



18+ Year Operating History at Location | Learning Care Group (1,100+ Locations) | AHHI Exceeds \$104,000 in 1-Mile



OFFERING MEMORANDUM  
VIRGINIA BEACH, VIRGINIA (NORFOLK MSA)

Marcus & Millichap  
THE SULO GROUP

## CONFIDENTIALITY & DISCLAIMER

### Exclusively Listed by:

#### Dominic Sulo

Senior Managing Director  
CHICAGO OAKBROOK  
Tel: (630) 570-2171  
DSulo@marcusmillichap.com  
License: IL 475.134920

#### Broker of Record:

Brian Hosey  
7200 Wisconsin Ave., Suite 1101  
Bethesda, MD 20814  
Tel: (202) 536-3700  
License: 0225247494

#### Marcus & Millichap

Marcus & Millichap Real Estate Investment  
Services of North Carolina, Inc.

Information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap Real Estate Investment Services of North Carolina, Inc. ("Marcus & Millichap") and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

#### NON-ENDORSEMENT NOTICE

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

#### ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

#### SPECIAL COVID-19 NOTICE

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.)

#### MARCUS & MILLICHAP HEREBY ADVISES ALL PROSPECTIVE PURCHASERS OF SINGLE TENANT NET LEASED PROPERTY AS FOLLOWS:

The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable. However, Marcus & Millichap has not and will not verify any of this information, nor has Marcus & Millichap conducted any investigation regarding these matters. Marcus & Millichap makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided.

As the Buyer of a single tenant property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Brochure is not a substitute for your thorough due diligence investigation of this investment opportunity. Marcus & Millichap expressly denies any obligation to conduct a due diligence examination of this Property for Buyer.

Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a single tenant property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors. Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any single tenant property to determine to your satisfaction with the suitability of the property for your needs.

Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

**By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this single tenant property.**

# OFFERING SUMMARY

## PROPERTY ADDRESS

### Childtime Learning Centers

4908 Pleasant Valley Road

Virginia Beach, VA 23464

## OFFERING SUMMARY

|                          |                |
|--------------------------|----------------|
| Price:                   | \$1,687,000    |
| Cap Rate:                | 7.50%          |
| Net Operating Income:    | \$126,496      |
| Building Square Footage: | 6,052 Sq Ft    |
| Year Built   Renovated:  | 1985   2007    |
| Lot Size:                | +/- 1.01 Acres |

## LEASE SUMMARY

|                         |                          |
|-------------------------|--------------------------|
| Tenant:                 | Childtime Childcare Inc. |
| Guaranty:               | Corporate                |
| Lease Commencement:     | 3/1/2007                 |
| Rent Commencement:      | 7/1/2021                 |
| Lease Expiration:       | 6/30/2031                |
| Lease Term Remaining:   | 5+ Years                 |
| Lease Type:             | Double Net               |
| Roof and Structure:     | Landlord Responsible     |
| Rental Increases:       | 10.00% Every 5 Years     |
| Renewal Options:        | Two, Five-Year           |
| Right of First Refusal: | 30 Days                  |

## OPERATING DATA

| Year                    | Start Date | End Date  | Annual Rent | Cap Rate |
|-------------------------|------------|-----------|-------------|----------|
| 6-10                    | 7/1/2026   | 6/30/2031 | \$126,496   | 7.50%    |
| 11-15 <b>(Option 1)</b> | 7/1/2031   | 6/30/2036 | \$139,145   | 8.25%    |
| 16-20 <b>(Option 2)</b> | 7/1/2036   | 6/30/2041 | \$153,060   | 9.07%    |

### Lease Comments:

**(1)** Pricing is based off of the 7/1/2026 rent increase. Seller will credit the difference in rent at the time of closing.

**(2)** There is a 10-year roof warranty in place that commenced on 8/12/2021 and expires on 8/12/2031.

## INVESTMENT HIGHLIGHTS

- **18+ Year Operating History at this Location (40+ Year Operating History as a Daycare)**
  - In 2007, Learning Care Group acquired a large portfolio from a mom-and-pop operator in the VA Beach marketplace. Prior to then, that operator built this school in 1985 and continually operated it until 2007.
  - The lease calls for 10.00% rent increases every five years in the base term and the option periods.
  - The tenant has two five-year options to renew at the expiration of the initial term.
- **Learning Care Group – 2nd Largest Corporate Operator in the Country**
  - Learning Care Group is the 2nd Largest Corporate Operator in the country, only behind Kinder-Care.
  - Learning Care Group currently operates over 1,100 locations across forty states.
  - Learning Care Group serves over 165,000 children nationwide.
- **Over \$205,000,000 Spent on Education and Daycare in a 5-Mile Radius**
  - A strong focus on education and early childhood development can make a city more attractive to businesses and skilled workers, contributing to overall economic growth.
  - Participants in early childhood programs are more likely to enroll in college and potentially experience higher earnings in adulthood.
- **Norfolk MSA – Densely Populated with Nearly 300,000 People in 5-Miles**
  - The Virginia Beach Metropolitan Statistical Area, also known as Hampton Roads and Coastal Virginia, encompasses 15 cities and counties with a population of over 1.7 million and a workforce of over 850,000.
  - Regularly recognized as one of America's best places to live and raise a family, Virginia Beach has been ranked as one of the fittest, safest, most literate, best places to buy a home, and most affordable beach towns in the country.
  - The metro has the second-largest concentration of military personnel in the nation, with 15 military installations providing numerous jobs.



## WHY BUY A DAYCARE CENTER?

The U.S. child care market is expected to grow at a compound annual growth rate of 4.18% from 2023 to 2030 and is expected to reach USD 83.6 billion by 2030.

The key factors driving the U.S. child care market growth include increasing government funding for childcare, rising demand for daycare centers; and an increase in the number of women employment.

The early education and daycare segment dominated the U.S. child care market with a share of around 47% in 2022. This is attributable to the increase in the rising demand along with the government funding to child care centers.

The market is benefiting from the advancement of learning technologies for children. Educational tools like Starfall, based on advanced technology, are transforming the U.S. childcare market by providing engaging activities and games for children to learn art, languages, and mathematics.



# SITE PLAN



# AERIAL OVERVIEW



## TENANT PROFILE

With more than 55 years of experience, we pride ourselves on being a trusted, supportive, reliable provider of early education and child care. Our top priority is keeping children safe, healthy, and learning in clean, secure environments across 1,110+ schools and 11 unique brands in 40 states, Washington, D.C., and internationally. Our 24k+ educators can support more than 165k children.

Learning Care Group, Incorporated is the second-largest for-profit child care provider in North America and a leader in early education. Our programs are designed for children aged six weeks to 12 years. Across our seven unique brands, we're committed to creating state-of-the-art facilities with the latest technology and expert-driven curricula created by our own education team.

Here, teachers get to know children so they can plan personalized learning experiences that help develop academic skills (literacy, math, etc.) and life skills (communicating, making friends, etc.) Then, we share children's progress with families through portfolios and conferences.



**Company Type:** Private  
**Location:** Novi, Michigan (1,110+ Locations)  
**Website:** <https://www.learningcaregroup.com>

**1,100+**  
Locations  
Nationwide

**#2**  
Top Ranked  
Corporate Operator

**165,000+**  
Children  
Served



## 2025 | TOP 20 CORPORATE CHILD CARE COMPANIES

|    | ORGANIZATION                | HEADQUARTERS    | CAPACITY (EST.) | # OF CENTERS (EST.) |
|----|-----------------------------|-----------------|-----------------|---------------------|
| 1  | KinderCare Learning Centers | Oregon          | 200,000         | 2,400               |
| 2  | <b>Learning Care Group</b>  | <b>Michigan</b> | <b>167,000</b>  | <b>1,103</b>        |
| 3  | Bright Horizons             | Massachusetts   | 115,000         | 1,028               |
| 4  | Cadence Education           | Arizona         | 53,400          | 326                 |
| 5  | Child Development Schools   | Texas           | 46,916*         | 272*                |
| 6  | Spring Education Group      | California      | 39,488**        | 182**               |
| 7  | Busy Bees North America     | Canada          | 32,784          | 223                 |
| 8  | Premier Early Education     | Illinois        | 25,000          | 160                 |
| 9  | Endeavor Schools            | Florida         | 22,000          | 110                 |
| 10 | The Sunshine House          | South Carolina  | 21,000          | 140                 |
| 11 | Kids and Company, Ltd.      | Canada          | 14,612          | 159                 |
| 12 | New Horizon Academy         | Minnesota       | 15,673          | 103                 |
| 13 | Big Blue Marble Academy     | Alabama         | 15,149          | 83                  |
| 14 | O2B Kids                    | Florida         | 14,078          | 75                  |
| 15 | Early Learning Academies    | Virginia        | 13,294          | 77                  |
| 16 | Otter Learning              | South Carolina  | 10,500          | 76                  |
| 17 | The Nest Schools            | Florida         | 9,300           | 54                  |
| 18 | The Gardner School          | Tennessee       | 7,600           | 39                  |
| 19 | LLE Educational Group       | Virginia        | 7,000           | 47                  |
| 20 | Never Grow Up, Inc.         | Tennessee       | 6,613           | 46                  |

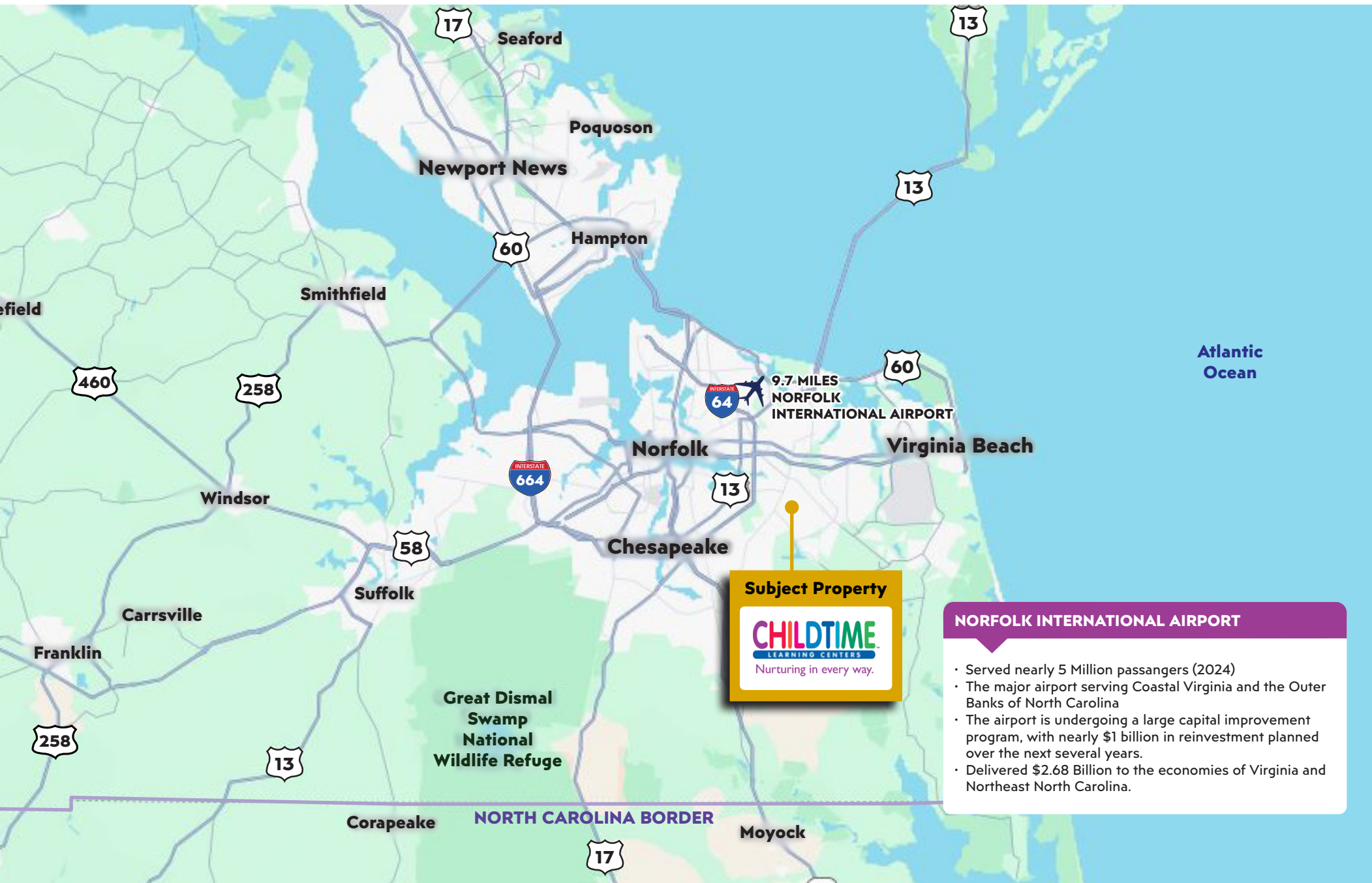
Based on data supplied by the organizations. Data on capacity is total licensed capacity as of January 1, 2025

\*Data from January 2024 report. \*\*Data from January 2023 report.

## PROPERTY PHOTOS



# REGIONAL MAP



**Subject Property**

**NORFOLK INTERNATIONAL AIRPORT**

- Served nearly 5 Million passengers (2024)
- The major airport serving Coastal Virginia and the Outer Banks of North Carolina
- The airport is undergoing a large capital improvement program, with nearly \$1 billion in reinvestment planned over the next several years.
- Delivered \$2.68 Billion to the economies of Virginia and Northeast North Carolina.

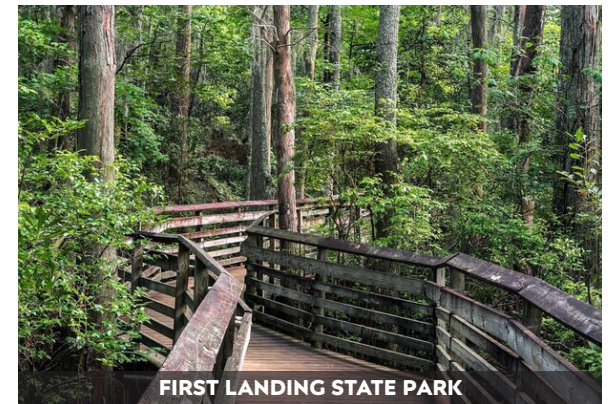
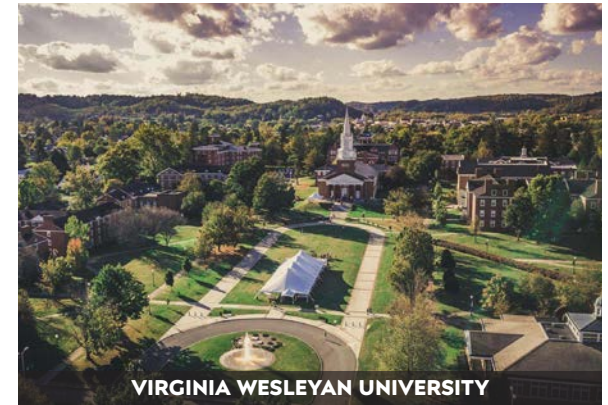
## AREA OVERVIEW

### VIRGINIA BEACH

- Hampton Roads, also known as the Virginia Beach–Norfolk–Newport News metro, is recognized for its miles of waterfronts and beaches, military presence, harbors, shipyards and coal piers.
- Virginia Beach is a thriving coastal city located in the southeastern corner of Virginia, where the Chesapeake Bay meets the Atlantic Ocean. It is the largest city in Virginia and the 39th largest city in the United States.
- Virginia Beach is home to a variety of amenities, including a popular oceanfront resort area, vibrant financial district, urban amenities, rural areas, cultural centers and museums, military facilities, and diverse neighborhoods.
- The Virginia Beach Metropolitan Statistical Area, also known as Hampton Roads and Coastal Virginia, encompasses 15 cities and counties with a population of over 1.7 million and a workforce of over 850,000.
- Regularly recognized as one of America’s best places to live and raise a family, Virginia Beach has been ranked as one of the fittest, safest, most literate, best places to buy a home, and most affordable beach towns in the country.
- The metro has the second-largest concentration of military personnel in the nation, with 15 military installations providing numerous jobs.
- Known for its beaches and water recreation, the region has much to offer by way of outdoor activities and entertainment. Busch Gardens Williamsburg, Colonial Williamsburg, the USS Wisconsin and the Virginia Aquarium are prominent attractions that draw tourists and locals alike.
- Cultural activities are available at the Virginia Museum of Contemporary Art, Virginia Aquarium & Marine Science Center, and Virginia Beach Amphitheater.
- Sports teams play at the Virginia Beach Sportsplex, Harbor Park and Scope Arena.
- Universities include the College of William & Mary, Old Dominion University, Virginia Wesleyan University, Hampton University and Norfolk State University.
- Home to one of the last great salt marsh habitats on the East Coast with hundreds of miles of inland waters, thousands of acres of parks and countless trails, and the largest estuary in the US in the Chesapeake Bay.

### ECONOMY


- The local economy is best known for tourism and defense, but advanced manufacturing, maritime, logistics, cybersecurity and biomedical tech are growing sectors.
- Fortune 500 headquarters include Norfolk Southern, Dollar Tree and Huntington Ingalls Industries.
- The large military presence includes Naval Station Norfolk, Joint Expeditionary Base Little Creek-Fort Story, Naval Air Station Oceana Dam Neck Annex, Joint Base Langley-Eustis, Norfolk Naval Shipyard and U.S. Coast Guard Base Portsmouth.



# DEMOGRAPHICS


| <b>POPULATION</b>                    | <b>1-MILE</b>    | <b>3-MILE</b>    | <b>5-MILE</b>   |
|--------------------------------------|------------------|------------------|-----------------|
| 2010 Population                      | 16,038           | 127,556          | 287,668         |
| 2020 Population                      | 15,770           | 135,697          | 305,135         |
| 2024 Population                      | 15,018           | 131,892          | 297,664         |
| 2029 Population                      | 14,983           | 132,959          | 299,658         |
| <b>HOUSEHOLDS</b>                    |                  |                  |                 |
| 2010 Households                      | 6,004            | 46,254           | 106,857         |
| 2020 Households                      | 6,120            | 50,715           | 117,193         |
| 2024 Households                      | 6,138            | 51,714           | 119,239         |
| 2029 Households                      | 6,151            | 52,448           | 120,742         |
| <b>OWNER OCCUPIED HOUSING UNITS</b>  |                  |                  |                 |
| 2010 Owner Occupied Housing Units    | 72.3%            | 68.1%            | 62.4%           |
| 2020 Owner Occupied Housing Units    | 70.3%            | 64.0%            | 58.7%           |
| 2024 Owner Occupied Housing Units    | 70.3%            | 63.9%            | 58.9%           |
| 2029 Owner Occupied Housing Units    | 70.4%            | 63.9%            | 58.9%           |
| <b>RENTER OCCUPIED HOUSING UNITS</b> |                  |                  |                 |
| 2010 Renter Occupied Housing Units   | 24.1%            | 27.4%            | 32.6%           |
| 2020 Renter Occupied Housing Units   | 26.8%            | 32.4%            | 37.2%           |
| 2024 Renter Occupied Housing Units   | 26.7%            | 32.5%            | 37.0%           |
| 2029 Renter Occupied Housing Units   | 26.7%            | 32.5%            | 36.9%           |
| <b>AVERAGE HOUSEHOLD INCOME</b>      | <b>\$104,599</b> | <b>\$105,629</b> | <b>\$99,713</b> |

## AREA SNAPSHOT




**297,664**  
POPULATION (5-MILE)

---




**308,450**  
DAYTIME POPULATION (5-MILE)

---



**2.4%**  
POPULATION GROWTH (2023-2028)

---



**\$104,599**  
AVERAGE HOUSEHOLD INCOME (1-MILE)