



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

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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.

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OFFERING SUMMARY

PROPERTY ADDRESS

Childtime Learning Centers

4908 Pleasant Valley Road

Virginia Beach, VA 23464

OFFERING SUMMARY

Price: \$1,745,000

Cap Rate: 7.25%

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	7.25%
11-15 (Option 1)	7/1/2031	6/30/2036	\$139,145	7.97%
16-20 (Option 2)	7/1/2036	6/30/2041	\$153,060	8.77%

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.



4.18%
Annual
Growth

Expected Growth Rate
from 2023 to 2030



\$60.4B
Industry

Expected to Grow to
\$83.6B by 2030



47%
Market
Share

U.S. ECE Segment
in 2022

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	Learning Care Group	Michigan	167,000	1,103
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

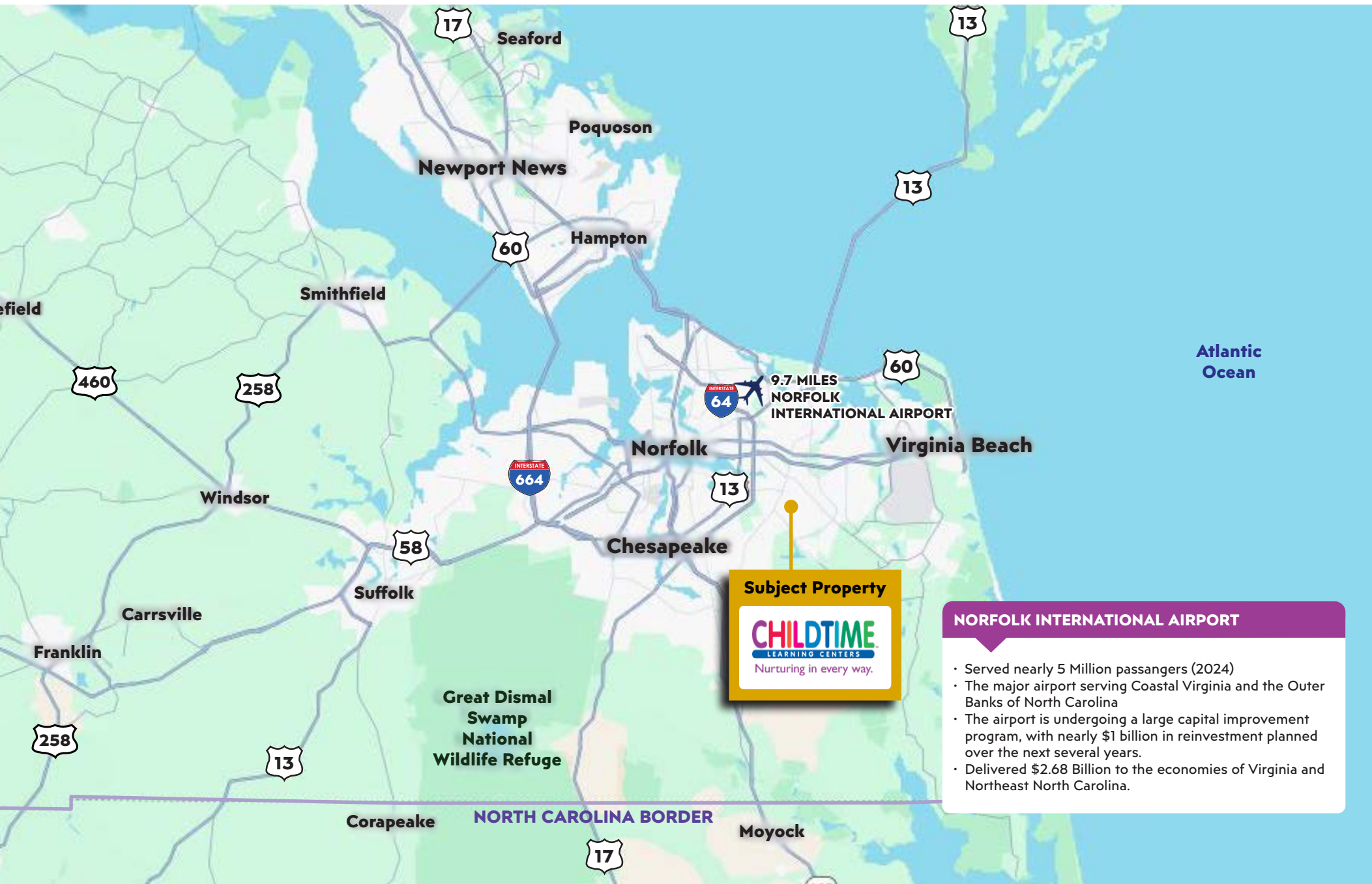
Based on data supplied by the organizations. Data on capacity is total licensed capacity as of January 1, 2025

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

PROPERTY PHOTOS



REGIONAL MAP



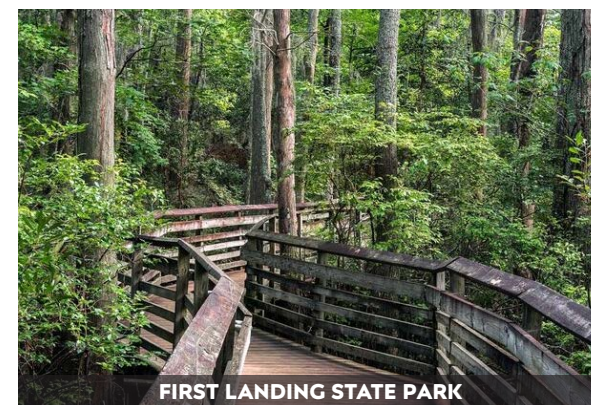
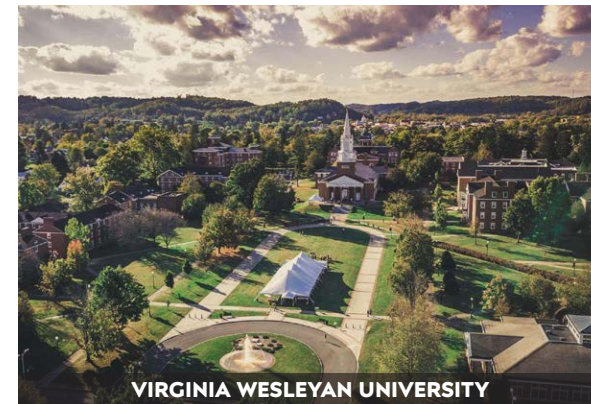
AREA OVERVIEW

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

POPULATION	1-MILE	3-MILE	5-MILE
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
HOUSEHOLDS			
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
OWNER OCCUPIED HOUSING UNITS			
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%
RENTER OCCUPIED HOUSING UNITS			
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%
AVERAGE HOUSEHOLD INCOME	\$104,599	\$105,629	\$99,713

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)