



# THE LEARNING EXPERIENCE

10698 Fairgrounds Drive - Fairfax, VA 22030



# EXCLUSIVELY MARKETED BY



**SETH KREPISTMAN**

TX #744270  
512.543.7437 | DIRECT  
skrepistman@SIGnnn.com



**MAX FREEDMAN**

TX #644481  
512.766.2711 | DIRECT  
max@SIGnnn.com



**ELAN SIEDER**

TX #678407  
512.649.5185 | DIRECT  
elan@SIGnnn.com



**TOM GORMAN**

VA #0225269275  
610.550.8884 | DIRECT  
tom@SIGnnn.com

---

In Cooperation With Sands Investment Group, Inc - Lic. #  
BoR: Tom Gorman - Lic. VA #0225269275

# TABLE OF CONTENTS

## 1 INVESTMENT OVERVIEW

- 5 Executive Summary
- 6 Investment Highlights

## 2 LEASE ABSTRACT

- 8 Lease Summary

## 3 PROPERTY INFORMATION

- 10 Location Map
- 11 Property Images
- 12 Aerial Map
- 13 Aerial Map
- 14 Demographics Map & Report

## 4 AREA OVERVIEW

- 16 City Overview

## 5 TENANT OVERVIEW

- 18 Tenant Profile
- 19 Capital Markets
- 20 Confidentiality Agreement

### CONFIDENTIALITY & DISCLAIMER

© 2024 Sands Investment Group (SIG). The information contained in this 'Offering Memorandum', has been obtained from sources believed to be reliable. Sands Investment Group does not doubt its accuracy; however, Sands Investment Group makes no guarantee, representation or warranty about the accuracy contained herein. It is the responsibility of each individual to conduct thorough due diligence on any and all information that is passed on about the property to determine its accuracy and completeness. Any and all projections, market assumptions and cash flow analysis are used to help determine a potential overview on the property, however there is no guarantee or assurance these projections, market assumptions and cash flow analysis are subject to change with property and market conditions. Sands Investment Group encourages all potential interested buyers to seek advice from your tax, financial and legal advisors before making any real estate purchase and transaction.





SECTION 1

# INVESTMENT OVERVIEW



# EXECUTIVE SUMMARY

## PROPERTY OVERVIEW

Sands Investment Group is Pleased to Exclusively Offer For Sale the 10,000 SF The Learning Experience Located at 10698 Fairgrounds Drive in Fairfax, VA. This Deal Includes a Long-Term 20-Year Lease With No Landlord Responsibilities and the Center is Operated By a Multi-Unit Franchisee With Locations in Virginia & Florida, Providing For a Secured Investment.

Sale Price

\$9,000,000

## OFFERING SUMMARY

Cap Rate:	6.56%
NOI:	\$590,000
Price / SF:	\$900.00
Guarantor:	Corporate Burnoff, \$1,500,000 - 7 Years

## BUILDING INFORMATION

Street Address:	10698 Fairgrounds Dr
City, State, Zip:	Fairfax, VA 22030
County:	Fairfax
Building Size:	10,000 SF
Year Built:	2024





# INVESTMENT HIGHLIGHTS



Actual Property Image



Actual Property Image

## PROPERTY HIGHLIGHTS

- Center is Operated By a Multi-Unit Franchisee With Locations in Virginia & Florida
- TLE Started in 1980 With 1 Center and Has Since Grown to 450+ Locations That Are Open or Under Development; They Are One of the Fastest-Growing Names in the Early Education Sector
- Fairfax is a Suburb West of Washington DC and is One of the Wealthiest Areas in the United States
- Long-Term 20-Year Lease With No Landlord Responsibilities
- Located Off Interstate 66, This Center is a 20-Mile Drive From Both Ronald Reagan Washington International Airport (DCA) and Dulles International Airport (IAD)
- Average Household Income of \$197,559 and a Population of 109,431 Residents Within 3-Miles
- 10+ Elementary Schools Within a 5-Mile Radius
- Established Retailers Nearby Include: Costco, Walmart Supercenter, Safeway, Lowe's, Home Depot, Petco, Panera Bread, Starbucks, CAVA, Chuy's, Red Lobster and More
- Since 2017, Fairfax County Public Schools Has Added 1.5 Million Square Feet of Educational Facility Space; Projections Indicate Total Enrollment Will Increase to 189,278 Students By School Year 2023-2024

## ADDITIONAL HIGHLIGHTS

[Click Here For More Information About Fairfax County Public Schools](#)





SECTION 2

# LEASE ABSTRACT



# LEASE SUMMARY



Actual Property Image

## LEASE ABSTRACT

Tenant:	The Learning Experience
Premises:	10,000 SF
Base Rent:	\$590,000
Rent Per SF:	\$59.00
Lease Commencement:	09/15/2024
Lease Expiration:	09/30/2044
Lease Term:	20 Years
Renewal Options:	2 x 5 Year Options
Rent Increases:	12% Every 5 Years
Lease Type:	Absolute Triple Net (NNN)
Use:	Education
Property Taxes:	Tenant's Responsibility
Insurance:	Tenant's Responsibility
Common Area:	Tenant's Responsibility
Roof & Structure:	Tenant's Responsibility
Repairs & Maintenance:	Tenant's Responsibility
HVAC:	Tenant's Responsibility
Utilities:	Tenant's Responsibility
Right Of First Refusal:	No
Guarantor:	Corporate Burnoff, \$1,500,000 - 7 Years





SECTION 3

# PROPERTY INFORMATION







# PROPERTY IMAGES



Actual Property Image



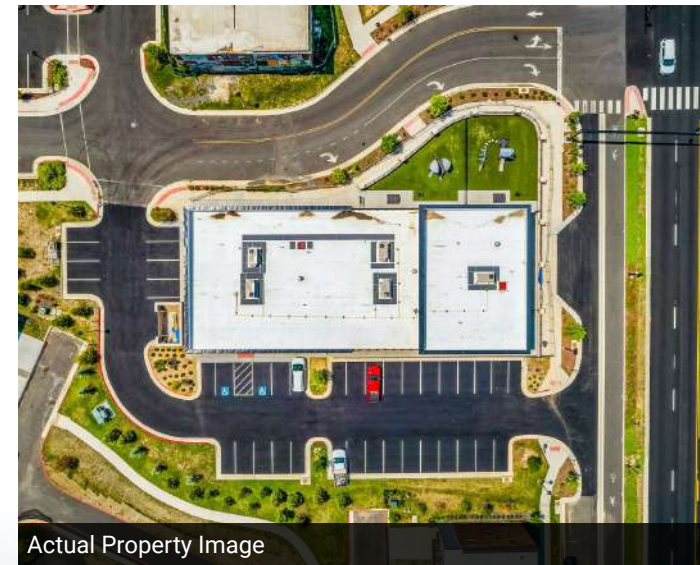
Actual Property Image



Actual Property Image



Actual Property Image



Actual Property Image







# AERIAL MAP





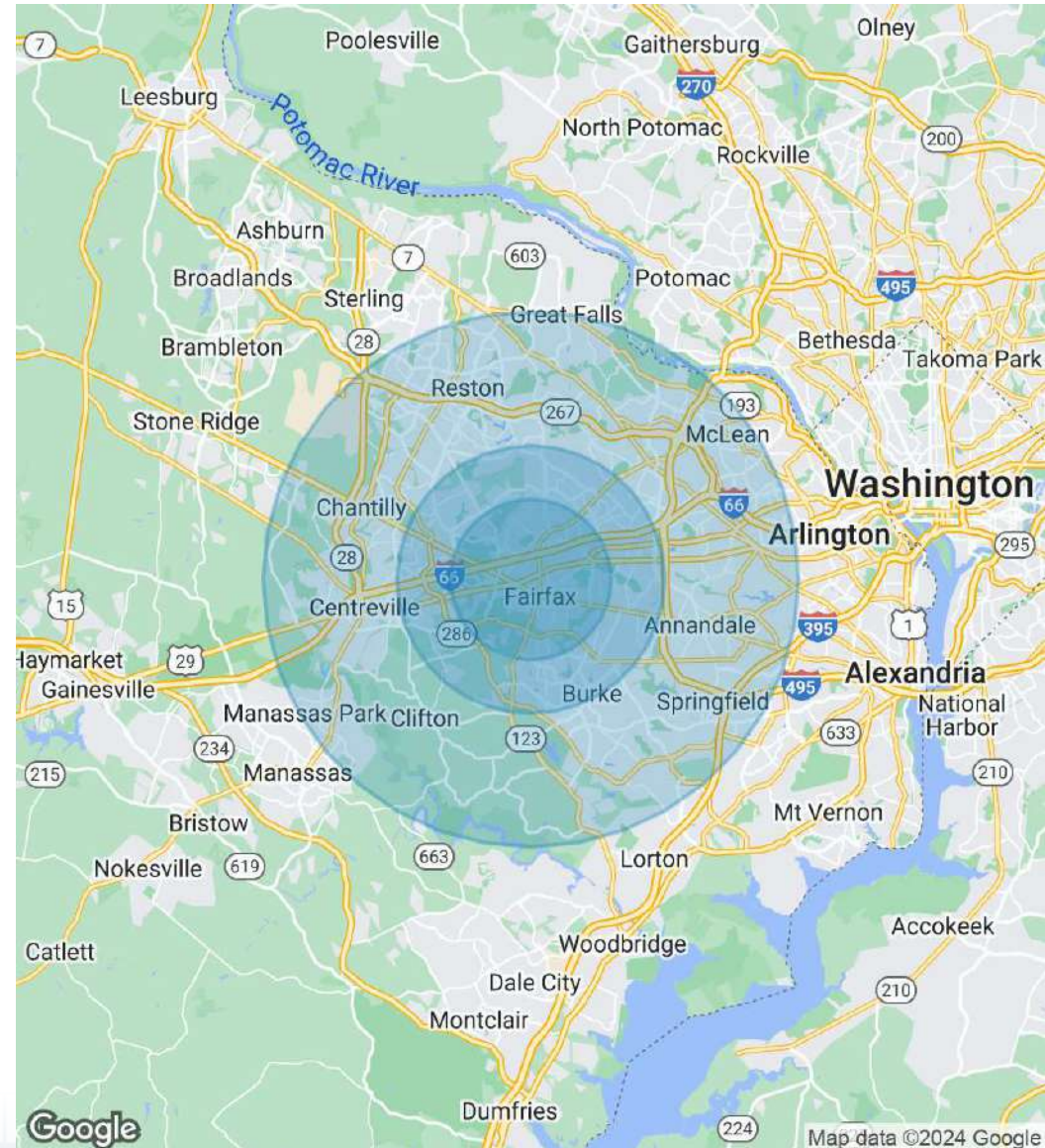
# DEMOGRAPHICS MAP & REPORT

POPULATION	3 MILES	5 MILES	10 MILES
Total Population	109,431	271,536	1,134,973
Average Age	39	40	39
Average Age (Male)	38	39	39
Average Age (Female)	40	41	40

HOUSEHOLDS & INCOME	3 MILES	5 MILES	10 MILES
Total Households	40,035	95,470	406,365
# of Persons per HH	2.9	2.8	2.8
Average HH Income	\$197,559	\$213,986	\$203,394
Average House Value	\$828,685	\$837,148	\$815,730

## TRAFFIC COUNTS

Fairfax Blvd	43,000 VPD
Chain Bridge Rd	39,770 VPD
I-66	186,874 VPD
US Rte 50	105,240 VPD





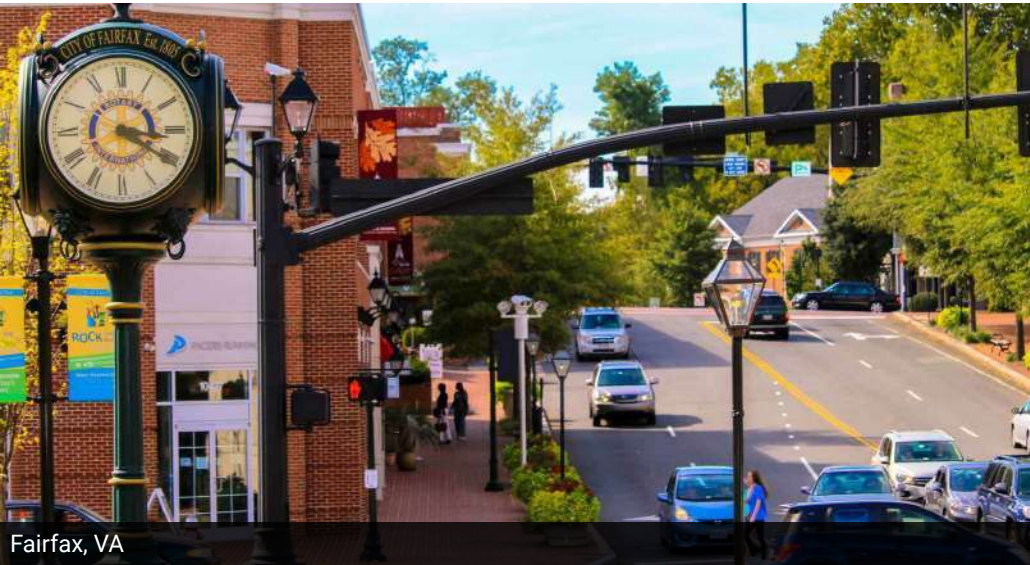


SECTION 4

# AREA OVERVIEW



# CITY OVERVIEW



Fairfax, VA



George Mason University

## FAIRFAX, VA

The City of Fairfax is an independent city just 15 miles west of Washington D.C.; the city lies in the heart of Northern Virginia. Bounded by Interstate 6 to the north and less than five miles west of the Capital Beltway, the city is at the crossroads of the area's major north/south and east/west highways. Employees and business owners appreciate its central location, ease of access and adjacency to major thoroughfares, and its proximity to major regional employers in the health, education, government, and legal sectors. Fairfax has a 2023 population of 24,573.

With 4.4 million square feet of office space, Fairfax remains one of Northern Virginia's employment hubs. Centrally located in one of the top growing regions and next door to the most diverse and innovation institution in Virginia, George Mason University, it is the right environment for businesses. Fairfax is a prime location for commercial real estate development initiatives with demand for new office space in the City and the other central Fairfax markets on the rise. Several strategic initiatives are being implemented to encourage office, retail, and restaurant development and further economic growth. The city has long been a hub for economic activity and has traditionally boasted a larger proportional share of the region's office and retail activity. Major employers in the city include: City of Fairfax, Mobil Holdings, Siemens, Intel, Booz Allen Hamilton, Capital One, and Freddie Mac among the top.

For those interested in the historical and cultural background of the city, a visit to Fairfax City Regional Library and Fairfax Museum & Visitor Center may prove fruitful. The city's industrial park areas, city halls, courthouses, and fire stations are also worth visiting. In addition, the beautiful Daniels Run is a popular tourist haunt. The numerous shopping centers provide a host of entertainment opportunities for visitors. The city also hosts annual festivals including Celebrate Fairfax, Chocolate Lovers Festival, and Fall for Fairfax. Fairfax and nearby Attractions are Fairfax City Regional Library, Fairfax Museum & Visitor Center, Saint Leos Catholic Church, Daniels Run, Kamp Washington Shopping Center and Algonkian Regional Park. Fairfax hosts a variety of cultural events, such as the annual Fairfax Civil War Day and the Independence Day Parade.





SECTION 5

# TENANT OVERVIEW



# TENANT PROFILE



## TENANT OVERVIEW

Company:	Private
Founded:	1980
Locations:	450+
Headquarters:	Deerfield Beach, FL
Website:	<a href="http://thelearningexperience.com">thelearningexperience.com</a>

## THE LEARNING EXPERIENCE

For more than 30 years, the founders of The Learning Experience®, the Weissman family, have been positively impacting the lives of children by developing and implementing ground-breaking care and early education programs throughout the country. Starting in 1980 with a single location in Boca Raton, Florida the unique and proprietary programs that the Weissman's developed quickly caught on and the expansion soon followed. The foundation of The Learning Experience® was built on three key educational and care principles: cognitive, physical, and social; or as they say at TLE®, "learn, play, and grow!" The company is an industry leader and one of the nation's fastest growing early education and child care franchises, with a proven track record of success for both the students and the franchisees. More than 95% of their pre-school graduates read before kindergarten, and more than 70% of their franchisees buy additional units or refer new franchisees to the company. The Weissman family started TLE® in 1980 with one location in Boca Raton, FL. More than 450 locations have opened since, each built on the same effective early childhood programs the Weissman's developed, the company is America's fastest growing childcare franchise that is recognized as a leader in the early education industry.



# GET FINANCING

The Capital Markets team at Sands Investment Group comprises experienced debt professionals who specialize in securing financing for commercial real estate assets. We collaborate closely with borrowers and their teams to smoothly navigate from the initial deal discussion to the closing table, freeing up valuable resources for all stakeholders involved. Our reliability, focus, and consistent execution showcase our expertise in the capital markets landscape.

## Contact SIG's Capital Markets Team Today



### **Miguel Jauregui**

Managing Director  
Capital Markets  
310.421.0374  
[miguel@SIGnnn.com](mailto:miguel@SIGnnn.com)



### **John Pharr**

Senior Associate  
Capital Markets  
404.369.2036  
[jpharr@SIGnnn.com](mailto:jpharr@SIGnnn.com)



### **Harrison Timberlake**

Associate  
Capital Markets  
404.282.3047  
[htimberlake@SIGnnn.com](mailto:htimberlake@SIGnnn.com)



# CONFIDENTIALITY AGREEMENT

## CONFIDENTIALITY AGREEMENT

The information contained in the following Offering Memorandum is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Sands Investment Group and should not be made available to any other person or entity without the written consent of Sands Investment Group.

This Offering Memorandum 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, 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 Offering Memorandum has been obtained from sources we believe to be reliable; however, Sands Investment Group has not verified, and will not verify, any of the information contained herein, nor has Sands Investment Group 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.

By receipt of this Memorandum, you agree that this Memorandum and its contents are of confidential nature, that you will hold and treat it in the strictest confidence and that you will not disclose its contents in any manner detrimental to the interest of the Owner. You also agree that by accepting this Memorandum you agree to release Sands Investment Group and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this property.





# THE LEARNING EXPERIENCE

10698 Fairgrounds Drive - Fairfax, VA 22030

Exclusively Marketed by:

Seth Krepistman // TX #744270

512.543.7437 // [skrepistman@SIGnnn.com](mailto:skrepistman@SIGnnn.com)

Max Freedman // TX #644481

512.766.2711 // [max@SIGnnn.com](mailto:max@SIGnnn.com)

Elan Sieder // TX #678407

512.649.5185 // [elan@SIGnnn.com](mailto:elan@SIGnnn.com)

Tom Gorman // VA #0225269275

610.550.8884 // [tom@SIGnnn.com](mailto:tom@SIGnnn.com)