



MARKET REPORT

EARLY EDUCATION / DAYCARE / 2021



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CHILD CARE 2020-2021 REPORT



Individuals and businesses won't forget 2020. It has proven to be the ultimate stress test for families and businesses nationwide, with the child care industry at the epicenter.

According to Procure Solutions, 60% of large scale child care centers closed due to COVID-19. By April 2020, average enrollment was down to 13% compared to pre-pandemic levels nationwide, with many child care centers still struggling to stabilize. Government funding helped many franchisors and in-home providers through PPP funding, whereas 500+ employee corporate providers (opposed to franchised providers) like Bright Horizon, KinderCare and Learning Care Group were not eligible.

[Child Care Aware](#) estimates that 9% of licensed child care programs, including both child care centers and in-home operators, have permanently closed their facilities since the pandemic began. Other reports show as much as 20% of the nation's child care capacity has not reopened. A recent [survey](#) by the National Association for the Education of Young Children (NAEYC) found that one in three schools still operating are considering closing. This is staggering considering that local chains and single-site operators account for [95% of child care providers](#).

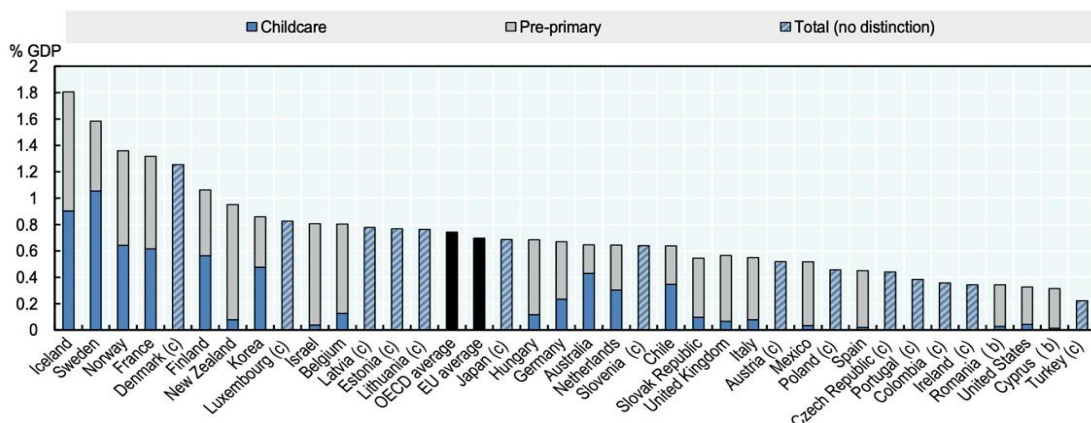
This has left the door open for national operators like The Learning Experience, KinderCare, Learning Care Group, and Bright Horizons to sweep in and buy closed or closing child care facilities and grasp market share.

The child care industry is still not out of the woods. The NAEYC reports four in five child care centers are understaffed with 78% of child care operators citing low wages as the primary cause. Low wages are also blamed for higher turnover rates and increased hiring and onboarding expenses. On top of limited staffing, payroll costs are the highest in history.

These increased costs are reflected by higher tuition rates which are passed down to the parents. In September 2021, more than 300,000 women in the US left the workforce, many to ease the burden of child care expenses. [Reports](#) estimate 1.6 million women with children under the age of 17 have dropped out of the workforce.

Child care costs were already in the spotlight pre-pandemic. In January 2019, the Council for a Strong America reported an annual economic cost of \$57 billion in lost earnings, productivity and revenue for working parents, employers and taxpayers.

Chart PF3.1.A. Public spending on early childhood education and care
Public expenditure on childcare and pre-primary education and total public expenditure on early childhood education and care, as a % of GDP, 2017 or latest available ^(a)



Note: In some countries, local governments play a key role in financing and providing childcare services. Such spending is comprehensively recorded in Nordic countries, but in some other (often federal) countries it may not be fully captured by the OECD social expenditure data.

a. Data for Romania and Cyprus refer to 2018 and for Australia to 2016.

b. For non-OECD EU member states (Cyprus and Romania), the data are not adjusted for any differences in the entry age for primary schooling and cover all public expenditure on childcare and pre-primary education regardless of the age of those using/enrolled in services.

c. Data cannot be disaggregated by educational level.

The present publication presents time series which end before the United Kingdom's withdrawal from the European Union on 1 February 2020. The EU aggregate presented here therefore refers to the EU including the UK. In future publications, as soon as the time series presented extend to periods beyond the UK withdrawal (February 2020 for monthly, Q1 2020 for quarterly, 2020 for annual data), the "European Union" aggregate will change to reflect the new EU country composition.

Source: For OECD countries, OECD Social Expenditure Database; For Cyprus and Romania, Eurostat

CHILD CARE 2020-2021 REPORT



Lack of available funds for early childhood education may be part of the problem. According to the [New York Times](#), high income countries contribute an average of \$14,000 per year for Pre-K care compared to only \$500 in the US. A 2019 [study](#) by the National Institute For Early Education Research (NIEER) found that only 5.9% of 3-year-olds and 34% of 4-year-olds were enrolled in state-funded preschool during the 2018/2019 school year. President Biden's American Families Plan offers more public care. The Universal Pre-K provision of the plan allocates \$200 billion to provide free preschool for 3- and 4-year-old children with an average savings of \$13,000 per family. Additionally, the plan limits child care expenses to 7% of family income for qualifying families making up to 1.5 times their respective state's median income. This equates to an estimated annual savings of \$14,800 for child care expenses.

The need for private child care will not change. However, with the issues facing the child care industry, it is my opinion that the national, well-funded child care groups are better equipped to handle operational and governmental changes, making it a great time to capture a larger market share from in-home providers that are closing. As well, established child care groups will likely take advantage of this transition to acquire top tier talent by offering higher wages. I also believe that parents will look for providers that are at the cusp of addressing and implementing upcoming governmental changes.

The child care industry is facing challenges of higher payroll costs, increased turnover, rising tuition rates and potentially greater governmental regulation.

To be effective in this market, *you need experts 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 20 schools.
- We owned and operated two Tutor Time Child Care Centers for 18 years.

Future In-Site Realty understands the child care industry.

As a family business, we established a niche in the child care industry. My wife, Debbie, has operated both schools as the Business Manager and franchisee. With an average enrollment of 350 students per year, 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 nationwide through our national brokerage network. When you're in the market to buy, sell or renegotiate your child care facility in any State, we would like the opportunity to earn your business.

Enclosed find a list of comparable sales nationwide for large facilities averaging over 6000 sq. ft. 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,

Alan Stahl
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FOR SALE PRESCHOOLS



Tenant	City	State	Price	Building SF	Cap Rate	Year Built
Ardent Preschool	Vestavia	AL	\$ 8,435,255	22630	7.30%	2019
Bright Horizon	Winter Garden	FL	\$ 1,915,833	11960	6.00%	2009
Childcare Network	Raleigh MSA	NC	\$ 5,900,000	30933	6.87%	
Children's Lighthouse	Hoover	AL	\$ 3,680,000	10500		2016
Goddard	Grove City	OH	\$ 2,911,787	8125	7.5%	2005
Goddard	Aurora	IL	\$ 1,858,065	8125	7.80%	2006
Kiddie Academy	Littleton	CO	\$ 5,700,000	10571	6.30%	2021
Kids & Company	Schaumburg	IL	\$ 4,000,000	11000	6.40%	2012
Kidz Corner	Dayton	TX	\$ 875,000	6428	9.00%	1970
Kindercare	Cary	NC	\$ 1,754,839	9463	4.70%	1991
Kindercare	Covage Grove	MN	\$ 1,195,000	6200	6.80%	1991
Kindercare	Irvine	CA	\$ 6,170,200	9783	4.50%	2002
Kindercare	Monroeville	PA	\$ 2,960,000	9600	6.30%	1973
Kindercare	Baton Rouge	LA	\$ 378,000	6591	7.10%	1979
Kindercare	Bloomington	IL	\$ 1,846,154	6564	7.00%	1986
Kindercare	Pensacola	FL	\$ 475,000	6516	10%	2004
Kindercare	Palatine	IL	\$ 2,347,826	6175	5.80%	1990
Ladybug	Chicago	IL	\$ 2,370,000	6700	6.50%	2016
Safe Site Child Dev	Los Lunas	NM	\$ 4,977,917	22500	8.50%	2007
The Learning Experience	White Plains	NY	\$ 6,210,000	11541	7.10%	2021
The Learning Experience	Eatontown	NJ	\$ 4,714,285	10000	7.00%	2020
The Learning Experience	West Chicago	IL	\$ 4,667,000	10000	6.80%	2019
The Learning Experience	Andover	MA	\$ 6,500,000	10000	6.00%	2016
The Learning Experience	Gurnee	IL	\$ 4,296,000	10000	6.80%	2018
The Learning Experience	Apopka	FL	\$ 4,480,000	10000	6.30%	2017
The Learning Experience	Chandler	AZ	\$ 4,000,000	10000	7.00%	2017
The Learning Experience	New Berlin	WI	\$ 5,022,000	10000	7.00%	2020
The Learning Experience	Menomonee Falls	WI	\$ 5,022,000	10000	7.00%	2020

*All listings are of schools that are 6000SF+

SUMMARY

SALE COMPS MAP & LIST REPORT

Sale Comparables	Avg. Cap Rate	Avg. Price/SF	Avg. Vacancy At Sale
124	6.9%	\$372	-

SALE COMPARABLES LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$925,000	\$3,606,225	\$3,351,471	\$9,950,000
Price Per SF	\$97	\$362	\$345	\$975
Cap Rate	4.8%	7.0%	6.9%	10.1%
Time Since Sale in Months	0.2	8.2	6.6	21.3
Property Attributes	Low	Average	Median	High
Building SF	6,000 SF	9,821 SF	10,000 SF	14,807 SF
Floors	1	1	1	2
Typical Floor	1 SF	9,327 SF	9,966 SF	14,807 SF
Vacancy Rate at Sale	-	-	-	-
Year Built	1945	2004	2007	2021

NATIONAL DAY CARE COMPS



#	TENANT	ADDRESS	CITY	STATE	SALES PRICE	BUILDING SF	PSF	CAP RATE	YEAR BUILT	SALES DATE
1	380 Town Center	1460 N Hardin Blvd	McKinney	TX	Undisclosed	10,000 SF	-	6.50%	2021	8/9/2021
2	ACE Endodontics Cypress	14530 Cypress Mill	Cypress	TX	\$4,170,000	14,592 SF	\$286	6.10%	2014	8/27/2020
3	Amazing Explorers Academy	449 Ed Schmidt	Hutto	TX	Undisclosed	12,110 SF	-	6.30%	2020	5/13/2021
4	Amazing Explorers	8080 Countryway Blvd	Tampa	FL	\$4,465,000	9,986 SF	\$447	6.30%	2021	8/13/2021
5	Ambassador Med Daycar	619 River Ave	Lakewood	NJ	\$1,800,000	7,440 SF	\$242	-	1950	5/25/2021
6	Balanced Family Academy	5900 Innovation Dr	Dublin	OH	\$1,480,000	7,693 SF	\$192	7.80%	1998	12/31/2020
7	Behaven Kids	8922 Cuming St	Omaha	NE	\$1,277,000	8,248 SF	\$155	7.80%	1978	-
8	Big Blue Marble Academy	2784 Faith Blvd	Rock Hill	SC	\$4,316,991	13,029 SF	\$331	6.60%	15 Yrs	6/1/2021
9	Big Blue Marble Academy	1924 Ga-155	Mcdonough	GA	\$2,820,000	11,255 SF	\$251	7.10%	2002	5/17/2021
10	Big Blue Marble Academy	29669 Renaissance Blvd	Daphne	AL	\$3,173,485	13,600 SF	\$233	7.00%	14 Yrs	1/19/2021
11	Big Blue Marble Day	10492 Dallas Acworth	Acworth	GA	\$2,285,000	7,868 SF	\$290	6.80%	2000	6/4/2021
12	Bright Ideas Enrich	1950 Berryhill Rd	Cordova	TN	\$1,534,000	7,500 SF	\$205	8.00%	1982	7/28/2020
13	Building 11 - Little	7710 N FM 620	Austin	TX	\$6,500,000	8,765 SF	\$742	6.80%	2020	10/13/2020
14	Cadence Academy	7140 Nolensville Rd	Nolensville	TN	\$4,175,000	10,500 SF	\$398	6.50%	2016	12/20/2020
15	Care A Lot Childcare	1771 SE Minter Bridge	Hillsboro	OR	1227828 Porfolio	6,016 SF	\$204	8.20%	1984	4/27/2020
16	Childcare Network	105 Old Mill Rd	Lagrange	GA	Undisclosed	10,366 SF	-	6.00%	2016	3/16/2021
17	Childcare Network	724 E Robinson Ave	Grovetown	GA	\$2,170,000	8,970 SF	\$242	6.00%	2016	3/16/2021
18	Children of America	W3117 Springfield Dr	Appleton	WI	\$1,900,000	10,000 SF	\$190	7.90%	2009	8/9/2021
19	Children of America	19814 S Kedzie Ave	Flossmoor	IL	\$2,400,000	11,334 SF	\$212	9.10%	2009	4/23/2021
20	Children of America	741 Prairie Pointe Dr	Yorkville	IL	\$2,400,000	10,000 SF	\$240	9.10%	2009	4/23/2021
21	Dedham Health & Athletic	200 Providence Hwy	Westwood	MA	\$3,025,000	9,336 SF	\$324	7.50%	1999	11/13/2020
22	Early Childhood Cen	4108-4110 W Northern	Phoenix	AZ	\$2,500,000	7,465 SF	\$335	-	1989	4/30/2021
23	Everbrook Academy	2925 Providence Rd	Waxhaw	NC	\$5,884,637	12,870 SF	\$457	6.75%	14 Yrs	6/23/2021
24	Everbrook Academy	1339 Gold Hill Rd	Fort Mill	SC	\$5,477,190	12,870 SF	\$426	6.80%	2020	3/30/2021
25	Everbrook Academy	11370 Common Oaks	Raleigh	NC	\$5,100,000	11,727 SF	\$435	6.80%	2020	3/24/2021
26	Everbrook Academy	57156 10 Mile Rd	South Lyon	MI	\$5,270,000	12,870 SF	\$409	6.90%	2021	6/3/2021
27	Goddard	Bossy Boots Dr	Allen	TX	Undisclosed	9,839 SF	-	6.90%	2021	6/13/2021
28	Goddard	1640 W Oak St	Zionsville	IN	\$2,340,000	8,000 SF	\$293	8.60%	2001	5/5/2021
29	Guidepost Montessori	22 Kristin Dr	Schaumburg	IL	\$5,955,000	21,269 SF	\$280	6.65%	20 Yrs	Pending
30	Guidepost Montessori	6800 Bountiful Grove Dr	McKinney	TX	\$7,311,500	12,423 SF	\$589	6.90%	2008	3/24/2021
31	Guidepost Montessori	21418 Kingsland Blvd	Katy	TX	\$5,844,000	11,077 SF	\$528	7.10%	2010	1/26/2021
32	Jennie Lane River Academy	7655 Jennie Ln	Boise	ID	\$3,650,000	10,060 SF	\$363	6.58%	7 Yrs	6/11/2021
33	Kid City USA	204 S Central Ave	Apopka	FL	\$1,077,800	8,426 SF	\$128	7.00%	1945	3/16/2021
34	Kiddie Academy	13909 Mandolin Dr	Houston	TX	\$4,892,000	10,500 SF	\$466	6.60%	2021	8/17/2021
35	Kiddie Academy	1504 W Exchange Pky	Allen	TX	\$5,750,000	12,546 SF	\$458	6.80%	2018	5/14/2021
36	Kiddie Academy	2201 Main St	Batavia	IL	\$2,950,000	9,760 SF	\$302	7.80%	2004	9/25/2020
37	Kiddie Academy	3188 Legacy Dr	Frisco	TX	\$5,000,000	9,941 SF	\$503	6.30%	2016	4/2/2020
38	Kiddie Academy	475 E Town Center Blvd	Orlando	FL	\$4,752,000	11,000 SF	\$432	6.30%	2019	2/10/2020
39	Kiddie Academy	188 Woods Dr	Mechanicsburg	PA	\$3,750,000	10,320 SF	\$363	7.20%	2011	-
40	Kiddie Academy	1345 N Grand Ave	Santa Ana	CA	\$6,555,000	6,800 SF	\$964	5.00%	2019	8/18/2021
41	Kiddie Academy	1162 Auburn Rd	Dacula	GA	\$2,520,000	9,966 SF	\$253	-	1999	1/7/2021

*All Comps are of schools that are 6000SF+

NATIONAL DAY CARE COMPS



#	TENANT	ADDRESS	CITY	STATE	SALES PRICE	BUILDING SF	PSF	CAP RATE	YEAR BUILT	SALES DATE
42	Kiddie Academy	3215 Conway Rd	Orlando	FL	\$3,680,000	10,400 SF	\$354	6.50%	2019	6/30/2020
43	Kiddie Academy	810 Passaic Ave	West Caldwell	NJ	\$3,700,000	11,500 SF	\$322	6.40%	2014	3/17/2020
44	Kids 'R' Kids Learning	17317 Bellaire Blvd	Richmond	TX	Undisclosed	14,807 SF	-	-	2017	1/31/2020
45	Kids Incorporated Learning	18425 NW Walker Rd	Beaverton	OR	1224563 Portfolio	6,000 SF	\$204	8.20%	1984	4/27/2020
46	Kids Incorporated Learning	840 NE 181st Ave	Portland	OR	1137609 Portfolio	6,000 SF	\$190	8.20%	1985	4/27/2020
47	Kindercare	55 Catalina Isle D	Merritt Island	FL	\$1,870,000	7,901 SF	\$237	5.75%	N/A	05/17/2021
48	Kindercare	55 Catalina Isle Dr	Merritt Island	FL	\$1,873,500	7,901 SF	\$237	5.80%	1985	9/23/2021
49	Kindercare	14080 Northdale Blvd	Rogers	MN	\$3,352,941	9,300 SF	\$361	6.80%	2007	9/7/2021
50	Kindercare	7395 Church Ranch	Westminster	CO	\$3,400,000	10,334 SF	\$329	7.00%	1996	8/31/2021
51	Kindercare	290 Knollwood Dr	Bloomington	IL	\$1,455,000	6,175 SF	\$236	-	1983	8/20/2021
52	Kindercare	7901 Oakmont Blvd	Fort Worth	TX	\$2,500,000	10,350 SF	\$242	-	2000	8/4/2021
53	Kindercare	903 Greatwood Glen Dr	Sugar Land	TX	\$2,343,000	7,190 SF	\$326	6.80%	1994	7/15/2021
54	Kindercare	5757 Shannon Heights	Dublin	OH	Undisclosed	6,254 SF	-	6.30%	1988	7/9/2021
55	Kindercare	2240 E Parham Rd	Richmond	VA	\$2,220,000	6,260 SF	\$355	6.20%	1989	6/29/2021
56	Kindercare	1655 Hidden Valley Pky	Corona	CA	\$4,025,000	9,525 SF	\$423	5.50%	2003	6/17/2021
57	Kindercare	300 Alafaya Woods Blvd	Oviedo	FL	\$2,085,400	6,260 SF	\$333	6.00%	1989	6/11/2021
58	Kindercare	651 E Centennial Pky	North Las Vegas	NV	\$6,625,000	13,569 SF	\$488	6.50%	2020	6/8/2021
59	Kindercare	3540 Saint Rose Pky	Henderson	NV	\$6,926,667	13,425 SF	\$516	6.40%	2019	5/17/2021
60	Kindercare		Henderson	FL	\$6,930,000	13,425 SF	\$516	6.35%	15 Yrs	5/17/2021
61	Kindercare	2120 W Liddell Rd	Duluth	GA	\$1,600,000	6,260 SF	\$256	7.20%	1987	4/26/2021
62	Kindercare	420 Natoma Station Dr	Folsom	CA	\$4,574,000	9,680 SF	\$473	5.50%	2002	4/26/2021
63	Kindercare	3050 International Pky	Mary	FL	\$2,500,000	13,500 SF	\$185	9.80%	2005	3/29/2021
64	Kindercare	1590 Dunn Rd	Raleigh	NC	\$5,330,000	12,855 SF	\$415	-	2008	3/29/2021
65	Kindercare	3270 E Bay Dr	Largo	FL	\$2,111,969	8,449 SF	\$250	7.00%	1977	12/18/2020
66	Kindercare	18000 Sioux Ln	Gaithersburg	MD	\$2,577,777	6,580 SF	\$392	6.80%	1994	12/10/2020
67	Kindercare	107 McCaslin Blvd	Louisville	CO	\$3,230,000	10,500 SF	\$308	6.27%	8 Yrs	12/8/2020
68	Kindercare	1625 E Farwell Rd	Spokane	WA	Undisclosed	9,897 SF	-	5.80%	2000	11/4/2020
69	Kindercare	18727 Carmenita Rd	Cerritos	CA	\$3,105,500	10,305 SF	\$301	5.30%	1978	10/15/2020
70	Kindercare	14449 W 63rd Pl	Arvada	CO	\$4,150,000	10,934 SF	\$380	6.20%	1999	8/20/2020
71	Kindercare	6000 W Grant Ranch	Littleton	CO	\$2,150,000	10,400 SF	\$207	-	1999	6/30/2020
72	Kindercare	520 N 152nd Ave Cir	Omaha	NE	\$5,825,000	13,355 SF	\$436	6.80%	2017	1/15/2020
73	La Petite Academy	1551 W Warm Springs	Henderson	NV	\$2,421,367	8,000 SF	\$303	6.00%	1996	-
74	La Petite Academy	21650 SW 98th Ave	Miami	FL	\$1,971,428	9,530 SF	\$207	7.60%	1989	7/2/2021
75	Learning City Academy	9897 W Oakland Park	Sunrise	FL	\$3,617,000	10,127 SF	\$357	7.00%	1986	6/15/2021
76	Little Sprouts	49 Abington St	Hingham	MA	\$4,000,000	10,000 SF	\$400	7.30%	2020	-
77	Little Sunshine Academies	12070 Etris Rd	Irvine	GA	\$6,285,714	9,800 SF	\$641	7.00%	15 Yrs	2/12/2021
78	Little Sunshine Academies	17690 Edison Ave	Roswell	MO	\$6,215,000	9,726 SF	\$639	7.10%	2020	2/26/2021
79	Merryhill Preschool	2160 Snow Trail	Chesterfield	NV	\$5,190,000	11,843 SF	\$438	6.04%	15 Yrs	1/19/2021
80	Merryhill Preschool	8502 Park Meadows Dr	Las Vegas	CO	\$4,200,000	11,090 SF	\$379	7.40%	2006	9/10/2020
81	Merryhill Preschool	10250 Trinity Pky	Lone Tree	CA	4300000 Portfolio	12,156 SF	\$354	-	2009	8/24/2020
82	New Horizon Academy	8650 NW 62nd Ave	Stockton	IA	\$4,050,000	12,500 SF	\$324	-	2018	2/11/2021

NATIONAL DAY CARE COMPS



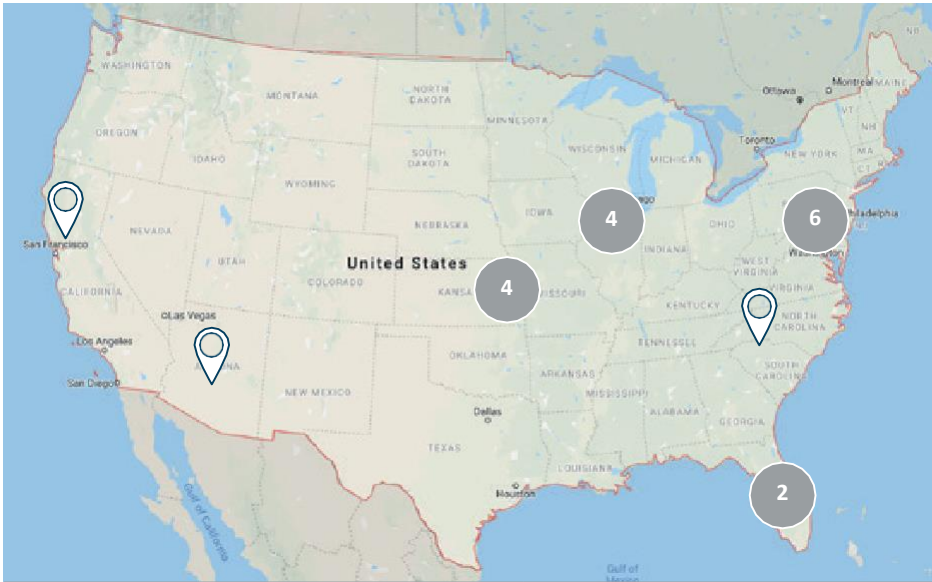
#	TENANT	ADDRESS	CITY	STATE	SALES PRICE	BUILDING SF	PSF	CAP RATE	YEAR BUILT	SALES DATE
83	Ontelaunee Kinder	35 Wingco Ln	Johnston	PA	\$1,240,000	7,780 SF	\$159	7.70%	1996	10/26/2020
84	Piedmont Plaza	2334-2344 E Semoran	Bixby	FL	\$3,250,000	8,000 SF	\$406	6.30%	2017	7/14/2021
85	Prestige Preschool	16427 Sierra Lakes	Reading	CA	\$6,347,000	10,800 SF	\$588	-	2019	9/28/2021
86	Prestige Preschool	5668 N Beeler St	Apopka	CO	\$6,555,000	11,083 SF	\$591	6.40%	2019	5/21/2020
87	Primrose School	3125 Eagle Ranch Blvd	Fontana	TX	\$4,732,394	10,161 SF	\$466	7.10%	2005	5/28/2021
88	Primrose School	6540 Trading Sq	Denver	VA	\$5,700,000	12,028 SF	\$474	7.50%	19 Yrs	3/18/2021
89	Sommerville Office	14330 Sommerville Ct	Fort Worth	VA	\$2,177,300	6,420 SF	\$339	6.70%	2004	4/14/2021
90	Spectrum Montessori	5725 Trabuco Rd	Haymarket	CA	\$9,950,000	10,200 SF	\$975	4.80%	2015	-
91	Stone Ridge Montessori	25075 White Sands Dr	Midlothian	VA	\$3,350,000	7,984 SF	\$420	7.00%	11 Yrs	11/24/2020
92	Sunrise Preschool	808 E Minton Dr	Chantilly	AZ	\$2,350,000	6,615 SF	\$355	6.40%	2002	4/15/2021
93	Sunrise Preschool	102 N Lindsay Rd	Tempe	AZ	\$3,800,000	8,775 SF	\$433	6.80%	2005	4/12/2021
94	Sunrise Preschool	1365 S Gilbert Rd	Mesa	AZ	\$3,350,000	12,485 SF	\$268	6.90%	1986	3/31/2021
95	Sunrise Preschool	5801 W Mohawk Ln	Mesa	AZ	\$2,550,000	8,500 SF	\$300	6.60%	1999	11/16/2020
96	The Learning Experience	4020 Lee Vance Dr	Glendale	CO	\$4,750,000	10,144 SF	\$468	6.89%	15 Yrs	Pending
97	The Learning Experience	12606 S Memorial Dr	Colorado Springs	OK	\$5,180,000	9,840 SF	\$526	6.85%	N/A	9/3/2021
98	The Learning Experience	4501 Ridge Rd	McKinney	TX	\$5,140,000	10,000 SF	\$514	6.50%	15 Yrs	8/9/2021
99	The Learning Experience	91 Templeton Dr	Oswego	IL	\$4,175,000	10,000 SF	\$418	7.40%	2019	7/13/2021
100	The Learning Experience	1201 Shadow Green	Franklin	TN	\$5,170,000	10,000 SF	\$517	6.90%	2021	6/16/2021
101	The Learning Experience	120 Swanson Branch	Franklin	TN	\$5,170,000	10,000 SF	\$517	6.86%	15 Yrs	6/16/2021
102	The Learning Experience	1838 Fm 359 Rd	Richmond	TX	Undisclosed	10,000 SF	-	7.30%	2020	4/22/2021
103	The Learning Experience	4831 Lone Tree Way	Antioch	CA	\$4,850,000	10,000 SF	\$485	6.28%	12 Yrs	4/15/2021
104	The Learning Experience	6150 Commerce Blvd	Rohnert Park	CA	\$5,140,000	10,000 SF	\$514	6.23%	13 Yrs	3/12/2021
105	The Learning Experience	3111 E Pecos Rd	Gilbert	AZ	\$4,150,000	10,000 SF	\$415	7.10%	15 Yrs	12/29/2020
106	The Learning Experience	17997 Shaw Rd	Cypress	TX	\$3,600,000	10,238 SF	\$352	7.00%	2019	6/30/2020
107	The Learning Experience	26120 Town Center D	Novi	MI	Undisclosed	10,000 SF	-	-	2019	3/21/2020
108	The Learning Experience	5660 New King St	Troy	MI	\$3,680,000	11,016 SF	\$334	8.80%	2007	10/20/2021
109	The Learning Experience	401 W Rendon Crowley	Fort Worth	TX	Undisclosed	10,000 SF	-	7.00%	2020	10/18/2021
110	The Learning Experience	10 Sedona Cir	South Windsor	CT	5231391 Portfolio	10,000 SF	\$523	7.10%	2021	9/17/2021
111	The Learning Experience	395 Willard Ave	Newington	CT	4697687 Portfolio	10,000 SF	\$470	7.10%	2020	9/17/2021
112	The Learning Experience	1600 Route 72 W	Manahawkin	NJ	\$3,175,000	9,009 SF	\$352	7.70%	2010	7/30/2021
113	The Learning Experience	25211 Center Ridge Rd	Westlake	OH	\$4,610,000	10,000 SF	\$461	7.00%	2021	Pending
114	The Learning Experience	171 S Mclean Blvd	South Elgin	IL	\$4,150,000	10,000 SF	\$415	6.80%	2017	7/13/2021
115	The Peanut Gallery	3902 Underwood Rd	La Porte	TX	\$925,000	9,516 SF	\$97	10.10%	1988	10/6/2020
116	Tutor Time	2914 S Canton Center	Canton	MI	\$2,195,000	11,200 SF	\$196	7.00%	2001	9/10/2021
117	Tutor Time	2914 S Canton Center	Canton	MI	\$2,195,000	11,200 SF	\$196	7.00%	2001	9/10/2021
118	Tutor Time	122 Balmy Ln	Mooreville	NC	\$3,325,000	10,160 SF	\$327	8.50%	2002	3/17/2021
119	Tutor Time	6020 Hamner Ave	Eastvale	CA	\$5,350,000	11,300 SF	\$473	6.20%	2005	5/15/2020
120	Upward Bound Montessori	101 Fannin Ave	Round Rock	TX	Undisclosed	7,496 SF	-	-	2015	2/21/2020
121	Wonder Academy	3309 Faith Church Rd	Lake Park	NC	\$3,700,000	11,256 SF	\$329	7.30%	2008	5/21/2021
122	Xplor Preschool	8350 Parkwood Hill Blvd	Fort Worth	TX	\$4,750,000	13,586 SF	\$350	7.08%	13 Yrs	12/30/2020
123	Yellow Brick Road	10401 E Bren Rd	Hopkins	MN	\$2,831,000	13,552 SF	\$209	7.20%	1977	10/23/2020

NATIONAL TENANT AVERAGES



THE LEARNING EXPERIENCE

SOLD LISTINGS



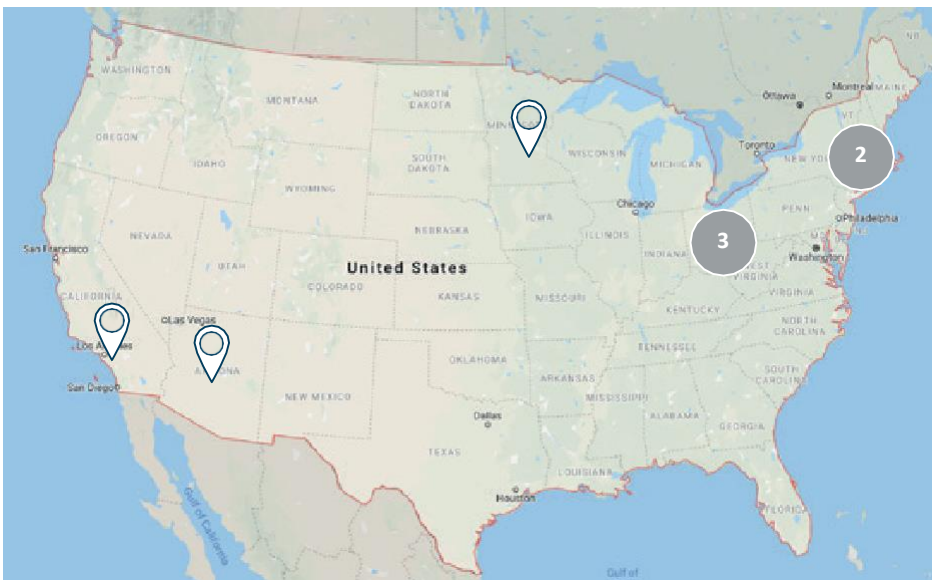
HISTORICAL DATA

NUMBER OF PROPERTIES	19
HIGHEST PRICE	\$5,180,000
LOWEST PRICE	\$3,175,000
AVERAGE CAP RATE	7.0%



KINDERCARE

SOLD LISTINGS



HISTORICAL DATA

NUMBER OF PROPERTIES	26
HIGHEST PRICE	\$6,930,000
LOWEST PRICE	\$1,455,000
AVERAGE CAP RATE	6.5%



NATIONAL TENANT AVERAGES



KIDDIE ACADEMY

SOLD LISTINGS



HISTORICAL DATA

NUMBER OF PROPERTIES	10
HIGHEST PRICE	\$6,555,000
LOWEST PRICE	\$2,520,000
AVERAGE CAP RATE	6.5%



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. Over the past 3 decades, we owned and operated 2 schools for 18 years, and developed and leased countless others. 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 can effectively represent you through local Brokers in any market. We have completed Child Care transactions in 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 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 helped buyers and sellers negotiate the 1031 Tax Exchange process by finding like properties either in child care or otherwise and can best help you. We have connections to off-market child care properties that would be perfect for acquisition.

RENEGOTIATE YOUR CHILD CARE LEASE

We've developed a deep understanding of the child care space through personally developing, operating and representing countless preschools. We are able to negotiate with your Tenant on the same playing field by understanding their needs and what is a bluff. We have negotiated with Tutor Time, Kindercare, The Learning Experience, and many other national chains as well.

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

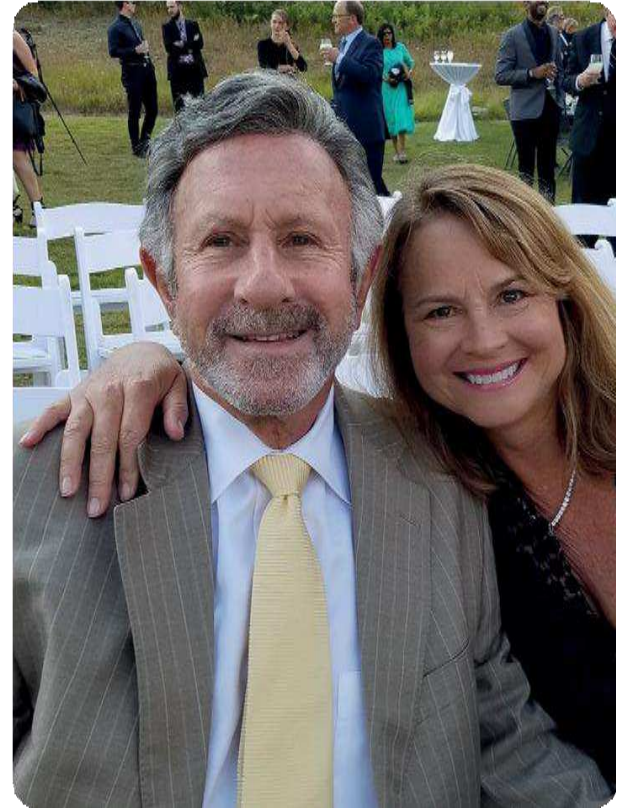
Alan Stahl has worked in the investment world for more than 50 years. He started his career running one of the most successful municipal and government bond firms over the course of 30 years, after which, in 1992, he founded Future In-Site Realty Associates, Inc. This company became a cornerstone for developing more than 40 preschools, as well as nearly 2,500 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 for 18 years. He has worked to develop, buy, sell, lease and renegotiate more than 40 child care facilities 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 enrollment of 350 students per year. Her intimate knowledge of the inner workings of a school, from the financials to payroll, allows our team to better analyze a prospective child care center better than others.

Her insider knowledge helps our team gauge the health of properties and child care centers. This is invaluable when renegotiating leases with current tenants by giving you the advantage of knowing what another tenant will pay. Likewise, knowing the health of a business is at the very cornerstone of purchasing.



SOME PAST TRANSACTIONS



PRESCHOOL TESTIMONIALS



"It has been a pleasure working with 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
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 one of 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 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



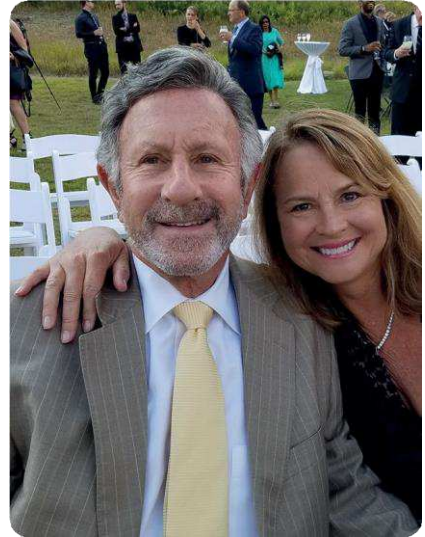
ALAN STAHL

MANAGING BROKER
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](mailto:ALAN@FUTUREINSITEREALTY.COM) or phone. We are happy to give you a Broker Pricing Opinion on your property or a general consultation call.