



THE LEARNING EXPERIENCE

10698 Fairgrounds Drive - Fairfax, VA 22030

Representative Image

THE LEARNING EXPERIENCE - FAIRFAX, VA

EXCLUSIVELY MARKETED BY

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Scott Reid & ParaSell, Inc. Works With Prospective Virginia Resident Buyers | SIG Works With Non-Resident Prospective Buyers

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CONFIDENTIALITY & DISCLAIMER

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SECTION 1

INVESTMENT OVERVIEW

EXECUTIVE SUMMARY

PROPERTY OVERVIEW

Sands Investment Group is Pleased to Present Exclusively For Sale the 10,000 SF The Learning Experience Located at 10698 Fairgrounds Drive in Fairfax, VA. This Deal Includes a Long Term Triple Net (NNN) Lease With Zero Landlord Responsibilities, Providing For a Secure Investment.

Sale Price

\$9,166,000

OFFERING SUMMARY

Cap Rate:	6.00%
NOI:	\$550,000
Price / SF:	\$916.60
Tenant:	TLE Corporate School
Guarantor:	Corporate Burnoff, \$1,500,000 - 7 Years

BUILDING INFORMATION

Street Address:	10698 Fairgrounds Drive
City, State, Zip:	Fairfax, VA 22030
County:	Fairfax
Building Size:	10,000 SF
Year Built:	2023



Representative Image



Representative Image

INVESTMENT HIGHLIGHTS



Representative Image



1 EAST ELEVATION
SCALE: 1/8"=1'-0"



2 WEST ELEVATION
SCALE: 1/8"=1'-0"

Property Elevations

PROPERTY HIGHLIGHTS

- Corporately Operated Unit With a Long-Term 20 Year Lease
- TLE Started in 1980 With 1 Center and Has Since Grown to 450+ Locations That Are Open or Under Development; They 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
- Located Off Interstate 66, This Center is a 20-Mile Drive From Both Ronald Reagan Washington International Airport (DCA) and Dulles International Airport (IAD)
- Strong Demographics With an Average Household Income of \$156,514 and a Population of 109,907 Residents Within 3-Miles
- 10+ Elementary Schools Within a 5-Mile Radius Include: Fairfax Villa, Mosaic, Providence, Daniels Run, Oakton, Waples Mill, Eagle View, Olde Creek, Marshall Road and Fairhill
- Established Retailers Nearby Include: Costco, Walmart Supercenter, Safeway, Lowe's, Home Depot, Petco, Panera Bread, Starbucks, CAVA, Chuy's and Red Lobster
- Located Near an 18-Acre Mixed-Use Development in the Heart of Fairfax Offering 266 Residences, 20,000 SF of Commercial/Retail Space, and 24,000 SF of Community/Office Space
- Since 2017, Fairfax County Public Schools Has Adding 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



Representative Image

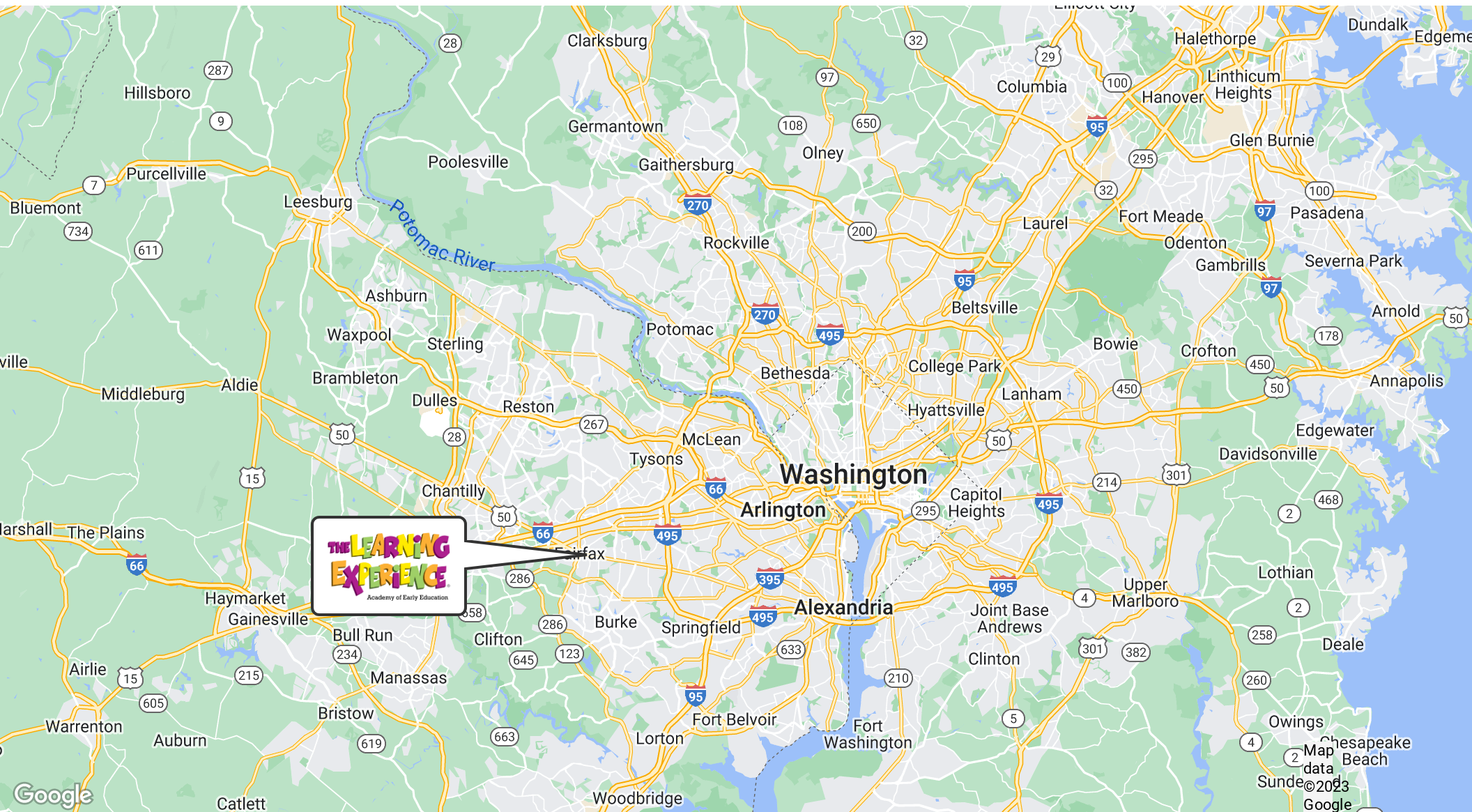
LEASE ABSTRACT	
Tenant:	The Learning Experience Corporate
Premises:	10,000 SF
Base Rent:	\$550,000
Rent Per SF:	\$55.00
Lease Commencement:	January 2024
Lease Expiration:	January 2044
Lease Term:	20 Years
Renewal Options:	2 x 5 Years
Rent Increases:	12% Every 5 Years
Lease Type:	Triple Net (NNN)
Use:	Early 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:	None
Guarantor:	Corporate Burnoff, \$1,500,000 - 7 Years



SECTION 3

PROPERTY INFORMATION

LOCATION MAP



PROPERTY ELEVATIONS



1 EAST ELEVATION
SCALE: 1/8"=1'-0"



2 WEST ELEVATION
SCALE: 1/8"=1'-0"

PROPERTY ELEVATIONS



3 SOUTH ELEVATION
SCALE: 1/8"=1'-0"



4 NORTH ELEVATION
SCALE: 1/8"=1'-0"

BOULEVARD VI - NEARBY DEVELOPMENT



AERIAL MAP

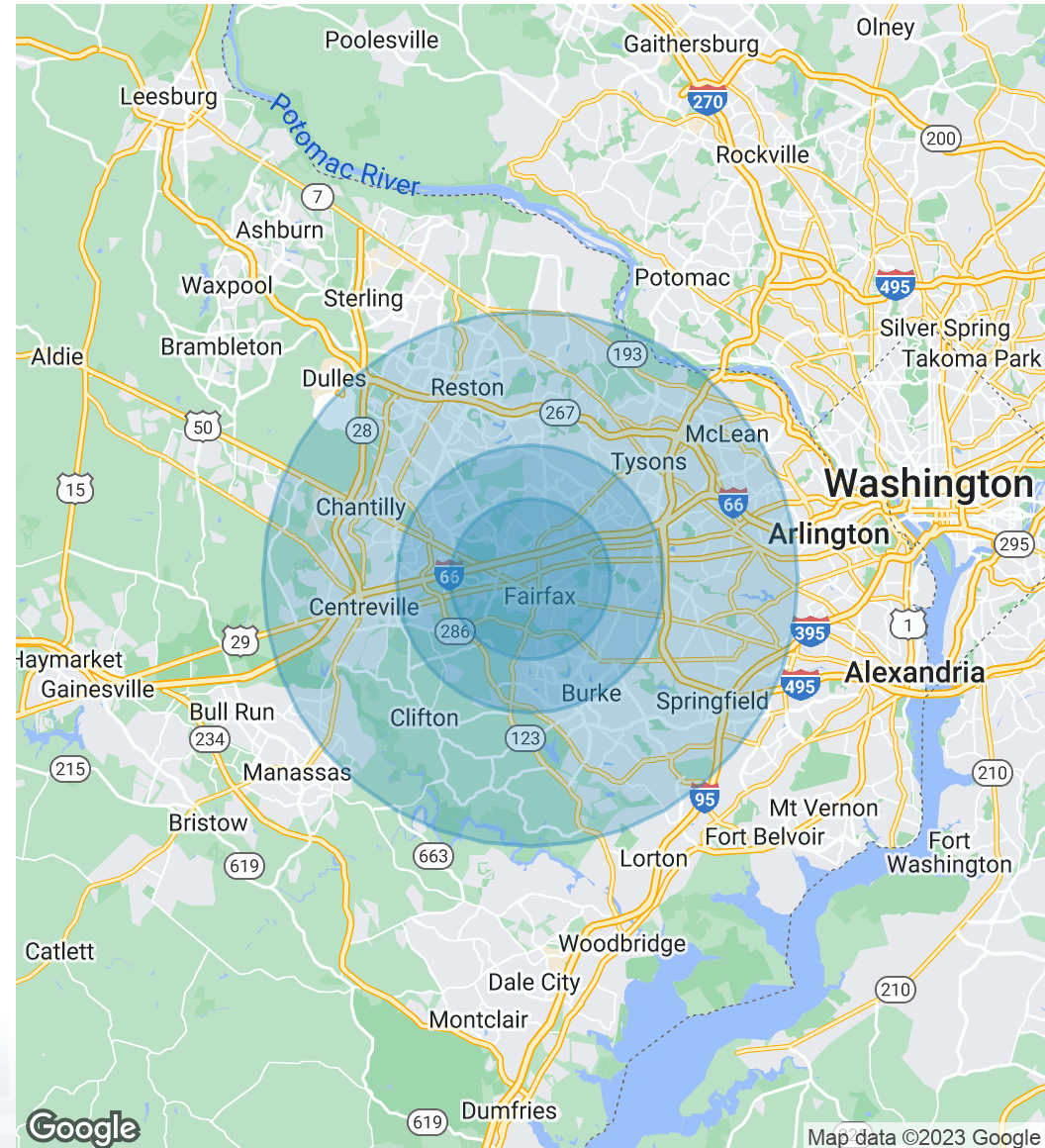


DEMOGRAPHICS MAP & REPORT

POPULATION	3 MILES	5 MILES	10 MILES
Total Population	109,907	266,557	1,007,522
Average Age	36.6	38.9	39.3
Average Age (Male)	36.2	38.2	38.5
Average Age (Female)	37.7	39.8	40.1

HOUSEHOLDS & INCOME	3 MILES	5 MILES	10 MILES
Total Households	40,643	96,447	361,010
# of Persons per HH	2.7	2.8	2.8
Average HH Income	\$156,514	\$167,924	\$161,288
Average House Value	\$655,921	\$678,186	\$639,832

TRAFFIC COUNTS	
Main St	38,000 VPD
Fairfax Blvd	37,144 VPD
Chain Bridge Rd	28,505 VPD

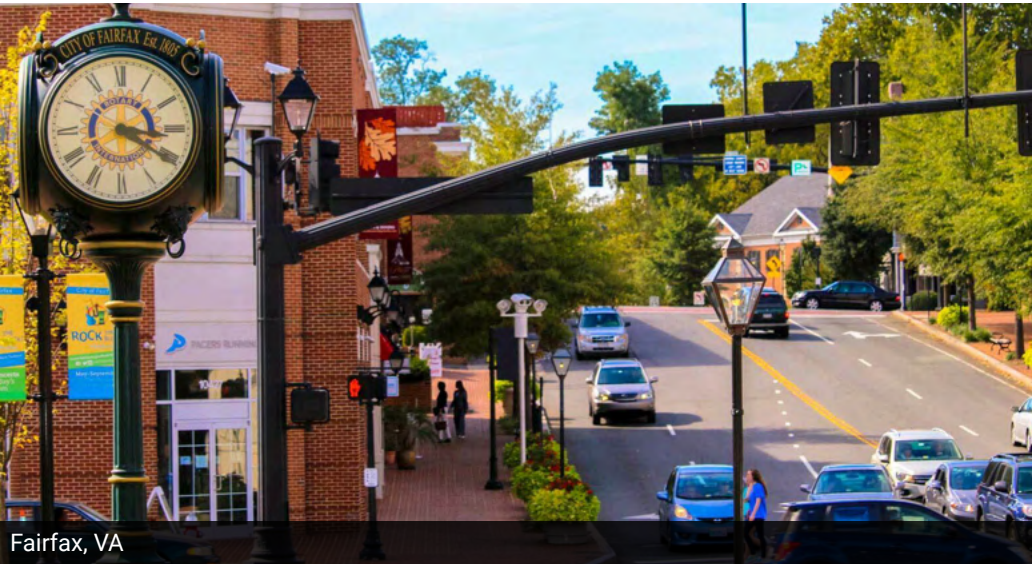




SECTION 4

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.

Perhaps the most important area of all, the city is rightfully proud of its support for the educational opportunities afforded its children. Fairfax High School has received U.S. News and World Report's Gold Award, its highest recognition, for placing in the top 250 out of more than 22,000 schools nationally.



SECTION 5

TENANT OVERVIEW

TENANT PROFILE



TENANT OVERVIEW

Company:	Private
Founded:	1980
Locations:	275+
Headquarters:	Deerfield Beach, FL
Website:	thelearningexperience.com

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.

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 (SIG) and ParaSell and should not be made available to any other person or entity without the written consent of SIG and ParaSell.

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, SIG and ParaSell have not verified, and will not verify, any of the information contained herein, nor have SIG and ParaSell 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 SIG and ParaSell and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this property.



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VIRGINIA ASSOCIATION OF REALTORS REQUIRED DISCLOSURE OF BROKERAGE RELATIONSHIP

Real estate licensees in Virginia who have entered into brokerage relationship are required by law to make prompt written disclosures of those brokerage relationship to those they work with, but do not represent in the real estate transaction. Licensees must also make written disclosures and obtain timely written consents from their clients in order to enter into certain brokerage relationships. This disclosure form is provided to you to satisfy these requirements and to assure that you understand the nature of the brokerage relationships in which the licensee presenting this disclosure is involved. Regardless of whose interests a licensee represents, all licensees who are REALTORS® are required by the REALTORS® Code of Ethics to treat all parties with whom they deal honestly.

The duties of real estate licensees in Virginia are set forth in Section 54.1-2130 et seq. of the Code of Virginia and in the regulations of the Virginia Real Estate Board. You should be aware that in addition to the information contained in this disclosure pertaining to brokerage relationships, there may be other information relevant to the transaction which may be obtained from other sources.

On the back of this form is information about brokerage relationships and the responsibilities of both licensees and the parties they represent. If you have any questions about any of this information, please ask the licensee presenting this form for clarification.

DISCLOSURE OF BROKERAGE RELATIONSHIP TO NON-CLIENT

(This box is to be signed by any non-client with whom the Agent has had substantive discussion about a specific Property.)

The undersigned do hereby acknowledge disclosure that:

Name of Firm & Licensee: Sands Investment Group in cooperation with ParaSell, Inc.

Represents the following party in a real estate transaction:

☒ Seller(s) or ☐ Buyer(s) ☐ Landlord(s) or ☐ Tenant(s)

Date: _____

Date: _____

Signature of
non-client:

Signature of
non-client:

DISCLOSURE OF DUAL REPRESENTATION

The undersigned do hereby acknowledge disclosure that:

Name of Firm & Licensee: _____

Represents the following party in a real estate transaction:

☐ Seller(s) or ☐ Buyer(s) ☐ Landlord(s) or ☐ Tenant(s)

The undersigned understand that the foregoing dual representative may not disclose to either client or such client's designated representative any information that has been given to the dual representative by the other client within the confidence and trust of

the brokerage relationship except for that information which is otherwise required or permitted by Article 3 (§54.1-2130 et seq.) of Chapter 21 of Title 54.1 of the Code of Virginia to be disclosed. The undersigned by signing this notice do hereby acknowledge their informed consent to the disclosed dual representation by the license name above.

Date: _____ Signature of Seller/Landlord _____	Date: _____ Signature of Buyer/Tenant _____
Date: _____ Signature of Seller/Landlord _____	Date: _____ Signature of Buyer/Tenant _____

VIRGINIA ASSOCIATION OF REALTORS REQUIRED DISCLOSURE OF BROKERAGE RELATIONSHIP

DISCLOSURE OF DUAL REPRESENTATION

The undersigned do hereby acknowledge disclosure that:

Name of Firm & Licensee: _____

Represents the following party in a real estate transaction:

☐ Seller(s) and Buyer(s)
 ☐ Landlord(s) and Tenant(s)

The undersigned understand that the foregoing dual representative may not disclose to either client or such client's designated representative any information that has been given to the dual representative by the other client within the confidence and trust of the brokerage relationship except for that information which is otherwise required or permitted by Article 3 (§54.1-2130 et seq.) of Chapter 21 of Title 54.1 of the Code of Virginia to be disclosed. The undersigned by signing this notice do hereby acknowledge their informed consent to the disclosed dual representation by the license name above.

The principal or broker has assigned _____ to act as Designated Representative for the one party indicated:

☐ Seller(s) or ☐ Landlord(s)

and _____ to act as Designated Representative for the other party as indicated:

☐ Buyer(s) or ☐ Tenant(s)

Date: _____ Signature of Seller/Landlord _____	Date: _____ Signature of Buyer/Tenant _____
Date: _____ Signature of Seller/Landlord _____	Date: _____ Signature of Buyer/Tenant _____

THE LICENSEE'S DUTIES

A licensee may have a contractual agreement to represent a client, who is commonly referred to as the "principal". A licensee owes certain duties to his principal, as defined in the duties of a standard agent as set out in Virginia law or as otherwise agreed to in writing by the parties. A licensee who is not representing you in a transaction can nonetheless provide you other valuable information and assistance. However, you should always keep in mind whom the licensee represents in your transaction, and thus to whom that licensee owes the duties described above.

WHOM DOES THE LICENSEE REPRESENT?

In any real estate transaction, a licensee may represent the seller, the buyer, or, under certain circumstances, both seller and buyer.

The Seller	A licensee may represent a seller under a listing agreement, in which case the licensee owes his primary responsibilities to the seller. The listing agreement may authorize the listing firm to list the property with a multiple listing service and to cooperate with other licensees. These cooperating licensees, who frequently work for other firms, may operate under an agreement of subagency with the listing firm, in which case they also owe their primary responsibilities to the seller. Buyers working with a licensee should be aware that the licensee may be a subagent of the listing firm and thus representative of the seller.
The Buyer	A licensee and a buyer may enter into an agreement by which the licensee agrees to represent the interests of the buyer. A buyer's representative must repudiate any subagency offered by a listing firm and must disclose his relationship with the buyer whenever dealing with the seller or seller's representative.
The Buyer & The Seller	A licensee, either acting directly or through one or more of the real estate company's other licensees, may be the representative of both the buyer and the seller in a particular transaction, but only with the informed written consent of both the buyer and the seller. A licensee representing both the buyer and seller will necessarily be limited in his ability to represent either buyer or seller fully and exclusively. The licensee must safeguard the confidentiality of any information obtained within the confidentiality and trust of the brokerage relationship, unless disclosure of such information is required by law. Specifically, the licensee must not tell the buyer that the seller will accept a price lower than the listing price, nor tell the seller that the buyer will pay a price higher than the price offered.
Designated Representatives	Virginia law also permits a principal or supervising broker to assign different licensees affiliated with the broker as designated representatives to represent different clients in the same transactions. Unlike the dual representative discussed in the previous paragraph, these designated representatives represent only the interest of their respective clients, and may therefore represent those interest more fully. The principal or supervising broker who is supervising the transaction will be considered dual representative of both seller and buyer. Designated representatives may not disclose, except to their broker, personal or financial information received from the clients during the brokerage relationship and any other information a client requests to be kept confidential, unless required by law to be disclosed or the client consents to its disclosure in writing.

THE PRINCIPAL'S RESPONSIBILITIES

Representation by a licensee in a real estate transaction does not relieve sellers and buyers from the fundamental responsibility to protect their own interest. A buyer should take all reasonable steps to determine the condition of the property the buyer is purchasing, and all parties should carefully read all agreements to assure that they adequately express their understanding of the transaction. A real estate licensee is qualified to advise about real estate, but if you need legal or tax advice, you should consult a competent professional.

A principal should ensure that any existing brokerage relationship is disclosed to other principals and their representatives. A buyer should also consult the buyer's representative before visiting any resale or new homes or contacting any other licensees to avoid the possibility of confusion over brokerage relationships.

You might receive more than one disclosure form, depending upon the number of licensees assisting in the transaction. The law may require a licensee with whom you have substantive discussions about specific property, and with whom you do not have a brokerage relationship, to present you with a written disclosure. You should read its contents each time it is presented to you and you should consider the relationship between you and the licensee in your specific transaction.