



MARKET REPORT

EARLY EDUCATION / DAYCARE / 2022



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CHILD CARE BROKERAGE SPECIALISTS FOR OVER 30 YEARS

CHILD CARE 2022 REPORT



Child care centers are finally back to or exceed pre-COVID occupancy levels. National groups (KinderCare, Learning Care Group, The Learning Experience, Goddard, Primrose, Kiddie Academy, etc.) have been a beneficiary of mom and pop centers closing nationwide due to wage inflation and higher costs to operate. Furthermore, over the past 3 years, tuition rates for the child care industry have increased by approximately 25%, the largest increase ever in such a short period of time. Additionally, grant funding for schools represented an approximately 15% increase in revenue for individual schools. This increase did not come without risk to the industry:

- Wages increased by approximately 15-20% and there is higher turnover than ever
- New construction costs increased by approximately 35%.
- Grant funds from 2021 and 2022 will dry up and most likely not renew

Historically a recession resistant industry, the child care industry may even have some benefits from an employment downturn. Wages will finally stabilize, albeit tuition rates will also plateau. Payroll turnover will slow down decreasing payroll costs, and parents will overall be more satisfied with the care they are receiving increasing a school's customer lifetime value.

The industry has undergone a significant transformation that hasn't been seen in decades. To be effective in this market, *you need specialists in the child care industry.* Future In-Site Realty Associates, Inc., has a proven track record nationwide:

- Over the last 30 years, Future In-Site Realty has developed 27 schools from the ground up.
- In the past few years alone, we have leased an additional 30 schools.
- Beginning in 1996, we have operated two Tutor Time Child Care Learning Centers for 18 years.

As a family business, we established a niche in the child care industry. My wife, Debbie, operated both schools as a Business Manager and franchisee. With an average enrollment of 350 students, we know the ins and outs of successfully running a child care business. We are experts at negotiating child care sales and working with buyers interested in a 1031 Tax Exchange from California to Florida through our national brokerage network. When you're in the market to buy, sell or renegotiate your lease child care facility in any State, we would like the opportunity to earn your business.

The following pages include a list of for sale centers, and comparable sales nationwide for large facilities (over 6000SF). In addition to the for sale centers listed on the next page, some **off market brand new The Learning Experience centers that will be hitting the market within the next 12-18 months** that I believe the developers will sell for a 6-7% cap rate are the following:

- Dallas, TX
- Goodyear + Tucson, AZ
- Elk Grove + Fresno, CA
- Boise, ID
- Oklahoma City, OK
- Franklin + Nolensville + Nashville, TN
- Atlanta, GA
- Cape Coral, FL (on market)
- Fredericksburg + Midlothian, VA
- Huntsville, AL

If you have any questions or would like a broker price opinion for the property you're selling or thinking about buying, please reach out.

Sincerely,

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FOR SALE PRESCHOOLS



Tenant	Property Address	City	State	Building SF	Cap Rate	For Sale Price	Yr Built
Above and Beyond	672-678 Camellia Dr	Royal Palm Beach	FL	9,412	13.00	\$ 5,950,000	1978
All Aboard Charter	5827 N 35th Ave	Phoenix	AZ	6,347		\$ 2,100,000	1970
Awesome Kids Academy	3801 Alma Rd	McKinney	TX	12,000		\$ 3,800,000	2018
Big Blue Marble	1181 Rocky Branch Rd	Bogart	GA	9,790	6.50	\$ 2,000,000	2008
Brightminds	172 S Lamont Cir	Wasilla	AK	7,786	5.09	\$ 3,130,000	2016
Carolina Forest Child Dev	214 Ronnie Ct	Myrtle Beach	SC	7,500		\$ 1,925,000	2004
Carrington Academy	6670 Shiloh Rd	Alpharetta	GA	11,130	6.45	\$ 4,795,000	2015
Childcare Network	6 Fairview Hills Dr	Fairview	NC	9,000	6.00	\$ 2,000,000	1988
Childcare Network	6450 Westworth	Westworth Village	TX	10,500	5.55	\$ 3,960,000	2021
Childcare Network (Vacant)	443 Weaverville Rd	Asheville	NC	14,088	6.00	\$ 3,607,000	2008
Children's Learning Adventur	6025 Highway 6 N	Houston	TX	10,000		\$ 4,750,000	2014
Children's Lighthouse	4731 Chace Cir	Hoover	AL	10,500	7.24	\$ 3,850,000	2016
Children's Lighthouse	19743 Lurin Ave	Riverside	CA	10,000		\$ 6,000,000	2009
Childtime	1169 N In-267	Avon	IN	7,337		\$ 2,904,000	2006
Childtime	49810 Cherry Hill Rd	Canton	MI	13,490		\$ 2,860,000	2004
Childtime	31480-31482 23 Mile Rd	Chesterfield	MI	10,400		\$ 2,860,000	2004
Childtime	10631 Techwoods Cir	Cincinnati	OH	6,000		\$ 1,650,000	1996
Childtime	1000 Rainbow Ct	Fairborn	OH	7,700		\$ 2,118,000	2000
Childtime	137 Jackson Rd	Medford	NJ	7,000		\$ 1,925,000	1998
Dawn of Education	5695 N Rainbow Blvd	Las Vegas	NV	9,732		\$ 2,400,000	2004
Discovery Point	10136 Carlin Dr	Covington	GA	10,000		\$ 2,100,000	2007
Discovery Point	3650 Club Dr	Lawrenceville	GA	9,518		\$ 1,999,900	1990
Discovery Point Child Develo	2715 Mall Of Georgia Blvd	Buford	GA	10,000		\$ 2,500,000	2007
Everbrook Academy	3090 W Main St	St Charles	IL	11,959	6.00	\$ 7,848,700	2018
Everbrook Academy	12725 Ridgefield Village Dr	Woodbridge	VA	12,870	5.70	\$ 7,231,543	2022
First Academy Child Care	570 S Highway Dr	Fenton	MO	11,165		\$ 1,995,000	1997
Goddard	489 S Gulph Rd	King Of Prussia	PA	6,744	5.75	\$ 2,191,304	1900
Goddard	11900 Francis Rd	Mokena	IL	13,700	6.15	\$ 5,853,659	2017
Goddard	90 Hartford Rd	Moorestown	NJ	8,240	6.73		2004
Gold Standard Childcare	5120 S Eastern Ave	Las Vegas	NV	12,000		\$ 2,100,000	2001
Happy Days	115 N Union Ave	New Braunfels	TX	6,094		\$ 2,495,000	1913
Harbor View	10836 Monroe Rd	Matthews	NC	10,640	6.38	\$ 5,590,000	2007
HighPointe Academy	4721 Industrial Way	Castle Rock	CO	8,580	5.27	\$ 3,850,000	2003
Ivy Academy (Vacant)	6455 E 106th St N	Sperry	OK	10,001		\$ 3,200,000	2020
Kiddie Academy	1504 W Exchange Pky	Allen	TX	12,546	5.25	\$ 7,732,000	2018
Kiddie Academy	105 Clinton Ave	Eatontown	NJ	10,458	6.77	\$ 3,750,000	1953
Kiddie Academy	7361 Coit Rd	Frisco	TX	10,000	5.75	\$ 6,515,000	2019
Kiddie Academy	672 S Kowald Ln	New Braunfels	TX	10,011	5.25	\$ 5,340,000	2022
Kiddie Academy	811 Sligo Ave	Silver Spring	MD	13,164	6.00	\$ 7,460,000	2021
Kiddie Kampus	1805 Forest Hills Rd	Wilson	NC	8,602	6.00	\$ 4,250,000	1981

*All listings are of schools that are 6000SF+

FOR SALE PRESCHOOLS



Tenant	Property Address	City	State	Building SF	Cap Rate	For Sale Price	Yr Built
Kindercare	225 SW Oralabor Rd	Ankeny	IA	10,782		\$ 4,946,000	2019
Kindercare	300 Earnie Ln	Holly Springs	NC	13,506	5.25	\$ 5,823,142	2012
Kindercare	8601 Thomas Ave	Johnston	IA	11,992	5.31	\$ 4,890,000	2018
Kindercare	25 Market St	Kenilworth	NJ	12,235		\$ 15,999,999	
Kindercare	2915 S Goyer Rd	Kokomo	IN	10,198			1992
KinderCare	2630 Pitcairn Rd	Monroeville	PA	9,600	5.25	\$ 3,523,810	1973
Kindercare	315 Arch St	Philadelphia	PA	16,859	4.75	\$ 6,211,284	1916
Kindercare	16010 S Frederick St	Plainfield	IL	8,160	6.75	\$ 2,575,865	2001
Kindercare	1550 Industrial Hwy	Pottstown	PA	9,184		\$ 3,260,000	1999
Kindercare	1230 S Coit Rd	Prosper	TX	12,257	4.70	\$ 11,041,000	2019
Kindercare	7395 Church Ranch Blvd	Westminster	CO	10,334	4.65	\$ 5,280,000	1996
Kindercare (Vacant)	4036 Windemere Way	Mason	OH	11,868		\$ 1,500,000	2005
Kindercare (Vacant)	340 Central Ave	Malvern	PA	10,498			1860
Klub Kids	1607 Peachtree Pky	Cumming	GA	8,400		\$ 3,700,000	1990
La Petite	1050 Eastgate Dr	O'Fallon	IL	6,725	6.25	\$ 1,915,000	1988
La Petite	220 Exchange Pl NW	Huntsville	AL	9,785	6.00	\$ 2,609,333	1989
Ladybug	6100 N Lincoln Ave	Chicago	IL	6,700	7.50	\$ 2,233,333	2016
Little Smiles	3257 John F Kennedy Blvd	Jersey City	NJ	6,800		\$ 7,500,000	1920
Little Sprouts	19823 Younglake Blvd	Houston	TX	8,100		\$ 1,800,000	1979
Montessori	2 Newark Pompton Tpke	Little Falls	NJ	8,624		\$ 3,750,000	1980
Montessori	350 Rike Dr	Millstone Township	NJ	7,800	5.09	\$ 2,300,000	
My Kids	3012 Main St	Buffalo	NY	11,130		\$ 1,750,000	2005
O2B Kids Preschool	165 Veterans Pky	Saint Johns	FL	10,935	5.50	\$ 6,190,000	2021
Phoenix Ranch	1845 Oak Rd	Simi Valley	CA	9,220		\$ 5,950,000	1974
Primrose	3647 Us Highway 9	Old Bridge	NJ	12,238		\$ 5,995,000	2015
Redwoods School	3052 S Shore Blvd	League City	TX	6,688	5.35	\$ 3,375,252	2003
Rising Stars Kids Academy	6224 Hillandale Rd	Lithonia	GA	9,292		\$ 1,675,000	1973
Storybrook Schoolhouse	794 E 3rd Ave	Chico	CA	7,705		\$ 2,100,000	1968
Stronger Foundations	72400 La Canada Way	Thousand Palms	CA	11,250		\$ 4,200,000	1985
Teach-A-Tot	2280 Buckthorne Pl	The Woodlands	TX	8,400		\$ 2,300,000	1990
The Children's Courtyard	7460 McGinnis Ferry Rd	Duluth	GA	12,348	6.00	\$ 3,923,333	1997
The Learning Experience	8330 Elk Grove Florin Rd	Sacramento	CA	9,990	5.75	\$ 6,785,000	2022
The Learning Experience	2141 Orchard Rd	Montgomery	IL	10,000	7.00	\$ 3,857,000	2019
The Learning Experience	2955 Linden St	Bethlehem	PA	10,050	7.25	\$ 3,500,000	2017
The Learning Experience	189 S 50th Ave	Brighton	CO	10,000	6.00	\$ 4,675,000	2017
The Learning Experience	9225 Hickory Street	Frisco	TX	10,000	6.25	\$ 5,968,000	2022
The Learning Experience	13417 Pflumm Rd	Overland Park	KS	10,000	7.15	\$ 5,610,000	2019
The Learning Experience	9300 Lyons Mill Rd	Owings Mills	MD	10,000	7.50	\$ 4,433,333	2018
The Learning Experience	1720 W Happy Valley Rd	Phoenix	AZ	9,970	5.75	\$ 5,826,000	2019
The Learning Experience	8101 Target Side Dr	Raleigh	NC	9,996	6.25	\$ 5,360,000	2019
The Learning Experience	119 Highway 202	Raritan	NJ	10,000	7.25	\$ 5,154,510	2020
The Learning Experience	7400 Foster Ln	West Chester	OH	10,000	6.68	\$ 5,705,000	2022
The Learning Tree	845 Summit St	Elgin	IL	10,110	5.75	\$ 2,157,652	1988
The Sunshine House	1170 Old Harris Rd	Dallas	GA	7,000	6.37	\$ 1,675,000	2001
The Sunshine House	7450 NE Trowbridge Rd	Atlanta	GA	7,188	6.50	\$ 2,265,686	1991
Three Wives Learning	3738 S 60TH St	Milwaukee	WI	11,594	5.68	\$ 3,700,000	1985
Tutor Time	1619 Jericho Tpke	New Hyde Park	NY	22,500		\$ 6,500,000	2000
Vacant Former School	216 E Felton Rd	Cartersville	GA	9,700		\$ 1,500,000	1998
Valley Child Care	41117 N Daisy Mountain Dr	Phoenix	AZ	10,032		\$ 3,900,000	2006

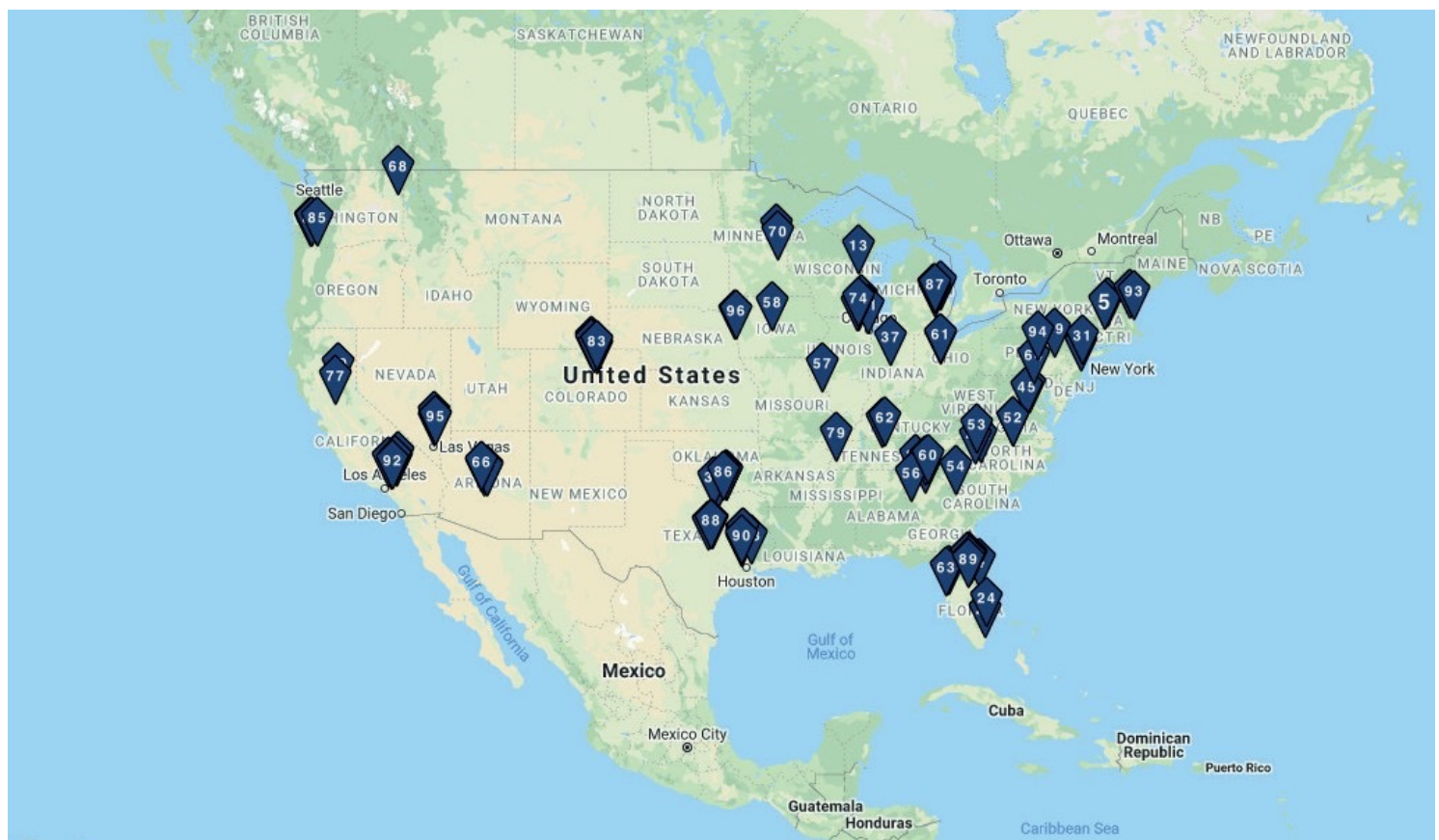
*All listings are of schools that are 6000SF+

SUMMARY (9/2021 – 9/2022)

SALE COMPS MAP & LIST REPORT

Sale Comparables	Avg. Cap Rate	Avg. Price/SF	Avg. Vacancy At Sale
172	6.73%	\$359	-

SALE COMPARABLES LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$300,000	\$3,713,551	\$3,838,426	\$8,800,000
Price Per SF	\$34	\$359	\$376	\$783
Cap Rate	4.4%	6.73%	6.74%	9.25%

Property Attributes	Low	Average	Median	High
Building SF	6,020 SF	10,000 SF	10,000 SF	40,000 SF
Floors	1	1	1	2
Typical Floor	10,000 SF	9,327 SF	9,966 SF	14,807 SF
Vacancy Rate at Sale	-	-	-	-
Year Built	1953	2005	1997	2022

CHILD CARE COMPS (9/2021- 9/2022)



#	Tenant	Property Address	Property City	State	Sale Price	Building SF	PPSF	Cap Rate	Yr Built	Sale Date
1	Bright Horizons	10 Gateway Blvd	Kendall Park	NJ	\$4,595,000	8,500	\$ 541		2012	11/2/2021
2	Bright Horizons	1900 Oakesdale Ave SW (M	Renton	WA	\$1,618,226	21,083	\$ 77		1998	12/20/2021
3	Bright Horizons	4441 Coral Springs Dr	Coral Springs	FL	\$2,025,000	9,215	\$ 220	5.00	1986	3/31/2022
4	Bright Horizons (vacant)	520 15th St SW (Multi-Prop	Auburn	WA	\$629,927	7,772	\$ 81		1998	5/27/2022
5	Childcare Network	246 Rose St	Augusta	GA	\$2,700,000	9,600	\$ 281	5.50	2017	8/5/2022
6	Childcare Network	106 Westside Blvd (Portfoli	Pooler	GA	\$4,332,867	20,000	\$ 217		2014	12/22/2021
7	Childcare Network	143 Patsy St (Portfolio)	Benson	NC		7,323			2007	8/5/2022
8	Childcare Network	143 Patsy St	Benson	NC	\$1,400,000	7,323	\$ 191		2007	7/19/2022
9	Childcare Network	800 Kirk Rd	Little Rock	AR	\$300,000	8,715	\$ 34		2000	10/26/2021
10	Childcare Network	2150 S Edmonds Ln	Lewisville	TX		8,426			1999	10/29/2021
11	Childcare Network	240 E Belt Line Rd	Cedar Hill	TX	\$995,000	6,020	\$ 165	6.81	1988	7/6/2022
12	Children Of America	1661 Route 112	Port Jefferson Static	NY	\$5,150,000	12,500	\$ 412	6.80	2013	12/15/2021
13	Children Of America	7106 Governors Row Rd	Avon	IN	\$4,185,000	17,000	\$ 246	8.00	2012	9/14/2021
14	Children Of America	8360 N High St	Columbus	OH	\$1,850,156	10,043	\$ 184		1992	8/9/2022
15	Children Of America	1125 Oak St	North Aurora	IL	\$2,400,000	9,406	\$ 255			10/4/2021
16	Children's Courtyard	195 Olivetree Ln	Carthage	NC	\$2,086,500	40,000	\$ 52		2022	11/5/2021
17	Children's Courtyard	16401 Sierra Lakes Pky	Fontana	CA	\$6,347,000	10,700	\$ 593	6.05	2019	9/28/2021
18	Children's Courtyard	7050 Fayetteville Rd	Raeford	NC	\$1,999,500	11,000	\$ 182		2008	11/5/2021
19	Children's Courtyard	7666 Wallace Rd	Orlando	FL	\$4,691,800	16,270	\$ 288		2001	11/19/2021
20	Children's Courtyard	708 W Polo Rd (Portfolio)	Grand Prairie	TX		8,409			1999	11/1/2021
21	Children's Courtyard	210 N Alma Rd	Allen	TX	\$4,912,950	10,563	\$ 465		1996	12/23/2021
22	Childtime	6051 Mercury Dr	Dearborn	MI	\$3,150,000	18,000	\$ 175		2000	4/14/2022
23	Childtime	45678 Helm St	Plymouth	MI		9,178			1990	9/1/2022
24	Childtime	1597 Glencairn Ln	Lewisville	TX		7,191			1988	8/30/2022
25	Childtime	2320 Floyd Ave (Portfolio)	Modesto	CA		6,310			1988	11/1/2021
26	Childtime	8544 Auburn Folsom Rd	Granite Bay	CA	\$4,883,500	10,860	\$ 450		1988	12/17/2021
27	Childtime	1431 Eden Way N	Chesapeake	VA	\$1,900,000	6,348	\$ 299	6.74	1987	12/7/2021
28	Childtime	11524 N Rockwell Ave (Port	Oklahoma City	OK		6,594			1986	11/1/2021
29	Childtime	11624 N Pennsylvania Ave	Oklahoma City	OK	\$1,313,000	6,495	\$ 202		1986	12/22/2021
30	Childtime	10212 S Western Ave (Port	Oklahoma City	OK		6,597			1985	11/1/2021
31	Creative Kids	4855 W Pebble Rd (Portfoli	Las Vegas	NV	\$6,117,774	10,847	\$ 564		2014	12/22/2021
32	Creative Kids	8355 Farm Rd (Portfolio)	Las Vegas	NV	\$6,381,232	10,839	\$ 589		2006	12/22/2021
33	Creative Kids	2320 E Wigwam Ave (Portfr	Las Vegas	NV	\$3,285,941	8,767	\$ 375		2001	12/22/2021
34	Creative Kids	3220 N Rainbow Blvd (Portl	Las Vegas	NV	\$3,263,996	12,393	\$ 263		1997	12/22/2021
35	Creative Kids	5001 W Craig Rd (Portfolio)	Las Vegas	NV	\$3,220,089	7,920	\$ 407		1994	12/22/2021
36	Creative Kids	2575 S Fort Apache Rd (Por	Las Vegas	NV	\$3,329,848	8,624	\$ 386		1994	12/22/2021
37	Creative Kids	5125 S Torrey Pines Dr (Por	Las Vegas	NV	\$4,120,126	9,174	\$ 449		1988	12/22/2021
38	Goddard	4080 Abbey Rd	Forney	TX		8,897			2020	11/4/2021
39	Goddard	1050 Barclay Blvd	Buffalo Grove	IL	\$4,430,800	9,600	\$ 462	6.25	2019	7/27/2022
40	Goddard	5145 Ranch Road 620 N	Austin	TX		7,956			2014	3/4/2022
41	Goddard	140 Foster Rd	Woodstock	GA	\$1,785,000	11,721	\$ 152		2007	5/6/2022
42	Goddard	949 Waterford Dr	Aurora	IL	\$1,858,500	8,125	\$ 229	7.75	2006	12/17/2021
43	Goddard	1820 County Line Rd (Multi	Huntingdon Valley	PA	\$2,425,999	8,000	\$ 303		2005	1/28/2022
44	Goddard	10445 Commerce Dr	Carmel	IN	\$2,712,500	8,364	\$ 324		2004	8/8/2022
45	Goddard	300 Cedar Ln	Chesapeake	VA	\$1,770,000	8,068	\$ 219		2004	9/30/2021
46	Goddard	6543 Woodlake Village	Midlothian	VA	\$2,400,000	10,795	\$ 222		2001	6/21/2022
47	Goddard	9631 Northeast Pky	Matthews	NC	\$2,900,000	8,331	\$ 348	6.25	2000	7/19/2022
48	Goddard	205 Grandview Dr (Portfoli	Fort Mitchell	KY		7,833			1999	8/17/2022
49	Goddard	250 Lancaster Ave	Malvern	PA	\$454,050	7,351	\$ 62			2/17/2022
50	Goddard	881 Woodlane Rd	Westampton	NJ	\$1,200,000	6,156	\$ 195			12/22/2021

*All Comps are of schools that are 6000SF+

CHILD CARE COMPS (9/2021- 9/2022)



#	Tenant	Property Address	Property City	State	Sale Price	Building SF	PPSF	Cap Rate	Yr Built	Sale Date
51	Goddard	50 Seaboldt Way (Multi-Pro	Chester Springs	PA	\$1,101,759	6,558	\$ 168			10/1/2021
52	Kid City USA	19619 W Catawba Ave	Cornelius	NC	\$3,100,000	9,790	\$ 317	6.65	1982	2/22/2022
53	Kiddie Academy	550 Mastero Dr	Reno	NV	\$6,875,000	10,500	\$ 655		2021	8/11/2022
54	Kiddie Academy	1367 S Waterleaf Dr	Westfield	IN	\$5,700,000	10,759	\$ 530	6.00	2021	4/12/2022
55	Kiddie Academy	6560 W Ken Caryl	Littleton	CO	\$5,400,000	10,571	\$ 511		2021	12/30/2021
56	Kiddie Academy	1324 Chatham Commons Bl	Westfield	IN	\$6,136,185	10,649	\$ 576	6.50	2020	3/16/2022
57	Kiddie Academy	1283 Bloomingdale Ave	Valrico	FL	\$5,600,000	11,000	\$ 509	6.51	2020	11/5/2021
58	Kiddie Academy	1560 N Dobys Bridge Rd	Fort Mill	SC	\$4,250,000	10,000	\$ 425	7.00	2020	10/22/2021
59	Kiddie Academy	10344 Park Meadows Dr	Lone Tree	CO	\$6,330,000	11,000	\$ 575	6.15	2019	4/28/2022
60	Kiddie Academy	19559 Champion Forest Dr	Spring	TX	\$3,851,852	10,000	\$ 385	6.82	2019	10/1/2021
61	Kiddie Academy	14975 Walden Springs Way	Jacksonville	FL	\$4,000,000	10,000	\$ 400		2017	7/28/2022
62	Kiddie Academy	1450 Tryon Manor Dr	Cary	NC	\$3,000,000	10,000	\$ 300		2012	2/25/2022
63	Kiddie Academy	188 Woods Dr	Mechanicsburg	PA	\$3,700,000	10,320	\$ 359	7.34	2011	11/24/2021
64	Kiddie Academy	4225 Concept Ct	Lakewood Ranch	FL	\$4,250,000	10,287	\$ 413		2008	5/20/2022
65	Kiddie Academy	5952 Route 25A	Wading River	NY	\$4,925,000	10,500	\$ 469	7.00	2003	3/28/2022
66	Kiddie Academy	3226 132nd St SE (Multi-Pr	Mill Creek	WA	\$4,100,115	12,921	\$ 317		1997	8/19/2022
67	Kiddie Academy	105 Clinton Ave	Eatontown	NJ	\$3,750,000	10,458		6.77	1953	
68	Kinder Care	501 Rolls Rd	Algonquin	IL	\$2,423,000	10,694	\$ 227	7.84	1998	12/28/2021
69	Kinder Care	8453 E Point Douglas Rd	Cottage Grove	MN	\$1,195,000	6,200	\$ 193	6.70	1991	1/6/2022
70	Kindercare	6999 Alvarado Ln N	Maple Grove	MN	\$5,608,229	7,162	\$ 783		2021	10/6/2021
71	KinderCare	16780 Forest Rd	Forest	VA		10,782		5.75	2019	8/25/2022
72	Kindercare	95 Centennial Pky	Cameron	NC	\$4,782,000	12,202	\$ 392		2019	4/18/2022
73	Kindercare	N 35, W23824 Capitol Dr	Pewaukee	WI	\$4,893,000	12,316	\$ 397		2019	2/1/2022
74	Kindercare	N 112, W17060 Mequon R	Germantown	WI	\$3,825,000	10,782	\$ 355		2019	1/14/2022
75	Kindercare	30061 Mound Rd	Warren	MI	\$4,126,000	10,782	\$ 383	5.50	2018	8/5/2022
76	Kindercare	3808 Townsgate Dr (Portfol	San Diego	CA		8,042			2018	3/31/2022
77	KinderCare	3055 N Ankeny Blvd	Ankeny	IA	\$4,798,000	11,961	\$ 401	5.50	2018	4/11/2022
78	KinderCare	8601 Thomas Ave	Johnston	IA	\$4,720,000	11,992	\$ 394		2018	4/27/2022
79	Kindercare	431 Drysdale Dr	Orange Park	FL	\$4,640,000	10,782	\$ 430	5.50	2018	6/29/2022
80	Kindercare	5008 N 156th St	Omaha	NE	\$4,380,000	10,984	\$ 399		2018	4/5/2022
81	KinderCare	7755 S 51st Ave	Laveen	AZ	\$4,103,039	10,145	\$ 404		2007	7/12/2022
82	KinderCare	14080 Northdale Blvd	Rogers	MN	\$3,352,941	9,300	\$ 361	6.75	2007	9/7/2021
83	KinderCare	1308 Greenwood Ct	Shakopee	MN	\$1,650,000	10,735	\$ 154		2002	8/17/2022
84	Kindercare	855 Paseo Westpark	Irvine	CA	\$6,300,000	9,783	\$ 644	4.40	2002	1/28/2022
85	Kindercare	10623 Treena St (Multi-Pro	San Diego	CA	\$3,698,348	7,038	\$ 525	6.55	2001	1/3/2022
86	Kindercare	44825 Prentice Dr (Multi-Pr	Dulles	VA	\$7,881,261	37,178	\$ 212		2001	12/17/2021
87	Kindercare	3901 Kildaire Farm Rd	Apex	NC	\$1,777,000	8,806	\$ 202		2001	12/10/2021
88	KinderCare	100 Pfund Ct	Oswego	IL	\$3,126,000	10,184	\$ 307	5.99	2000	6/20/2022
89	Kindercare	131 Keybridge Dr	Morrisville	NC	\$3,682,500	11,250	\$ 327	7.85	2000	9/3/2021
90	Kindercare	5 Morgan Dr	Reading	PA	\$2,200,000	9,226	\$ 238		1999	10/15/2021
91	KinderCare	932 Heatherpark Dr	Garner	NC	\$3,360,000	11,400	\$ 295	5.37	1998	5/26/2022
92	KinderCare	6435 Lake Road Ter	Woodbury	MN	\$2,424,000	9,782	\$ 248	8.40	1998	12/21/2021
93	Kindercare	2401 Atlantic Ave	Manasquan	NJ	\$3,265,000	10,216	\$ 320	6.00	1998	12/23/2021
94	Kindercare	20245 N 67th Ave	Glendale	AZ	\$4,280,000	10,400	\$ 412	5.45	1995	8/19/2022
95	KinderCare	990 Diamond Springs Rd	Virginia Beach	VA	\$1,305,000	6,090	\$ 214		1987	12/30/2021
96	KinderCare	55 Catalina Isle Dr	Merritt Island	FL	\$1,873,500	7,901	\$ 237	5.75	1985	9/23/2021
97	Kindercare	10406 N 51st Ave	Glendale	AZ	\$2,015,000	7,280	\$ 277	5.80	1982	10/29/2021
98	KinderCare	4435 Floynd Dr	Baton Rouge	LA		6,591		7.14	1979	4/1/2022
99	KinderCare	3270 E Bay Dr	Largo	FL	\$2,287,965	8,449	\$ 271		1977	6/28/2022

*All Comps are of schools that are 6000SF+

CHILD CARE COMPS (9/2021- 9/2022)



#	Tenant	Property Address	Property City	State	Sale Price	Building SF	PPSF	Cap Rate	Yr Built	Sale Date
100	Kindercare	18 Ray Ave	Burlington	MA	\$1,940,000	7,200	\$ 269		1977	11/17/2021
101	KinderCare	776 Birch St	Neenah	WI	\$820,000	8,500	\$ 96	7.90	1962	10/22/2021
102	KinderCare	3240 San Pablo Dam Rd (Pc	San Pablo	CA		6,260				3/31/2022
103	La Petite Academy	9071 NE 81st Ter	Kansas City	MO		8,469			2011	12/23/2021
104	La Petite Academy	1004 Wilshire Blvd	Liberty	MO		7,300		5.50	2009	6/7/2022
105	La Petite Academy	11328 S 96th St	Papillion	NE	\$3,900,000	10,150	\$ 384		2007	3/3/2022
106	La Petite Academy	15940 SW Tualatin-Sherwo	Sherwood	OR	\$2,270,879	9,500	\$ 239		1996	3/23/2022
107	La Petite Academy	1551 W Warm Springs Rd	Henderson	NV	\$2,350,000	7,793	\$ 302	6.18	1996	12/21/2021
108	La Petite Academy	1350 E Tregallas Rd	Antioch	CA	\$1,347,500	7,402	\$ 182		1985	8/25/2022
109	Merryhill School	101 Hazelmere Dr	Folsom	CA	\$3,749,500	8,278	\$ 453		1995	12/17/2021
110	Merryhill School	101 Hazelmere Dr	Folsom	CA	\$3,600,000	8,278	\$ 435		1995	12/17/2021
111	Montessori	1300 E Pecan Creek Cir	Corinth	TX		9,766			1999	7/25/2022
112	New Horizon Academy	5903 N Neal Ave	Oak Park Heights	MN	\$2,406,418	7,488	\$ 321	5.50	1997	7/20/2022
113	Primrose	32995 Solon Rd	Solon	OH	\$5,620,000	15,000	\$ 375		2018	3/11/2022
114	Primrose	1710 Laura Duncan Rd	Apex	NC	\$5,000,000	11,734	\$ 426		2015	9/27/2021
115	Primrose	4230 Trueman Blvd	Hilliard	OH	\$1,800,000	11,494	\$ 157		2011	6/29/2022
116	Primrose	17025 Via del Campo	San Diego	CA	\$6,540,000	15,121	\$ 433	6.42	2009	6/24/2022
117	Primrose	308 Andover St	Danvers	MA	\$3,500,000	11,000	\$ 318		2009	11/30/2021
118	Primrose	131 Clint Dr	Pickerington	OH		11,026			2008	8/8/2022
119	Primrose	8273 Owenfield Dr	Powell	OH	\$2,750,000	10,514	\$ 262		2007	4/27/2022
120	Primrose	8771 Moreland St	Powell	OH		9,297			2006	8/5/2022
121	Primrose	404 Argonne Ter	Holly Springs	GA	\$3,500,000	10,257	\$ 341		2006	4/20/2022
122	Primrose	6606 Sitio Del Rio Blvd	Austin	TX		12,500			2005	2/24/2022
123	Primrose	450 Briargate Dr	South Elgin	IL	\$4,115,000	8,000	\$ 514		2004	8/18/2022
124	Primrose	6060 S Devinney Way	Littleton	CO		12,500			2001	6/1/2022
125	Primrose	10301 Cross Creek Blvd	Tampa	FL	\$6,585,430	11,569	\$ 569	6.50	2001	12/17/2021
126	Primrose	16811 Shadow Valley Dr	Spring	TX		8,342			1998	1/14/2022
127	Primrose	4100 Hedgcoxe Rd	Plano	TX		8,455			1998	2/24/2022
128	Primrose	905 Bear Creek Pky	Keller	TX		8,552			1997	12/1/2021
129	Primrose	3105 Brassfield Rd	Greensboro	NC	\$1,600,000	8,451	\$ 189		1996	3/25/2022
130	Primrose	1815 Macland Rd SW	Marietta	GA	\$3,175,000	8,400	\$ 378		1993	7/7/2022
131	Primrose	11160 Crabapple Rd	Roswell	GA	\$5,500,000	7,220	\$ 762		1989	7/25/2022
132	Primrose	561 Westar Blvd	Westerville	OH		11,980				7/29/2022
133	Primrose	9127 Town Center Pky	Bradenton	FL	\$2,317,015	10,032	\$ 231			1/28/2022

*All Comps are of schools that are 6000SF+

CHILD CARE COMPS (9/2021- 9/2022)



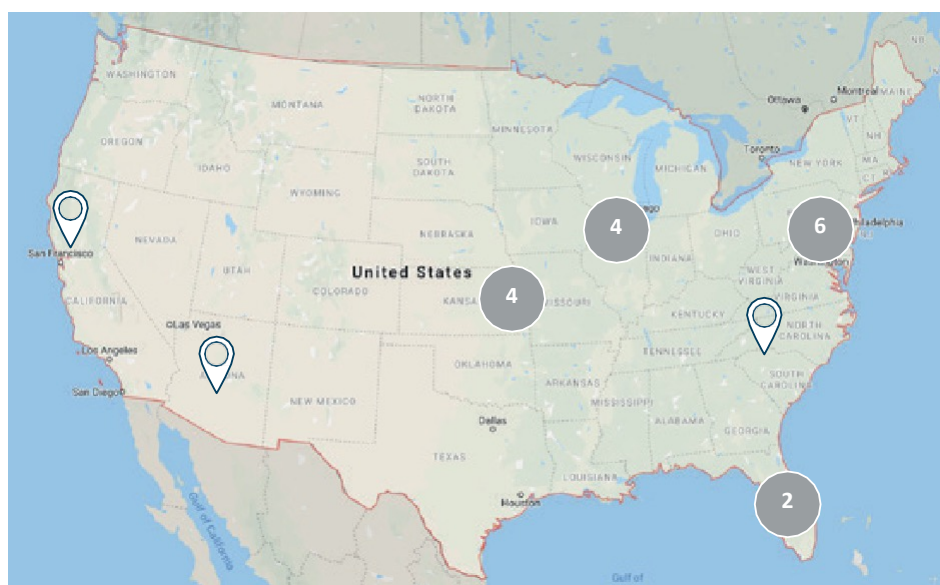
#	Tenant	Property Address	Property City	State	Sale Price	Building SF	PPSF	Cap Rate	Yr Built	Sale Date
134	The Learning Experience	9225 Hickory Street	Frisco	TX	\$5,968,000	10,000	\$ 597	6.25	2022	
135	The Learning Experience	406 W 121st St	Jenks	OK	\$4,620,000	10,000	\$ 462	6.60	2021	4/1/2022
136	The Learning Experience	1087 Wellness Way	Oviedo	FL	\$4,765,000	10,000	\$ 477	6.40	2021	3/31/2022
137	The Learning Experience	25211 Center Ridge Rd	Westlake	OH	\$4,500,000	10,000	\$ 450	7.17	2021	11/19/2021
138	The Learning Experience	3750 Forest Hill Irvine Rd	Germantown	TN	\$4,448,000	10,027	\$ 444	6.65	2021	11/18/2021
139	The Learning Experience	780 E Winchester Blvd	Collierville	TN	\$5,000,000	10,000	\$ 500	6.55	2021	2/7/2022
140	The Learning Experience	7814 US Hwy 290	Austin	TX		9,975			2021	11/1/2021
141	The Learning Experience	94 Broad St	Eatontown	NJ	\$4,600,000	10,000	\$ 460	7.17	2020	1/31/2022
142	The Learning Experience	1959 Peabody Rd	Vacaville	CA	\$5,250,000	9,587	\$ 548	6.28	2020	1/28/2022
143	The Learning Experience	4822 S Forest Point Blvd	New Berlin	WI	\$4,916,500	10,000	\$ 492	7.15	2020	1/21/2022
144	The Learning Experience	6585 Issaquah Dr	Colorado Springs	CO	\$4,680,000	8,927	\$ 524		2020	10/8/2021
145	The Learning Experience	5201 Camino Al Norte	North Las Vegas	NV	\$4,592,592	10,000	\$ 459	6.74	2020	10/1/2021
146	The Learning Experience	2750 Ironwood Dr	Sun Prairie	WI	\$5,000,000	10,000	\$ 500	7.03	2020	1/4/2022
147	The Learning Experience	20836 Pontiac Trl	South Lyon	MI	\$4,500,000	10,000	\$ 450	7.00	2020	6/14/2022
148	The Learning Experience	8251 N Flintlock Rd	Kansas City	MO	\$4,915,000	10,000	\$ 492	7.47	2020	10/26/2021
149	The Learning Experience	26120 Town Center Dr	Novi	MI	\$4,300,000	10,000	\$ 430	7.00	2019	5/31/2022
150	The Learning Experience	600 Bond St	Saint Peters	MO	\$4,400,000	10,000	\$ 440	7.39	2019	3/14/2022
151	The Learning Experience	1281 115th St	Bolingbrook	IL	\$4,290,000	10,000	\$ 429		2018	4/26/2022
152	The Learning Experience	465 N Riverside Dr	Gurnee	IL	\$4,175,000	10,000	\$ 418	6.75	2018	3/22/2022
153	The Learning Experience	9300 Lyons Mill Rd	Owings Mills	MD	\$4,433,333	10,000		7.50	2018	
154	The Learning Experience	3735 S Arizona Ave	Chandler	AZ	\$3,800,000	10,000	\$ 380	7.37	2017	4/29/2022
155	The Learning Experience	161 River Rd (Multi-Property)	Andover	MA	\$6,375,000	10,000	\$ 638		2016	12/8/2021
156	The Learning Experience	3547 McHard Rd	Pearland	TX	\$3,500,000	10,000	\$ 350	7.00	2016	9/10/2021
157	The Learning Experience	15542 Ranch Road 620 N	Austin	TX		10,206			2015	3/28/2022
158	The Learning Experience	16604 Old Statesville Rd	Huntersville	NC	\$3,550,000	10,995	\$ 323		2013	4/11/2022
159	The Learning Experience	2176 Route 206	Montgomery	NJ	\$3,550,000	10,000	\$ 355	7.89	2012	11/30/2021
160	The Learning Experience	560 Evening Star Dr	Apex	NC	\$4,182,500	10,000	\$ 418	7.42	2011	5/11/2022
161	The Learning Experience	3300 State Route 138	Wall	NJ	\$4,425,000	11,039	\$ 401		2011	12/20/2021
162	The Learning Experience	5660 New King St	Troy	MI	\$3,680,000	11,016	\$ 334	8.78	2007	10/29/2021
163	The Learning Experience	7763 Cottonwood	Georgetown Towns	MI	\$4,000,000	10,000	\$ 400	7.00	1999	6/3/2022
164	Tutor Time	875 E Bell Rd	Phoenix	AZ	\$8,800,000	25,652	\$ 343	8.32	2009	8/16/2022
165	Tutor Time	3731 Discovery Ln	Powell	OH	\$4,032,000	10,500	\$ 384		2008	12/29/2021
166	Tutor Time	6365 Emerald Pky	Dublin	OH	\$4,032,000	10,500	\$ 384		2007	12/29/2021
167	Tutor Time	3720 W Anthem Way	Anthem	AZ	\$4,600,000	11,752	\$ 391	8.50	2004	11/30/2021
168	Tutor Time	5550 W Bell Rd	Glendale	AZ	\$5,575,000	11,752	\$ 474	9.25	2004	1/25/2022
169	Tutor Time	2914 S Canton Center Rd	Canton	MI	\$2,195,000	11,200	\$ 196	7.00	2001	9/10/2021
170	Tutor Time	6801 Dallas Dr (Portfolio)	Austin	TX		10,994			2000	11/1/2021
171	Tutor Time	6 Webb Rd (Portfolio)	Downingtown	PA		11,757			1998	11/1/2021
172	Tutor Time	7191 Boulder Ave (Multi-Property)	Highland	CA	\$2,124,649	8,886	\$ 239		1996	9/3/2021

*All Comps are of schools that are 6000SF+

NATIONAL TENANT AVERAGES

THE LEARNING EXPERIENCE

SOLD LISTINGS (9/2021 – 9/2022)



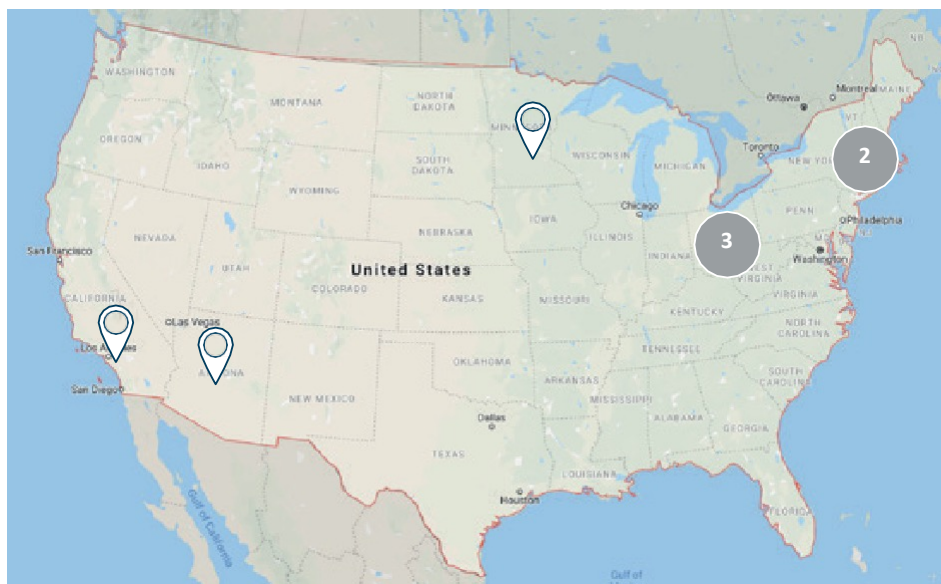
HISTORICAL DATA

NUMBER OF PROPERTIES	30
HIGHEST PRICE	\$6,375,000
LOWEST PRICE	\$3,500,000
MEDIAN CAP RATE	7.0%



KINDERCARE

SOLD LISTINGS (9/2021 – 9/2022)



HISTORICAL DATA

NUMBER OF PROPERTIES	35
HIGHEST PRICE	\$7,881,261
LOWEST PRICE	\$720,000
MEDIAN CAP RATE	6.0%



NATIONAL TENANT AVERAGES



KIDDIE ACADEMY

SOLD LISTINGS (9/2021 – 9/2022)



HISTORICAL DATA

NUMBER OF PROPERTIES	15
HIGHEST PRICE	\$6,875,000
LOWEST PRICE	\$3,000,000
MEDIAN CAP RATE	6.77%



WHY CHOOSE US TO REPRESENT YOU



WE HAVE BEEN A CHILD CARE OPERATOR, LANDLORD, DEVELOPER AND TENANT

Child Care is a unique business that requires your representation to understand not just the real estate, but the operations and communicate that effectively to the next Buyer, Seller, Tenant, Landlord, or even lender. Since 1992, we have operated 2 schools for 18 years and developed and leased countless centers in the past 3 decades, we are the Child Care experts that other brokers go to for advice.

WE HAVE NATIONAL BROKER RELATIONSHIPS IN NEARLY EVERY STATE

Whether your property is on the West Coast, East Coast, Midwest, or otherwise we are able to effectively represent you through local Brokers in any market. We have done Child Care transactions in nearly 20 States.

IN THE CHILD CARE BUSINESS SINCE 1992, WE HAVE ESTABLISHED THE RIGHT CONNECTIONS

We have connections with some of the top operators, developers and landlords in the Child Care industry. When selling, re-leasing, or developing your property with a Child Care tenant in mind, we are able to leverage these connections. This includes off-market opportunities with brand new leases with national child care brands to ease a 1031 tax exchange transaction, or interested Child Care Tenants, Buyers, and Sellers.

HOW WE CAN HELP

1031 TAX EXCHANGE/SELL OR PURCHASE REAL ESTATE WITH A CHILD CARE TENANT IN PLACE

We've developed a deep understanding of the child care space through personally developing, operating, and representing countless preschools. Needless to say, we leverage that knowledge to best represent you in selling or purchasing your child care building.

RENEGOTIATE YOUR CHILD CARE LEASE

We've developed a deep understanding of the child care space through personally developing, operating, and representing countless preschools. Needless to say, we leverage that knowledge to best represent you in selling your child care building.

PURCHASE OPERATING PRESCHOOLS

Being so involved in the child care industry, we know when a newly developed child care center will be sold, for how much, and when. If you want to purchase an operating high-performing child care asset, please let us know!

DEVELOP CHILD CARE CENTERS

Do you have a site that you believe would work for a child care center? With our relationship with The Learning Experience, we are able to write a Letter of Intent and enter into leases within weeks of receiving a site submittal nationwide.

ALAN STAHL

PRESCHOOL REPRESENTATIVE

Alan Stahl has worked in the investment world for more than 50 years. He started his career running one of the most successful municipal and government bond firms over the course of 30 years, after which, in 1992, he founded Future In-Site Realty Associates, Inc. This company became a cornerstone for developing more than 70 preschools, as well as nearly 2,500 affordable multi family units, and senior-housing projects.

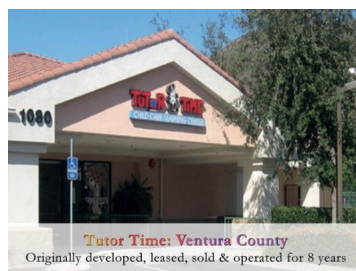
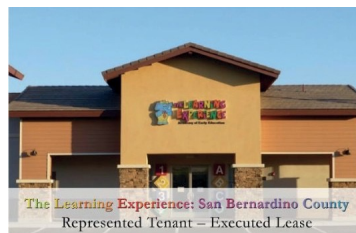
Since 1992, Alan has been recognized as one of the most knowledgeable brokers in the child care industry. He personally owned and operated two schools over 18 years, and managed to develop, buy, sell, lease and renegotiate more than 70 child care leases for clients such as Kindercare, Tutor Time, The Learning Experience, and boutique Montessori preschools.

DEBBIE STAHL

Debbie was both the franchisee and day to day Business Manager of two child care centers with an average annual enrollment of 350 children. Her intimate knowledge of the inner workings of a school, from the financials, to dealing with payroll, allows our team to better analyze a prospective child care center better than others. We are able to gauge which center seems healthy and would be a worthwhile purchase, or gives us leverage in re-negotiating your lease with your Tenant, or give you the confidence that another Tenant will pay you more.



SOME PAST TRANSACTIONS



PRESCHOOL TESTIMONIALS



"It has been a pleasure working with Josh, Alan and their team on our discussions with The Learning Experience on bringing them to several of Armstrong's properties in California and nationwide. We couldn't be more excited about adding the TLE concept to our project in Roseville, and continue to be impressed with Josh and Alan's knowledge of the child care industry and expediency with which we were able to work through the transaction. We look forward to working with them on many more TLE deals throughout California and the US."

Kevin Parker
Vice President of Armstrong Properties, Inc.



"Alan developed and sold us the franchise for two Tutor Time child care centers in Santa Clarita and Canyon Country, which we successfully ran for nearly 18 years. There is no broker that is more knowledgeable of the child care business and the real estate associated with it than Alan. Whether you want to sell your real estate, develop for a pre-school Tenant, or sell your pre-school business, Alan should be your go-to person."

Bill Haddad
President of American Fruit (Monster Energy)
Former Tutor Time Franchisee



"When I first co-founded Tutor Time, Alan was the highest producing developers in California. Later on when electing to expand in CA again with The Learning Experience, we tapped Alan as a real estate broker, who has been integral to our site expansion in CA."

Richard Weissman
Founder and CEO of The Learning Experience



"Alan is the most knowledgeable person that I know on all aspects of child care. He has been an owner, an operator, a developer and a broker with numerous transactions in the child care business for over 3 decades."

Percy Vaz
Founder and CEO of Amcal Housing
Former Tutor Time Landlord



"I am very pleased with Future In-Site Realty Associates, Inc. as our leasing broker for our former Kindercare in Temecula, CA. Alan Stahl is a professional problem solver, with all the capabilities needed to effectively negotiate with prospective Tenants. Alan and Josh provided the highest level of service and knowledge in the industry, and do so with the utmost honesty and integrity. They go above and beyond to make sure all details were cared for - highly recommended!"

Wade Wu
President of PID Holdings
Former Kindercare Landlord



"If you're interested in buying or selling a pre-school, Alan is the most knowledgeable person you can find. He owned and operated his own school, and as such his experience is invaluable. As a real estate developer for himself and for others, he is a true authority in the marketplace. I was fortunate to be able to invest with Alan in real estate several years ago. He became my teacher and my friend. Alan is honest and forthright. He's a great mentor and a guide, and most certainly an advisor you can trust."

Adrienne Rubin
Tutor Time Landlord

CONTACT US



ALAN STAHL

MANAGING BROKER OF

FUTURE IN-SITE REALTY ASSOCIATES, INC.

818-917-7723

ALAN@FUTUREINSITEREALTY.COM

CalBRE: 01299139



If you have any questions, please reach out to us via email or phone.
We are happy to give you a Broker Pricing Opinion on your property
or a general consultation call.