



Brand New 2024 Construction | 18+ Years Remaining | \$148,000+ AHJI in 5-Miles



OFFERING MEMORANDUM  
BALLWIN, MISSOURI (ST. LOUIS 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

### Guidepost Global Education

430 Arbor Spring Dr  
Ballwin, MO 63021

OFFERING SUMMARY	
Price:	\$5,598,000
Cap Rate:	7.75%
Net Operating Income:	\$433,826
Building Square Footage:	10,802 Sq Ft
Year Built:	2024
Lot Size:	+/- 1.73 Acres
LEASE SUMMARY	
Tenant:	Guidepost A LLC
Guaranty:	Corporate
Lease Commencement:	6/5/2023
Rent Commencement:	8/4/2023
Lease Expiration:	8/31/2043
Lease Term Remaining:	18+ Years
Lease Type:	Triple Net
Roof and Structure:	Landlord Responsible
Rental Increases:	2.00% Annual Increases
Renewal Options:	Four, Five-Year
Right of First Refusal:	15 Days

## OPERATING DATA

Year	Start Date	End Date	Annual Rent	Cap Rate
3	9/1/2025	8/31/2026	\$433,826	7.75%
4	9/1/2026	8/31/2027	\$442,503	7.90%
5	9/1/2027	8/31/2028	\$451,353	8.06%
6	9/1/2028	8/31/2029	\$460,380	8.22%
7	9/1/2029	8/31/2030	\$469,587	8.39%
8	9/1/2030	8/31/2031	\$478,979	8.56%
9	9/1/2031	8/31/2032	\$488,559	8.73%
10	9/1/2032	8/31/2033	\$498,330	8.90%
11	9/1/2033	8/31/2034	\$508,296	9.08%
12	9/1/2034	8/31/2035	\$518,462	9.26%
13	9/1/2035	8/31/2036	\$528,831	9.45%
14	9/1/2036	8/31/2037	\$539,408	9.64%
15	9/1/2037	8/31/2038	\$550,196	9.83%
16	9/1/2038	8/31/2039	\$561,200	10.03%
17	9/1/2039	8/31/2040	\$572,424	10.23%
18	9/1/2040	8/31/2041	\$583,873	10.43%
19	9/1/2041	8/31/2042	\$595,550	10.64%
20	9/1/2042	8/31/2043	\$607,461	10.85%

# INVESTMENT HIGHLIGHTS

- **Brand New 2024 Construction**
  - 2.00% annual rent increases throughout the base term and option periods.
  - The tenant has four, five-year options to renew at the expiration of the 20-year initial term.
  - Landlord responsible for replacement of HVAC & roof/structure.
  
- **Guidepost Global Education – Largest Montessori in the U.S. with 84+ Locations**
  - Guidepost Global portfolio includes 84 of the highest-performing schools formerly operated by Higher Ground Education, trademark / curriculum IP, and the Prepared Montessorian which is 1 of 3 accredited Montessori teacher training institutes in the U.S.
  - Investors include Learn Capital, Venn Growth Partners, Cosmic Education Group, Trilogy Group, and Yu Capital whom have a combined \$ 1B+ AUM.
  - Strategic collaboration with 2 Hour Learning, offering elementary programs within Guidepost Schools.
  - Campus level EBITDA up 3.0x over past 6 months.
  
- **Demand For Child Care Remains Extremely Strong**
  - The U.S. child care market size was valued at USD 60.4 billion in 2022 and is expected to grow at a compound annual growth rate (CAGR) of 4.18% from 2023 to 2030.
  - The key factor driving the growth is the rising demand for early daycare & education services with more parents returning to working in offices, the rising number of single & working mothers, advancements in learning technologies for children, and the accessibility of government funding.
  - The expenditure on daycare in the U.S. is very high. As per the cost of care survey facilitated by the U.S. Department of Health and Human Services, the expenditure on these services reached up to 7% of the household income in 2021.
  - Families in the U.S. are willing to spend more on child care services, indicating the high service demand in the U.S.
  
- **Internet Resistant Tenant**
  - Childcare remains a necessity even for parents who can work from home, as the ability to work while also caring for a child under 5 is nearly impossible. Evidence for this is based on the demand continuing to grow vs. pre-COVID despite a marked increase in people working from home.
  - Early Education centers remain at the forefront of children’s social skills development.



# WHY BUY A CHILD CARE 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



# AERIAL OVERVIEW



**TREETOP SHOPPING CENTER**

**U-HAUL**

**Commerce Bank**

**QuikTrip**

**Simmons Bank**  
MEMBER FDIC

**SONIC**

**DOBBS**  
TIRE & AUTO CENTERS

**K**

**WALGREENS**

**Big Bend Rd**  
26,105 CPD

**THE GODDARD SCHOOL**  
FOR EARLY CHILDHOOD DEVELOPMENT

**Sulphur Spring Rd**  
11,750 CPD

**Subject Property**

**guidepost**  
Global Education

**DEMOGRAPHICS**

**POPULATION (2024):**

1-Mile Radius	12,644
3-Mile Radius	73,137
5-Mile Radius	149,750

**HOUSEHOLD INCOME (AVERAGE):**

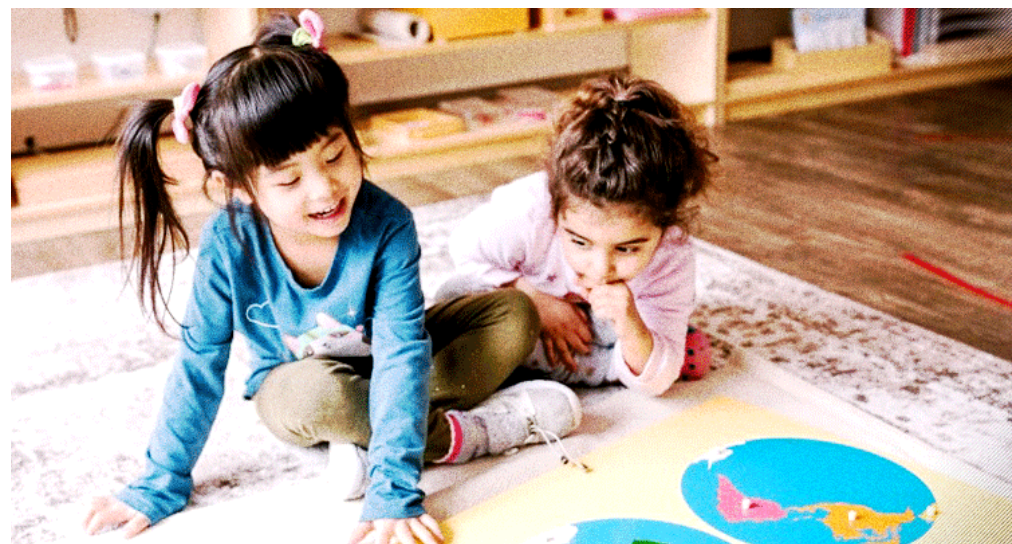
1-Mile Radius	\$133,773
3-Mile Radius	\$130,212
5-Mile Radius	\$148,134

# TENANT PROFILE

At Guidepost Global Education, we help children build independence, curiosity, and a life-long love of learning—while making it easy for busy parents to stay connected and supported every step of the way. With more than one hundred Montessori schools across the globe—and dedicated Montessori teacher training institutes preparing the next generation of educators—we’re leading the way in what Montessori education can and should be for children worldwide.

Guidepost Global portfolio includes 84 of the highest-performing schools formerly operated by Higher Ground Education, trademark / curriculum IP, and the Prepared Montessorian which is 1 of 3 accredited Montessori teacher training institutes in the U.S. Investors include Learn Capital, Venn Growth Partners, Cosmic Education Group, Trilogy Group, and Yu Capital whom have a combined \$ 1B+ AUM.

Strategic collaboration with 2 Hour Learning, offering elementary programs within Guidepost Schools, Campus level EBITDA up 3.0x over past 6 months and receives royalties from Cosmic’s 25 campuses.



**Company Type:** Private  
**Location:** Lake Forest, California (109+ Globally; 84 are in the U.S.)  
**Website:** <https://guideposteducation.com/>

**109+**  
Schools  
Globally

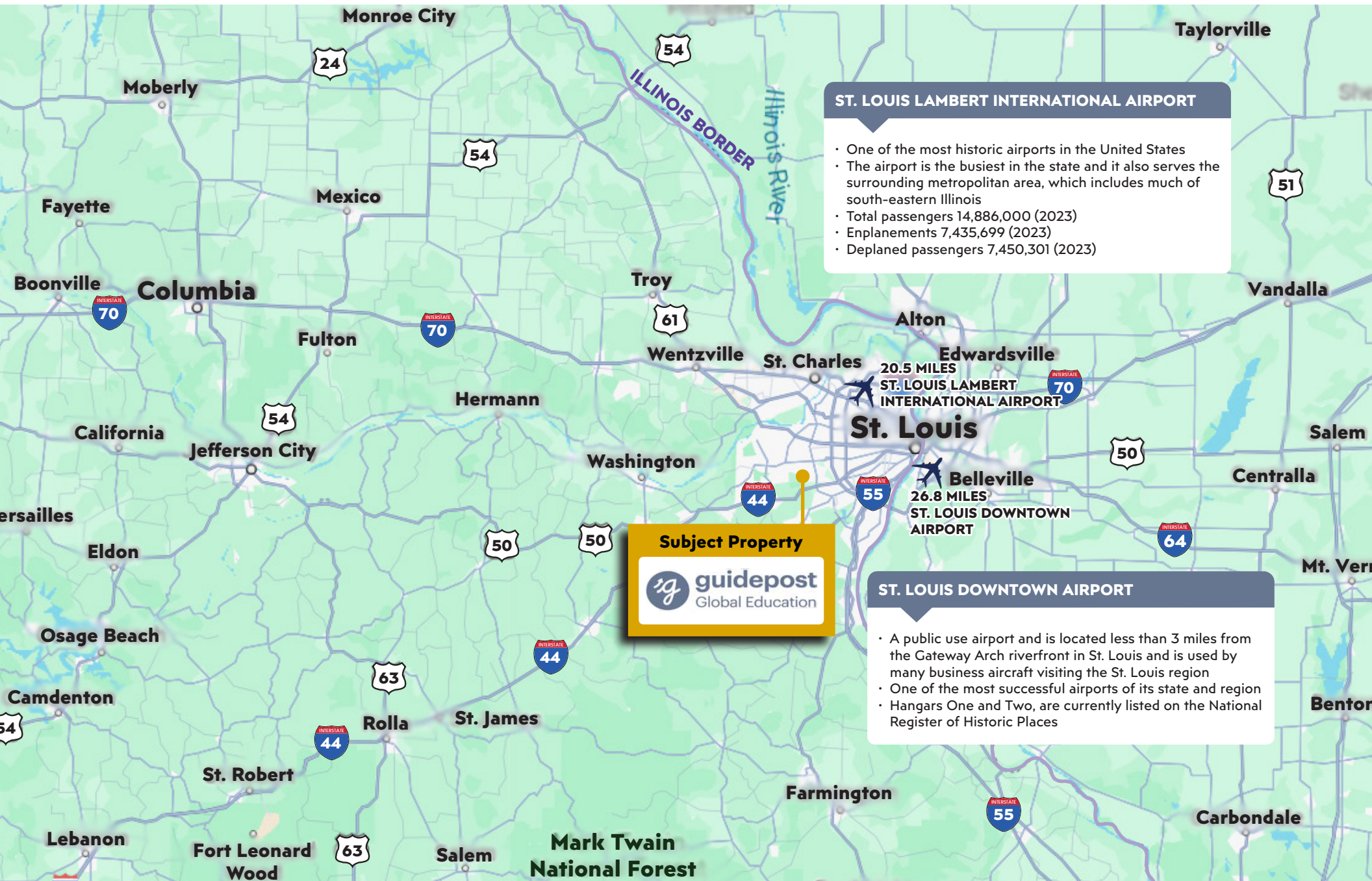
**EBITDA**  
Positive “4-Wall”  
Company

**10,000+**  
Enrollments

# PROPERTY PHOTOS



# REGIONAL MAP



**ST. LOUIS LAMBERT INTERNATIONAL AIRPORT**

- One of the most historic airports in the United States
- The airport is the busiest in the state and it also serves the surrounding metropolitan area, which includes much of south-eastern Illinois
- Total passengers 14,886,000 (2023)
- Enplanements 7,435,699 (2023)
- Deplaned passengers 7,450,301 (2023)

**Subject Property**

**ST. LOUIS DOWNTOWN AIRPORT**

- A public use airport and is located less than 3 miles from the Gateway Arch riverfront in St. Louis and is used by many business aircraft visiting the St. Louis region
- One of the most successful airports of its state and region
- Hangars One and Two, are currently listed on the National Register of Historic Places

## AREA OVERVIEW

### BALLWIN

- 30 minutes from St. Louis–Lambert International Airport and 40 minutes to downtown St. Louis.
- Served by AAA-rated Rockwood and Parkway School Districts.
- Within 30 minutes of five major universities and colleges.
- Continually working to promote and facilitate commercial development while strengthening the relationship with the business community.
- A state of the art community center, The Pointe at Ballwin Commons, with a double gymnasium, leisure pool, fitness center, and other facilities.
- Outdoor community aquatic center North Pointe and five parks with lakes, tennis courts, game fields, and other amenities.

### ST. LOUIS

- Known for its iconic Gateway Arch, the St. Louis metro is situated near the geographic center of the United States, within 500 miles of one-third of the U.S. population, and it has nearly 2.8 million residents.
- The metro encompasses the city of St. Louis; the Missouri counties of St. Charles, Jefferson, Franklin, St. Louis, Lincoln, Warren and Washington; and the Illinois counties of Madison, St. Clair, Macoupin, Clinton, Monroe, Jersey, Bond and Calhoun.
- St. Louis is the most populous county, with 992,300 people.
- The city of St. Louis contains around 300,000 citizens and is the only city in the metro with a population of more than 100,000 residents.
- In North St. Louis, the U.S. National Geospatial-Intelligence Agency has a major expansion underway. The \$1.7 billion 97-acre campus is set to be completed in 2025.
- St. Louis is also home to the Federal Reserve Bank of St. Louis.

### ECONOMY

- St. Louis is highly ranked for its logistics infrastructure, bolstered by its central location and easy access to major waterways. It is a significant inland port.
- The region is emerging as a large financial services center, with seven Fortune 500 companies headquartered there: Centene Corp., Emerson Electric, Reinsurance Group of America, Jones Financial, Olin, Ameren and Graybar Electric.
- Government entities pursue business development and provide resources for startups, along with incubators, with guidance and low-cost office and lab space.



CASTLEWOOD STATE PARK



GATEWAY ARCH




MARYVILLE UNIVERSITY

# DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2010 Population	12,205	73,068	147,888
2020 Population	12,843	74,090	151,693
2024 Population	12,644	73,137	149,750
2029 Population	12,641	72,964	149,438
HOUSEHOLDS			
2010 Households	4,603	29,027	57,048
2020 Households	4,930	30,039	59,391
2024 Households	4,936	30,061	59,498
2029 Households	4,942	30,079	59,580
OWNER OCCUPIED HOUSING UNITS			
2010 Owner Occupied Housing Units	85.9%	74.3%	78.7%
2020 Owner Occupied Housing Units	86.0%	72.3%	77.0%
2024 Owner Occupied Housing Units	85.7%	71.8%	76.7%
2029 Owner Occupied Housing Units	85.6%	71.7%	76.6%
RENTER OCCUPIED HOUSING UNITS			
2010 Renter Occupied Housing Units	10.8%	21.2%	16.8%
2020 Renter Occupied Housing Units	10.9%	23.9%	19.2%
2024 Renter Occupied Housing Units	11.3%	24.4%	19.5%
2029 Renter Occupied Housing Units	11.3%	24.5%	19.6%
AVERAGE HOUSEHOLD INCOME	<b>\$133,773</b>	<b>\$130,212</b>	<b>\$148,134</b>


AREA SNAPSHOT



149,750

POPULATION (5-MILE)


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141,392

DAYTIME POPULATION (5-MILE)


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1.4%

POPULATION GROWTH (2023-2028)

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\$133,773

AVERAGE HOUSEHOLD INCOME (1-MILE)