



Brand New 2025 Construction | 15+ Year Remaining with 2.00% Annual Increases | Corporate Guaranty (75+ Locations)



OFFERING MEMORANDUM
MURFREESBORO, TENNESSEE (NASHVILLE 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

o2b Kids!

2608 St. Andrews Drive
Murfreesboro, TN 37128

OFFERING SUMMARY

Price:	\$6,166,000
Cap Rate:	6.75%
Net Operating Income:	\$416,188
Building Square Footage:	11,060 Sq Ft
Year Built:	2025
Lot Size:	+/- 1.40 Acres

LEASE SUMMARY

Tenant:	o2b Early Education Holdings, Inc.		
Guaranty:	Corporate		
Lease Commencement:	7/15/2024		
Rent Commencement:	1/1/2026		
Lease Expiration:	12/31/2040		
Lease Term Remaining:	15+ Years		
Lease Type:	Triple Net		
Landlord Responsibilities:	Structure & Foundation		
Tenant Responsibilities:	All other expenses (taxes, insurance, utilities, upkeep, roof, HVAC, parking lot, landscaping, etc)		
Rental Increases:	2.00% Annual Increases		
Renewal Options:	Two, Five-Year		

OPERATING DATA

Year	Start Date	End Date	Annual Rent	Cap Rate
1	1/1/2026	12/31/2026	\$416,188	6.75%
2	1/1/2027	12/31/2027	\$424,512	6.88%
3	1/1/2028	12/31/2028	\$433,002	7.02%
4	1/1/2029	12/31/2029	\$441,662	7.16%
5	1/1/2030	12/31/2030	\$450,495	7.31%
6	1/1/2031	12/31/2031	\$459,505	7.45%
7	1/1/2032	12/31/2032	\$468,695	7.60%
8	1/1/2033	12/31/2033	\$478,069	7.75%
9	1/1/2034	12/31/2034	\$487,631	7.91%
10	1/1/2035	12/31/2035	\$497,383	8.07%
11	1/1/2036	12/31/2036	\$507,331	8.23%
12	1/1/2037	12/31/2037	\$517,477	8.39%
13	1/1/2038	12/31/2038	\$527,827	8.56%
14	1/1/2039	12/31/2039	\$538,384	8.73%
15	1/1/2040	12/31/2040	\$549,151	8.91%
16-20 (Option 1)	1/1/2041	12/31/2045	\$560,134	9.08%
21-25 (Option 2)	1/1/2045	12/31/2050	\$616,297	10.00%

INVESTMENT HIGHLIGHTS

- **15+ Years Remaining with 2.00% Annual Increases in Rent**
 - O2B Kids! signed a 15-year lease, offering long-term cash flow through December 2040 with two, five-year extension options immediately following the Base Term.
 - Aside from structure and foundation, the tenant is responsible for all maintenance as well as real estate taxes, insurance, common areas, utilities, etc making this a prime opportunity for out-of-state investors.
 - 2.00% annual rental increases provide contractual rent growth for the remainder of the base lease term and the two, five-year option periods.
- **Corporate Guaranty from Top 15 Operator in the Country (75+ Locations)**
 - O2B Kids! is a Top 15 Corporate childcare companies in the country.
 - O2B Kids! currently operates over 75 locations across five states.
 - 14th largest childcare brand by number of locations with \$119 million in 2024 reported annual revenue.
- **Nashville MSA - 500%+ Population Growth Since 2000**
 - Murfreesboro, located just 34 miles southeast of Nashville, is a rapidly expanding suburban city within the Nashville Metropolitan Statistical Area.
 - Known as the epicenter of country music, the Nashville metro contains a population of about two million within 14 counties.
 - The population will increase at a faster pace than the nation over the next five years.
- **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.



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.

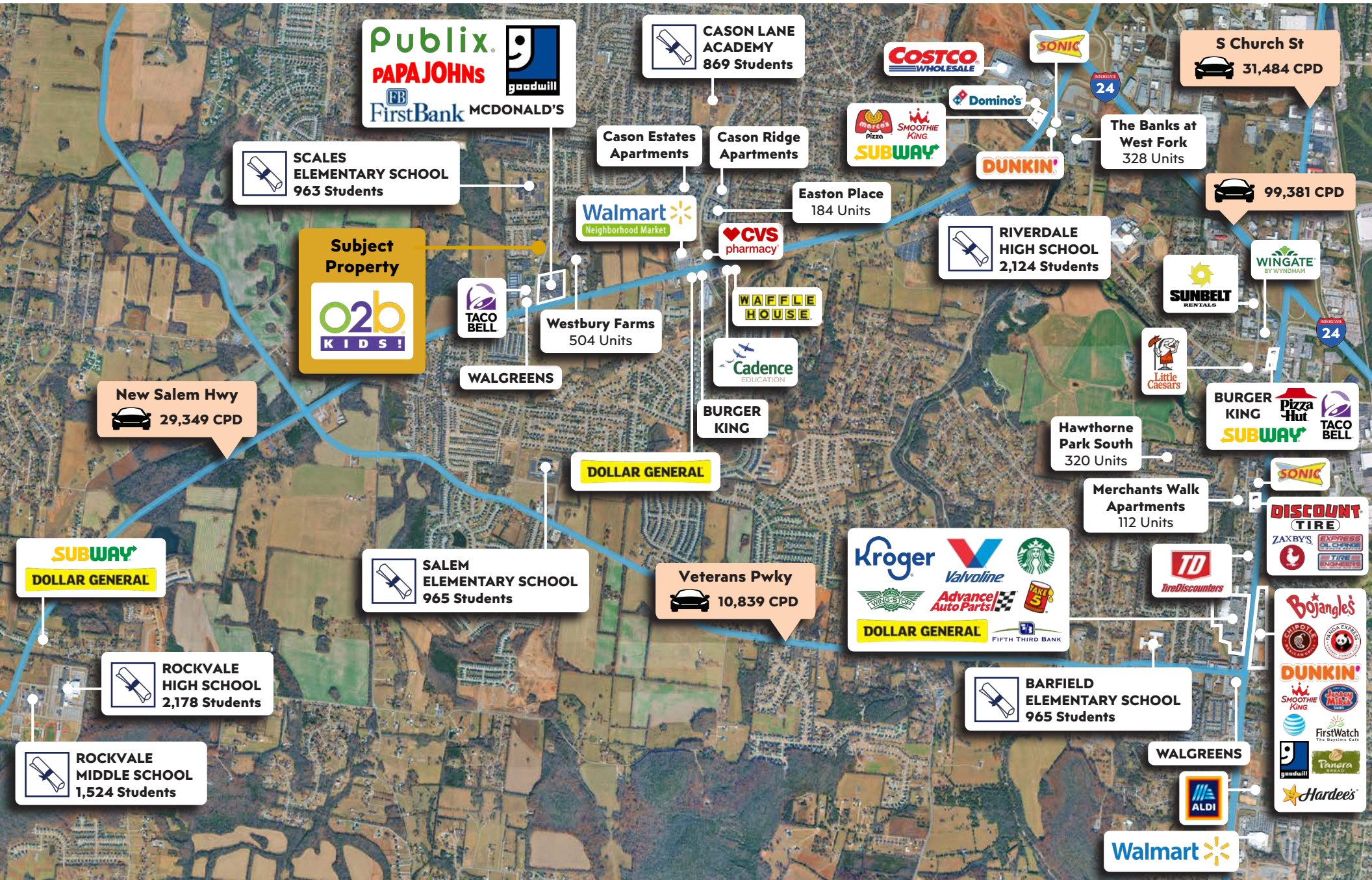
The market is benefiting from the advancement of learning technologies for children. Educational tools like Starfall, based on advanced technology, are transforming the U.S. childcare market by providing engaging activities and games for children to learn art, languages, and mathematics.



SITE PLAN



AERIAL OVERVIEW



AERIAL OVERVIEW



SALEM
ELEMENTARY SCHOOL
965 Students

FirstBank

MCDONALD'S

Publix

Ascension

NEW SALEM
SURGERY CENTER

New Salem Hwy
 29,349 CPD

WALGREENS

MIDGARD
Self STORAGE

TACO
BELL

PAPA JOHNS

Liberty
FEDERAL CREDIT UNION

goodwill

AJOR
SMILES

Subject
Property

Westbury Farms
504 Units

St Andrews Dr
 7,044 CPD

Salem academy

DOWNTOWN NASHVILLE
34.3 Miles Northwest

AERIAL OVERVIEW



Cason Ridge Apartments

Easton Place
184 Units

Cason Estates Apartments

Cadence
EDUCATION

Waffle House

LOS BARRILES

WASH N' ROLL

CVS
pharmacy

BURGER KING

MIDGARD
SELF STORAGE

New Salem Hwy
29,349 CPD

Walmart
Neighborhood Market

DOLLAR GENERAL

Westbury Farms
504 Units

Easton Place
184 Units

St Andrews Dr
7,044 CPD

Publix

Oval Hesson Lane

Salem academy

Subject Property
O2B
KIDS!

AJOR
SMILES

DEMOGRAPHICS	
POPULATION (2024):	
1-Mile Radius	11,830
3-Mile Radius	52,771
5-Mile Radius	107,113
HOUSEHOLD INCOME (AVERAGE):	
1-Mile Radius	\$113,444
3-Mile Radius	\$104,456
5-Mile Radius	\$99,211

TENANT PROFILE

We exist to help parents grow happy, successful kids. O2B Kids is a place that opens minds, improves self-confidence, develops social skills, and strengthens bodies. O2B Kids helps children discover hidden talents and promotes a passion for discovery. Friendships are developed and life lessons are learned. O2B Kids encourages kids to try new things and teaches a respect for people, property and ideas.

In the year 1992, two best friends, Andy Sherrard and Danny Stevens, embarked on a one-year journey around the world in search of adventure and excitement...and the meaning of life! During their travels, across oceans and continents, the pair discovered that even at the ripe old age of 25 they were living everyday "learning through play." The concept sparked in each of them a deep interest in education...and they excitedly returned home to the swamps of Gainesville, Florida to begin planning the ultimate learning environment for kids.

In 1998, the two dreamers saw their vision realized, with the opening of the very first 34,000-square foot O2B Kids SuperCenter. It was a grand celebration with over 1,000 O2B Kids members discovering the original concept of "learning through play." With the help of generous investors and a dedicated staff, O2B Kids grew...and grew...and grew. We look forward to putting an ever-growing number of children and communities on the path to their very own "...happily ever after."



Company Type: Private
Location: Gainesville, Florida (75+ Locations)
Website: <https://o2bkids.com/>

#14
 Top Ranked
 Corporate
 Operator

\$119M+
 2024
 Annual Revenue

\$245M+
 Spire Capital
 Partnership in
 2018

2025 | TOP 20 CORPORATE CHILD CARE COMPANIES

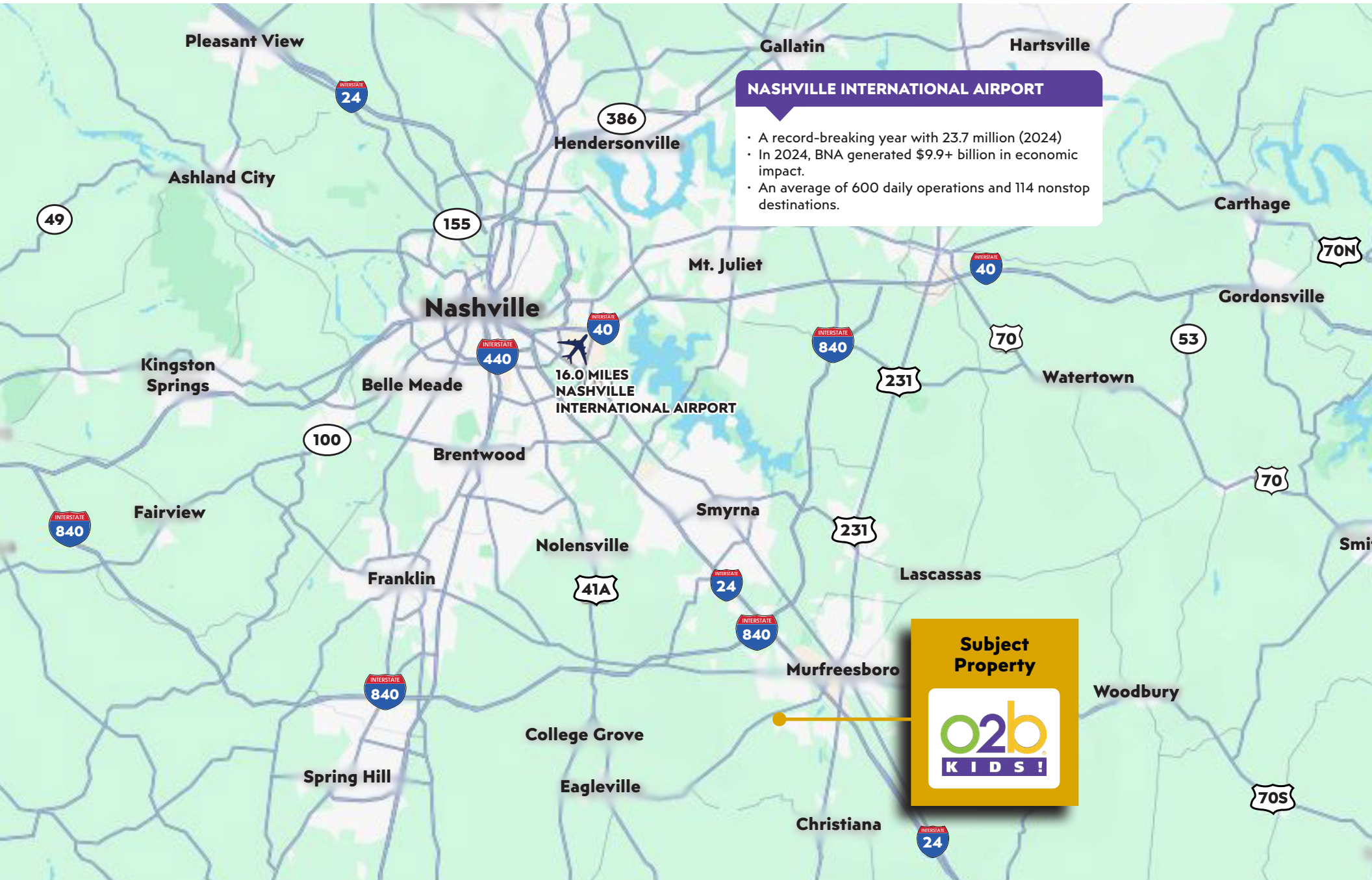
	ORGANIZATION	HEADQUARTERS	CAPACITY (EST.)	# OF CENTERS (EST.)
1	KinderCare Learning Centers	Oregon	200,000	2,400
2	Learning Care Group	Michigan	167,000	1,103
3	Bright Horizons	Massachusetts	115,000	1,028
4	Cadence Education	Arizona	53,400	326
5	Child Development Schools	Texas	46,916*	272*
6	Spring Education 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

PROPERTY PHOTOS



PROPERTY PHOTOS - INTERIOR





AREA OVERVIEW

MURFREESBORO

- Most Livable Town in Tennessee, Murfreesboro is the 10th fastest-growing city.
- Murfreesboro is located in the Central Basin of Tennessee, about 34 miles southeast of downtown Nashville.
- Middle Tennessee State University: MTSU is the city's largest educational institution and has the largest undergraduate enrollment in the state.
- The West Fork of the Stones River runs through the city, and the Murfreesboro Greenway system features miles of paved trails along the river.
- The largest industries in Murfreesboro are healthcare, retail, and education.
- The city has a stable economy, fueled by ongoing residential and commercial development.
- Main Street Square: A hub for community events, including live music, festivals, and the Murfreesboro Saturday Market.
- Murfreesboro Center for the Arts: Offers various concerts, theater performances, and other entertainment.
- Downtown Murfreesboro has unique shops, restaurants, private businesses, and government offices throughout the 20 blocks of the historic downtown.

NASHVILLE


- Known as the cultural epicenter of country music, the Nashville metro contains roughly 2.1 million residents across 14 counties that span from highly urban to rural and sparsely populated.
- Davidson is the most populous county, with about 755,000 people, and is home to a large portion of Nashville, the capital city, which has over 727,000 residents.
- The metro is located in the north-central portion of the state of Tennessee, in a topographical region called the Central Basin.
- The Cumberland River, which juts through the region, adds to the local economic base and enhances Nashville's quality of life.
- Contributing to its economy, the metro has a strong intermodal infrastructure network, linking it to other population hubs in the south, midwest and northeast. E-commerce is also a growing presence, with Amazon's Operations Center of Excellence in the metro.
- Music may be an integral piece of Nashville's cultural identity, the Music City has a lot more to offer, including history, cuisine, professional sports, education institutions, natural beauty and Southern charm.
- Music is alive not only at the Grand Ole Opry, but also at the Ryman Auditorium, Fontanel Mansion, Schermerhorn Symphony Center and the Tennessee Performing Arts Center.
- For country music fans, there is the Country Music Hall of Fame and Museum. Performing arts include the Nashville Ballet, Nashville Symphony, Nashville Opera, Nashville Repertory Theatre, Nashville Children's Theatre and ACT 1 (Artist's Cooperative Theatre). Museums in the metro include the Tennessee State Museum, the Vanderbilt University Fine Arts Gallery and Frist Art Museum.




DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2010 Population	5,730	30,455	65,990
2020 Population	10,655	48,534	99,502
2024 Population	11,830	52,771	107,113
2029 Population	12,609	56,051	113,235
HOUSEHOLDS			
2010 Households	2,433	11,520	25,493
2020 Households	4,157	18,271	38,218
2024 Households	4,595	20,159	42,006
2029 Households	4,916	21,538	44,772
OWNER OCCUPIED HOUSING UNITS			
2010 Owner Occupied Housing Units	60.6%	64.4%	58.1%
2020 Owner Occupied Housing Units	57.2%	55.1%	51.9%
2024 Owner Occupied Housing Units	59.5%	56.6%	53.0%
2029 Owner Occupied Housing Units	60.7%	57.4%	53.6%
RENTER OCCUPIED HOUSING UNITS			
2010 Renter Occupied Housing Units	34.7%	30.6%	34.7%
2020 Renter Occupied Housing Units	37.4%	40.3%	42.1%
2024 Renter Occupied Housing Units	35.3%	38.9%	41.1%
2029 Renter Occupied Housing Units	34.3%	38.2%	40.5%
AVERAGE HOUSEHOLD INCOME	\$113,444	\$104,456	\$99,211


AREA SNAPSHOT




107,113
POPULATION (5-MILE)



116,238
DAYTIME POPULATION (5-MILE)



6.5%
POPULATION GROWTH (2025-2029)



\$113,444
AVERAGE HOUSEHOLD INCOME (1-MILE)