



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



OFFERING MEMORANDUM
BALLWIN, MISSOURI (ST. LOUIS MSA)

Marcus & Millichap
THE SULO GROUP

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OFFERING SUMMARY

PROPERTY ADDRESS

Guidepost Global Education

430 Arbor Spring Dr

Ballwin, MO 63021

OFFERING SUMMARY	
Price:	\$5,784,000
Cap Rate:	7.50%
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	7.50%
4	9/1/2026	8/31/2027	\$442,503	7.65%
5	9/1/2027	8/31/2028	\$451,353	7.80%
6	9/1/2028	8/31/2029	\$460,380	7.96%
7	9/1/2029	8/31/2030	\$469,587	8.12%
8	9/1/2030	8/31/2031	\$478,979	8.28%
9	9/1/2031	8/31/2032	\$488,559	8.45%
10	9/1/2032	8/31/2033	\$498,330	8.61%
11	9/1/2033	8/31/2034	\$508,296	8.79%
12	9/1/2034	8/31/2035	\$518,462	8.96%
13	9/1/2035	8/31/2036	\$528,831	9.14%
14	9/1/2036	8/31/2037	\$539,408	9.32%
15	9/1/2037	8/31/2038	\$550,196	9.51%
16	9/1/2038	8/31/2039	\$561,200	9.70%
17	9/1/2039	8/31/2040	\$572,424	9.89%
18	9/1/2040	8/31/2041	\$583,873	10.09%
19	9/1/2041	8/31/2042	\$595,550	10.29%
20	9/1/2042	8/31/2043	\$607,461	10.50%

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.



SITE PLAN



AERIAL OVERVIEW



AERIAL OVERVIEW



TREETOP SHOPPING CENTER



WALGREENS

Big Bend Rd
26,105 CPD

Sulphur Spring Rd
11,750 CPD

Subject Property



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+

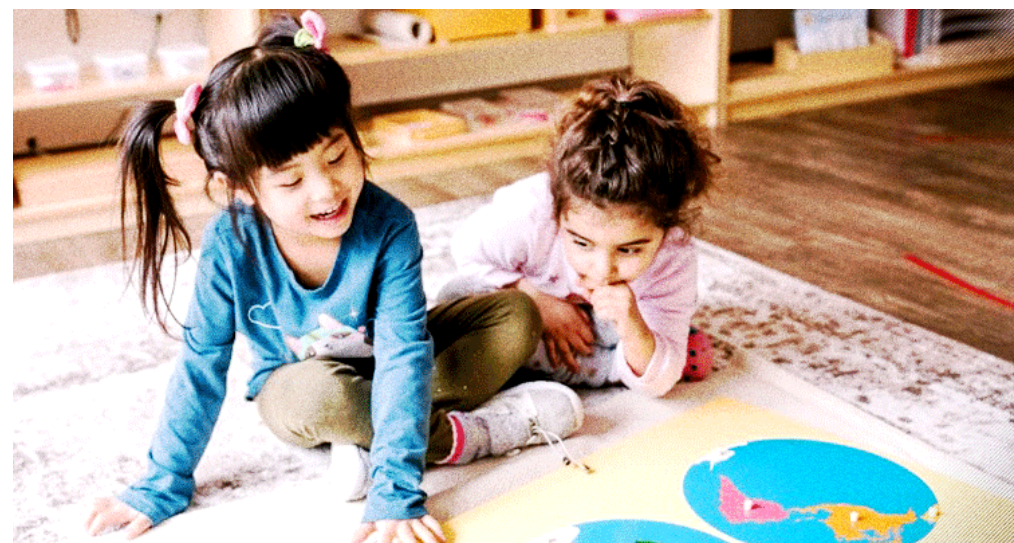
Schools
Globally

EBITDA

Positive “4-Wall”
Company

10,000+

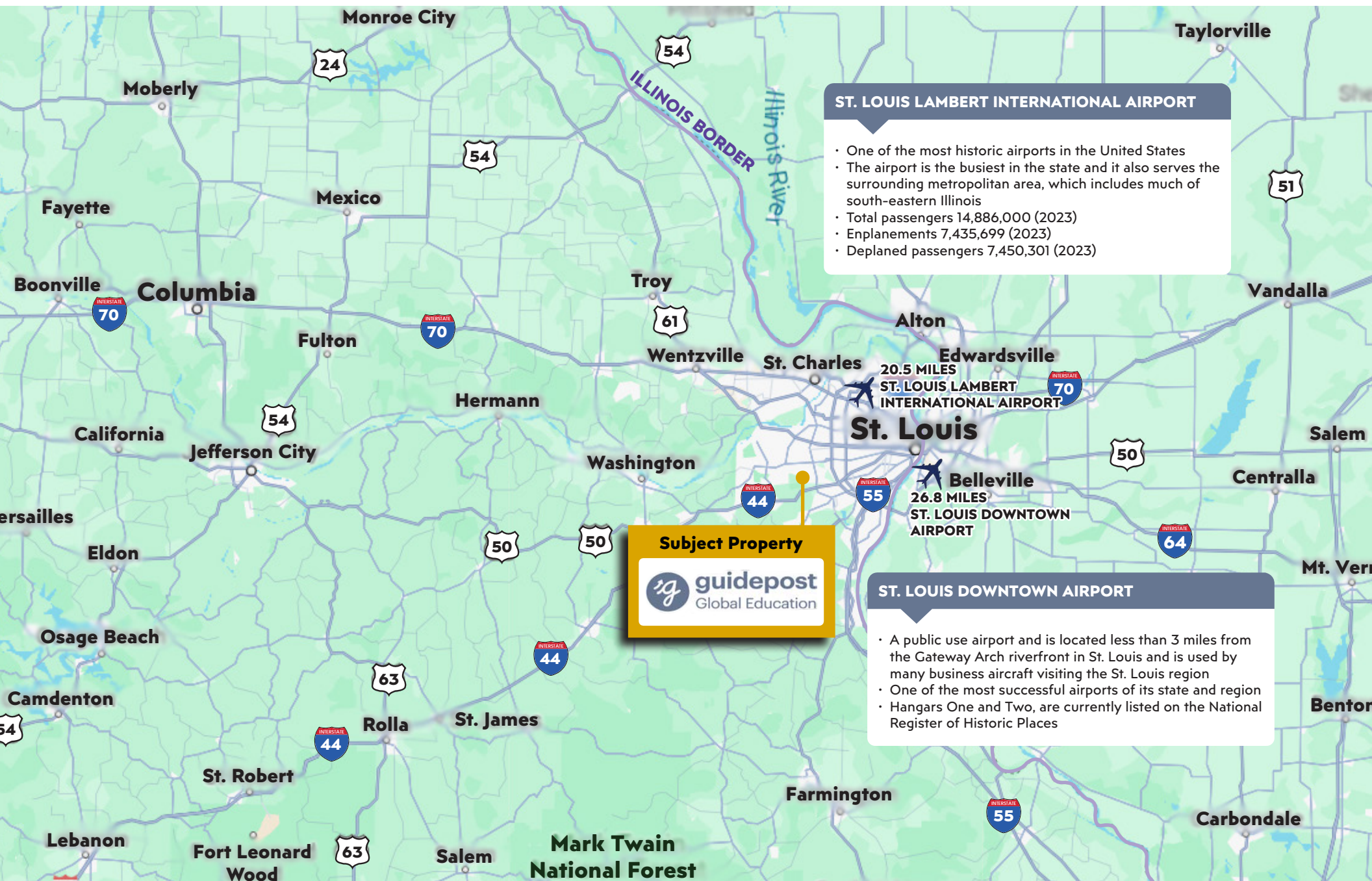
Enrollments



PROPERTY PHOTOS



REGIONAL MAP



AREA OVERVIEW

BALLWIN

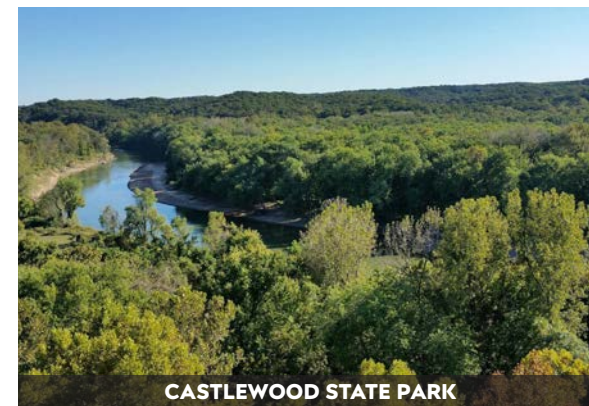
- 30 minutes from St. Louis-Lambert International Airport and 40 minutes to downtown St. Louis.
- Served by AAA-rated Rockwood and Parkway School Districts.
- Within 30 minutes of five major universities and colleges.
- Continually working to promote and facilitate commercial development while strengthening 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	\$133,773	\$130,212	\$148,134

AREA SNAPSHOT



149,750
POPULATION (5-MILE)



141,392
DAYTIME POPULATION (5-MILE)



1.4%
POPULATION GROWTH (2023-2028)



\$133,773
AVERAGE HOUSEHOLD INCOME (1-MILE)