



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

CONFIDENTIALITY & DISCLAIMER

Exclusively Listed by:

Dominic Sulo

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

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 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.

Broker of Record:

Jody McKibben
Regional Manager
License: 307629

Marcus & Millichap

Oakbrook, IL
1 Mid America Plaza #200
Oakbrook Terrace, IL 60181
P: +1 630-570-2200

OFFERING SUMMARY

PROPERTY ADDRESS

o2b Kids!

2608 St. Andrews Drive
Murfreesboro, TN 37128

OFFERING SUMMARY	
Price:	\$6,403,000
Cap Rate:	6.50%
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	6.50%
2	1/1/2027	12/31/2027	\$424,512	6.63%
3	1/1/2028	12/31/2028	\$433,002	6.76%
4	1/1/2029	12/31/2029	\$441,662	6.90%
5	1/1/2030	12/31/2030	\$450,495	7.04%
6	1/1/2031	12/31/2031	\$459,505	7.18%
7	1/1/2032	12/31/2032	\$468,695	7.32%
8	1/1/2033	12/31/2033	\$478,069	7.47%
9	1/1/2034	12/31/2034	\$487,631	7.62%
10	1/1/2035	12/31/2035	\$497,383	7.77%
11	1/1/2036	12/31/2036	\$507,331	7.92%
12	1/1/2037	12/31/2037	\$517,477	8.08%
13	1/1/2038	12/31/2038	\$527,827	8.24%
14	1/1/2039	12/31/2039	\$538,384	8.41%
15	1/1/2040	12/31/2040	\$549,151	8.58%
16-20 (Option 1)	1/1/2041	12/31/2045	\$560,134	8.75%
21-25 (Option 2)	1/1/2045	12/31/2050	\$616,297	9.63%

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.

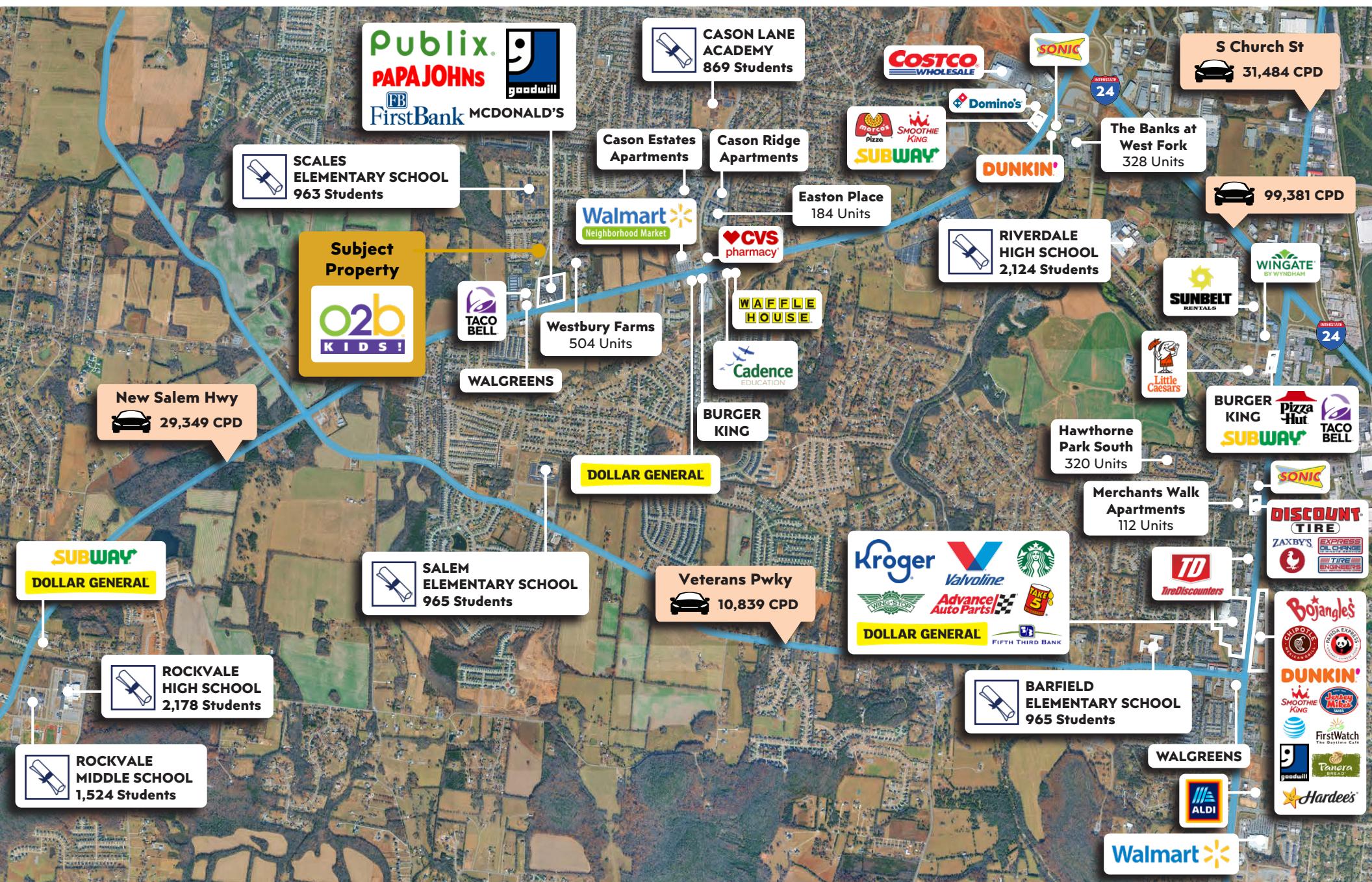
The market is benefiting from the advancement of learning technologies for children. Educational tools like Starfall, based on advanced technology, are transforming the U.S. childcare market by providing engaging activities and games for children to learn art, languages, and mathematics.



SITE PLAN



AERIAL OVERVIEW



AERIAL OVERVIEW



AERIAL OVERVIEW



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

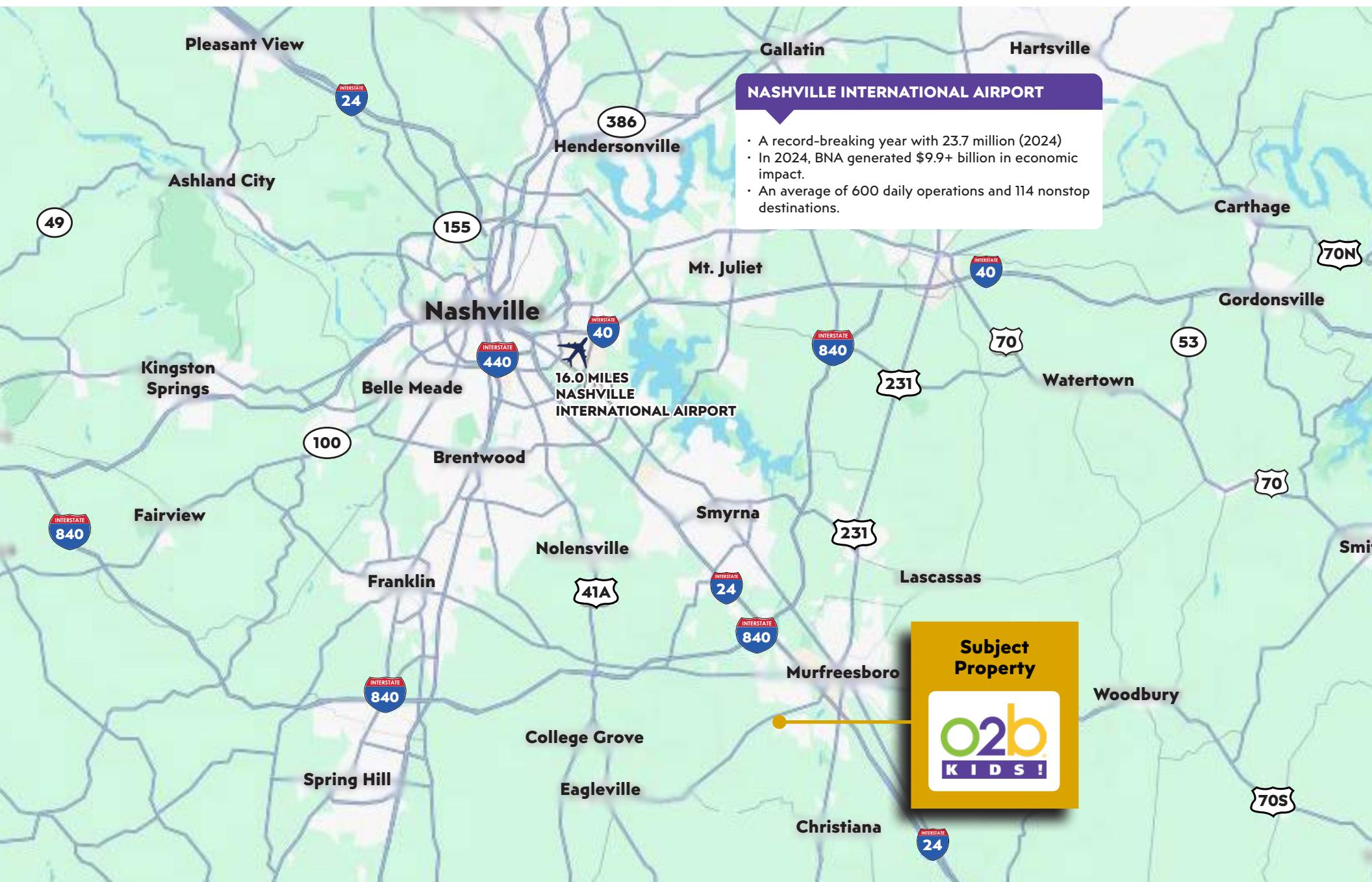
PROPERTY PHOTOS



PROPERTY PHOTOS - INTERIOR



REGIONAL MAP



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.



MIDDLE TENNESSEE STATE UNIVERSITY



BROADWAY STREET



STONES RIVER NATIONAL BATTLEFIELD

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	1-MILE	3-MILE	5-MILE
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	1-MILE	3-MILE	5-MILE
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	1-MILE	3-MILE	5-MILE
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

