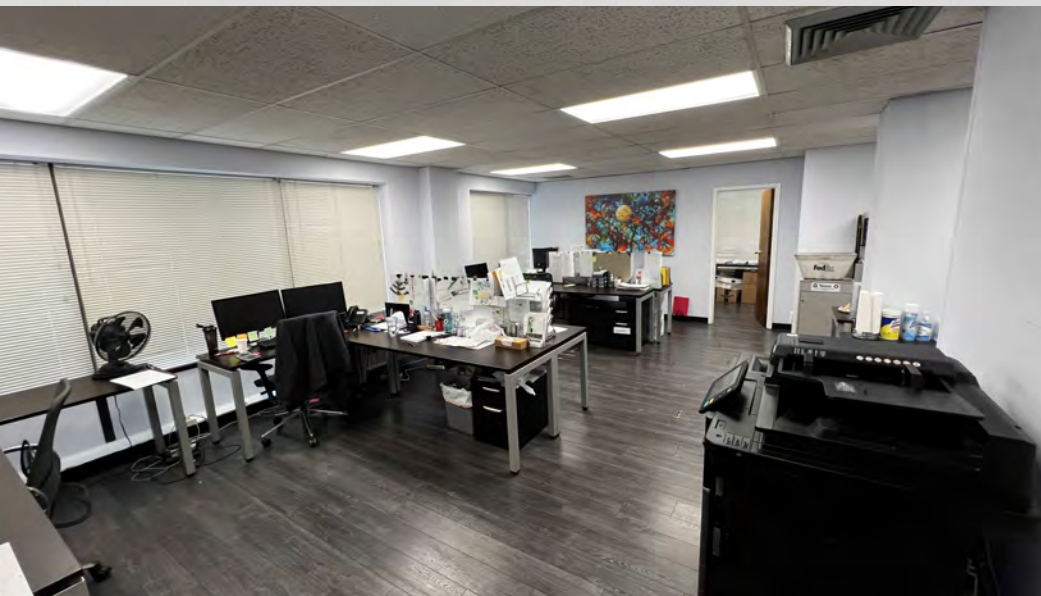
6870 Elm St.
McLean, VA 22101



Executive office



Executive office



Open work space



Rear back office

Suite 101

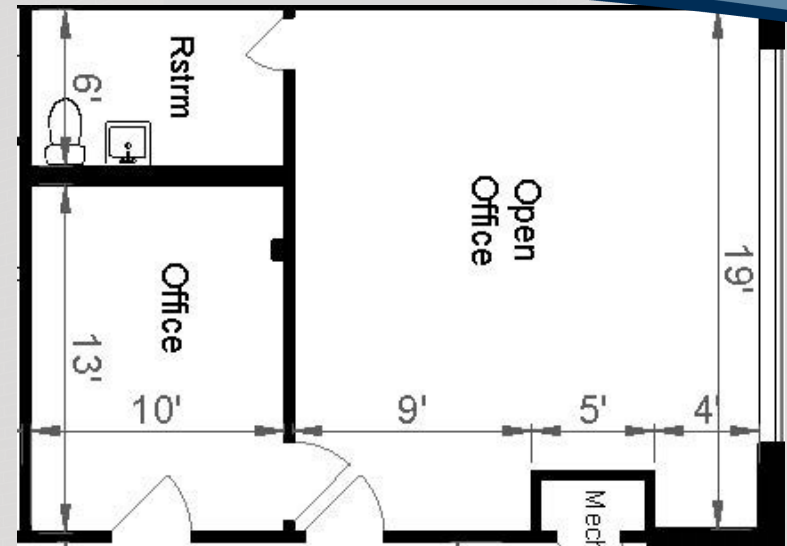
693 gross SF—available with Suite 100 to occupy entire floor

For Lease or Sale

6870 Elm St.
McLean, VA 22101



Open office space



Floor plan



Second office with separate entrance from hallway



Both hallway doors access this office space

Floor Plan—2nd Level

Approx. 3,160 SF per floor plate, including common area

For Lease or Sale

6870 Elm St.
McLean, VA 22101



Suite 200

Representative photos of some of the eight offices available. 2,987 gross SF.

For Lease or Sale

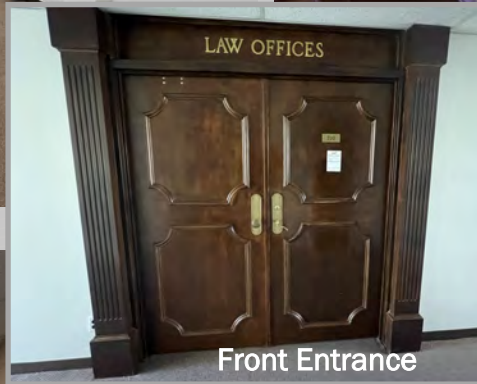
6870 Elm St.
McLean, VA 22101



Open central office area



Executive Office



Front Entrance



Corner office



Conference room

Floor Plan—3rd Level

Approx. 3,160 SF per floor plate, including common area

For Lease or Sale

6870 Elm St.
McLean, VA 22101

Suite 300
Built out for Dental

Suite 302
Not Available for Lease



Suite 300

1,509 gross SF. Already built out for dental use. Equipment/furnishings removed since photos taken.

For Lease or Sale

6870 Elm St.
McLean, VA 22101



Reception



Waiting area



Operatory 1



Operatory 2

Suite 300—Additional Photos

For Lease or Sale

6870 Elm St.
McLean, VA 22101



Operatory 3



Kitchen and laundry area



Lab and office space



Storage and equipment area

Broker Profile: Capital Realty Advisors

Geoffrey G. Lindsay is the president and principal broker of Capital Realty Advisors, LLC, specialists in commercial and investment properties. He has had listings from under \$1 million to \$70 million, and is licensed in DC, MD and VA.

Lindsay previously served as an advisor with a national commercial real estate firm, where he was its first salesperson hired in Northern Virginia as the company pursued its expansion strategy. Prior to that, he was in on the ground floor of the creation of the commercial division of a residential brokerage, then the largest privately held real estate company in the U.S.

In addition to his real estate background, Lindsay has over 20 years prior experience as a business owner, including a national publishing operation, East-West Communications, as well as eBusiness World Expo, which was the largest local trade show in the Washington, DC area on business use of the Internet. He also served as president of Lindsay & Co., a business mergers and acquisitions company.

His background as a business owner gives him a special insight into the business side of investment and commercial real estate.

This experience has enabled him to advise corporations and individuals on ways to maximize value as they pursue exit strategies, especially in situations where a business owner is ready to sell both the business and business real estate.



If you're ready to lease, sell or buy investment or commercial real estate, Capital Realty Advisors is ready to help. Whatever the property, our objective is the same: to get you the best possible price in the shortest amount of time.

For your next transaction, contact Capital Realty Advisors. A Capital Idea!