

Potomac Falls Childcare Center

20685 Fernbank Court, Sterling VA 20165

Fully Built-Out Childcare Center - Owner-User Ready



OFFERING MEMORANDUM

Potomac Falls Childcare Center

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Exclusively Listed By:

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40834 Graydon Manor Lane
Leesburg, VA 20175

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OFFERING SUMMARY

ADDRESS	20685 Fernbank Court Sterling VA 20165
COUNTY	Loudoun
MARKET	Washington DC Metro
SUBMARKET	North Loudoun (Cascades)
OFFERING PRICE	<i>SUBMIT OFFER</i>
BUILDING SF	17,200
YEAR BUILT	2007
OWNERSHIP TYPE	Fee Simple
ZONING TYPE	PDH4

DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
2018 Population	14,605	72,182	147,356
2018 Median HH Income	\$143,819	\$115,606	\$118,235
2018 Average HH Income	\$168,842	\$142,021	\$150,134

- Fully Built-Out Childcare Learning Facility
- Ready for Immediate Use



SELLER SAYS SELL!

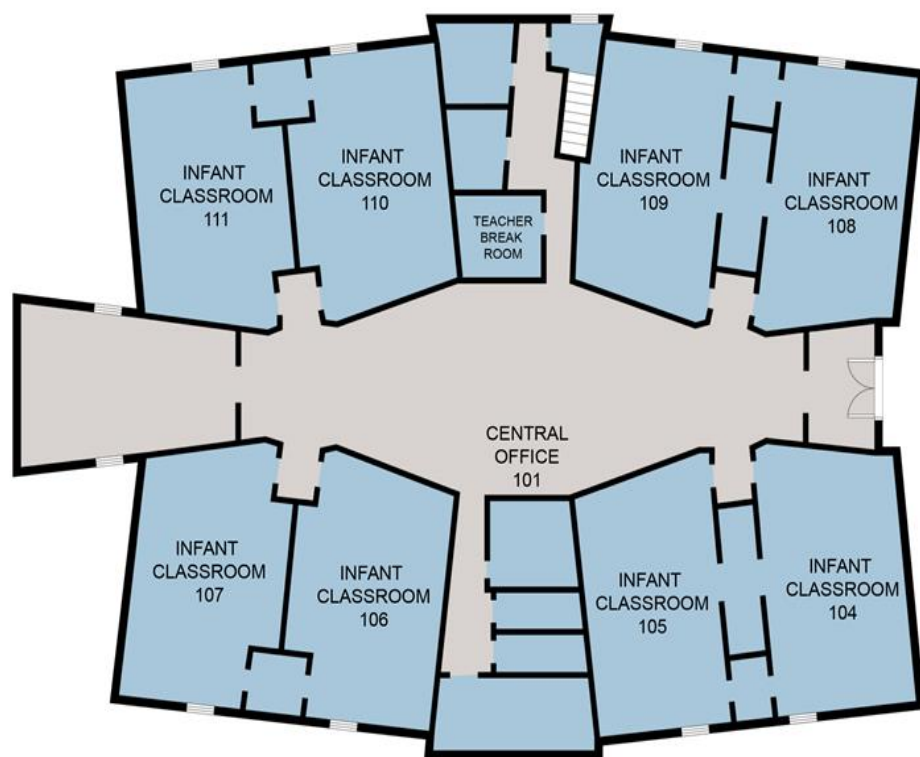
Bring All Offers with Proof of Funds

Fully Built-Out Childcare Facility in the Potomac Falls Area of Loudoun County, VA.

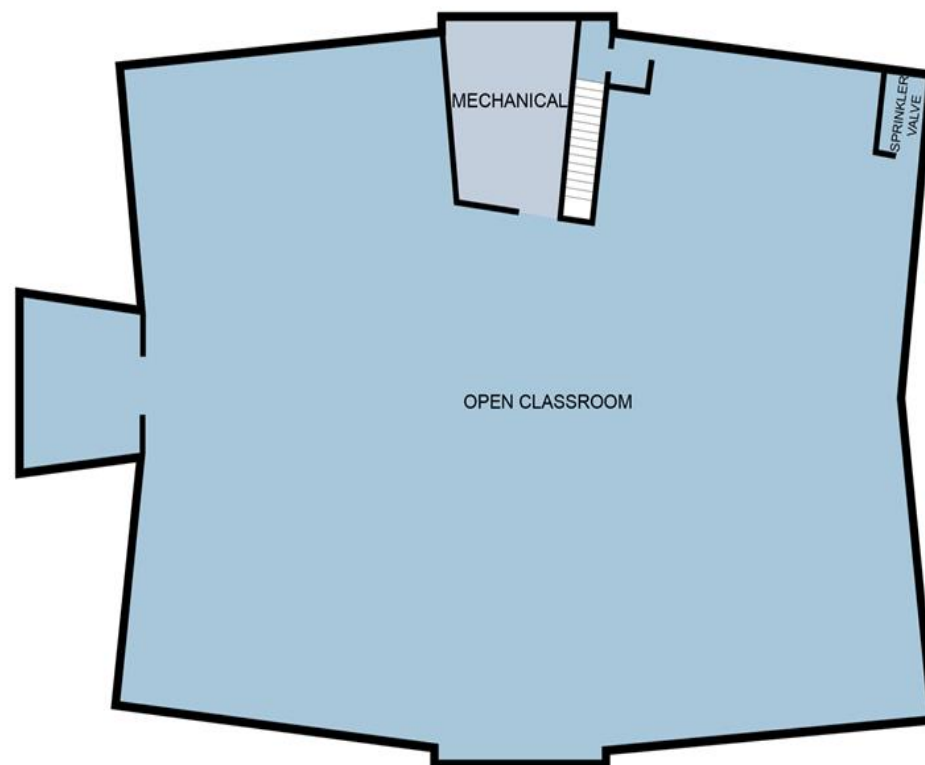
- Ready for Immediate Use
- 17,200 SF on 1.37 Acres
- 2 Levels

Uses Include School, Daycare, Church, Religious Facility, Etc. Please see Loudoun County Zoning Ordinance for PDH4 Zoning.



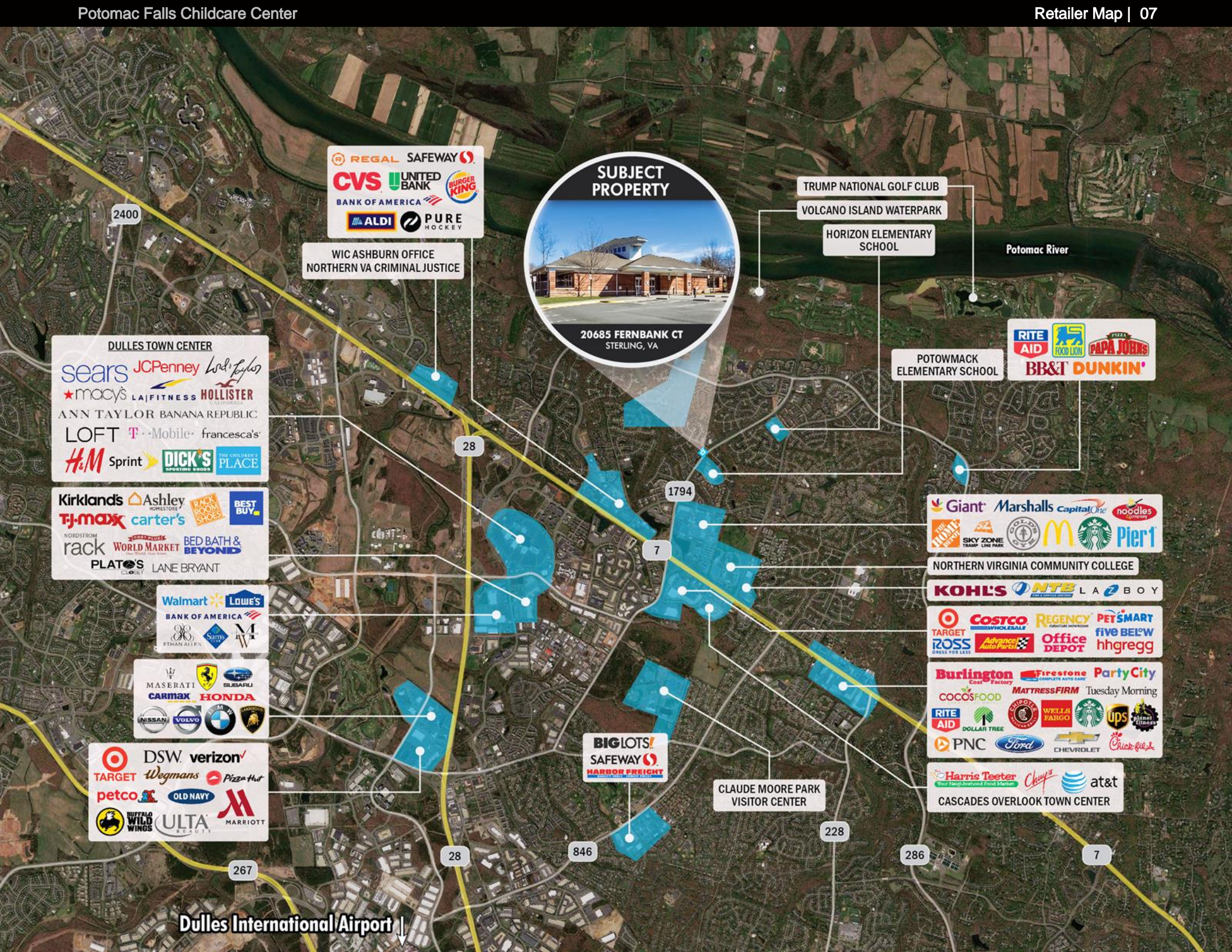


FIRST FLOOR PLAN



GROUND FLOOR PLAN

TOTAL : 17200 SF





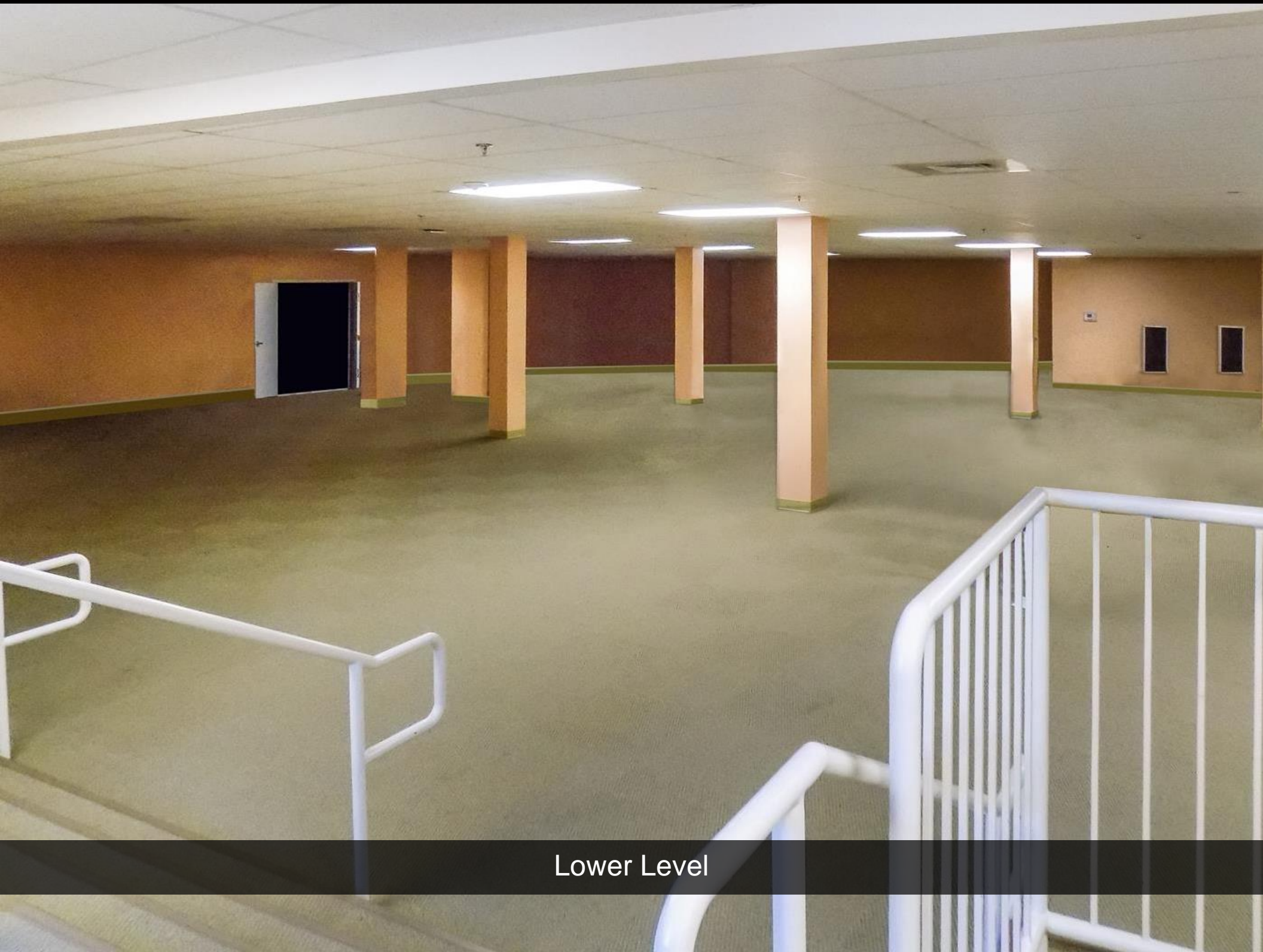












Lower Level



Lower Level

Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
General Retail					
Price					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	\$2,700,000	\$4,861,796	\$5,150,000	\$6,447,184	4
Center Size					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	9,000 SF	11,582 SF	11,746 SF	13,837 SF	4
Price per SF					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	\$300.00	\$419.77	\$412.56	\$513.27	4
Actual Cap Rate					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	6.50%	7.03%	7.04%	7.55%	4
Days on Market					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	134	148	148	162	2
Sale Price to Asking Price Ratio					
Sold Transactions	93.85%	95.77%	95.77%	97.69%	2
Specialty					
Price					
For Sale & UC/Pending	\$11,869,000	\$11,869,000	\$11,869,000	\$11,869,000	1
Sold Transactions	\$5,600,000	\$6,540,000	\$6,040,000	\$7,980,000	3
Building Size					
For Sale & UC/Pending	21,189 SF	21,189 SF	21,189 SF	21,189 SF	1
Sold Transactions	13,168 SF	14,523 SF	13,400 SF	17,000 SF	3
Price per SF					
For Sale & UC/Pending	\$560.15	\$560.15	\$560.15	\$560.15	1
Sold Transactions	\$425.27	\$450.33	\$450.75	\$469.41	3
Actual Cap Rate					
For Sale & UC/Pending	6.35%	6.35%	6.35%	6.35%	1
Sold Transactions	6.25%	6.54%	6.60%	6.77%	3
Days on Market					
For Sale & UC/Pending	226	226	226	226	1
Sold Transactions	118	118	118	118	1
Sale Price to Asking Price Ratio					
Sold Transactions	97.32%	97.32%	97.32%	97.32%	1

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Quick Stats Report

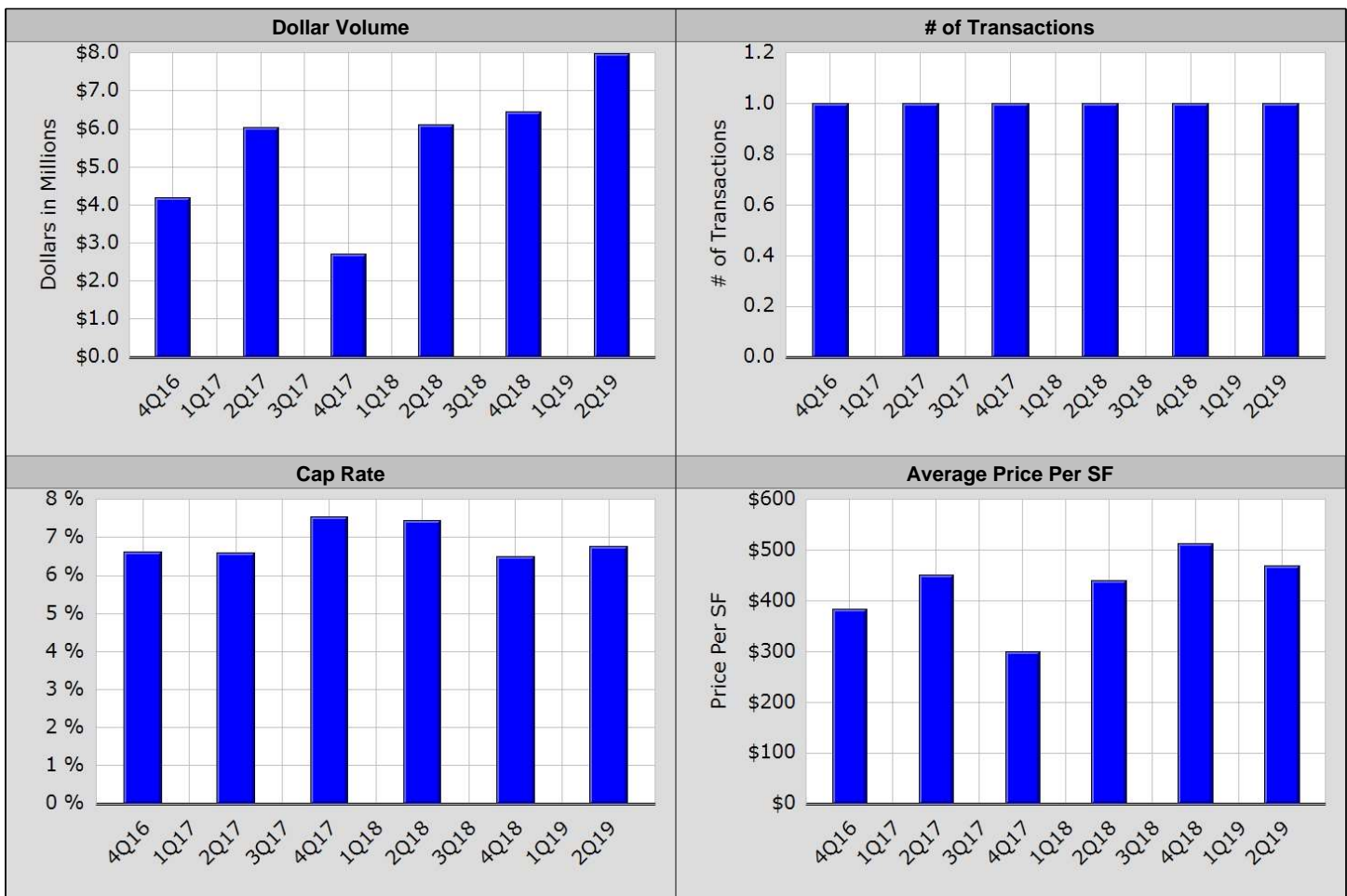
		Low	Average	Median	High	Count
Totals						
For Sale & UC/Pending Sold Transactions	Asking Price Total:		\$11,869,000		Total For Sale Transactions:	1
	Total Sales Volume:		\$39,067,184		Total Sales Transactions:	7
	Total Included in Analysis:		\$50,936,184		Total Included in Analysis:	8
Survey Criteria						
<p>basic criteria: Secondary Type - Day Care Center, Schools; Sale Status - Under Contract/Pending, Sold; Sale Type - Investment; Return and Search on Portfolio Sales as Individual Properties - Yes</p> <p>geography criteria: County - Loudoun, VA</p>						

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6/12/2019

Trend Report



Legend:

Current Survey

Sold Transactions



Time Interval - Quarterly

Report Time Frame: 10/1/2016 - 6/12/2019

Sold Transactions

For Sale & UC/Pending

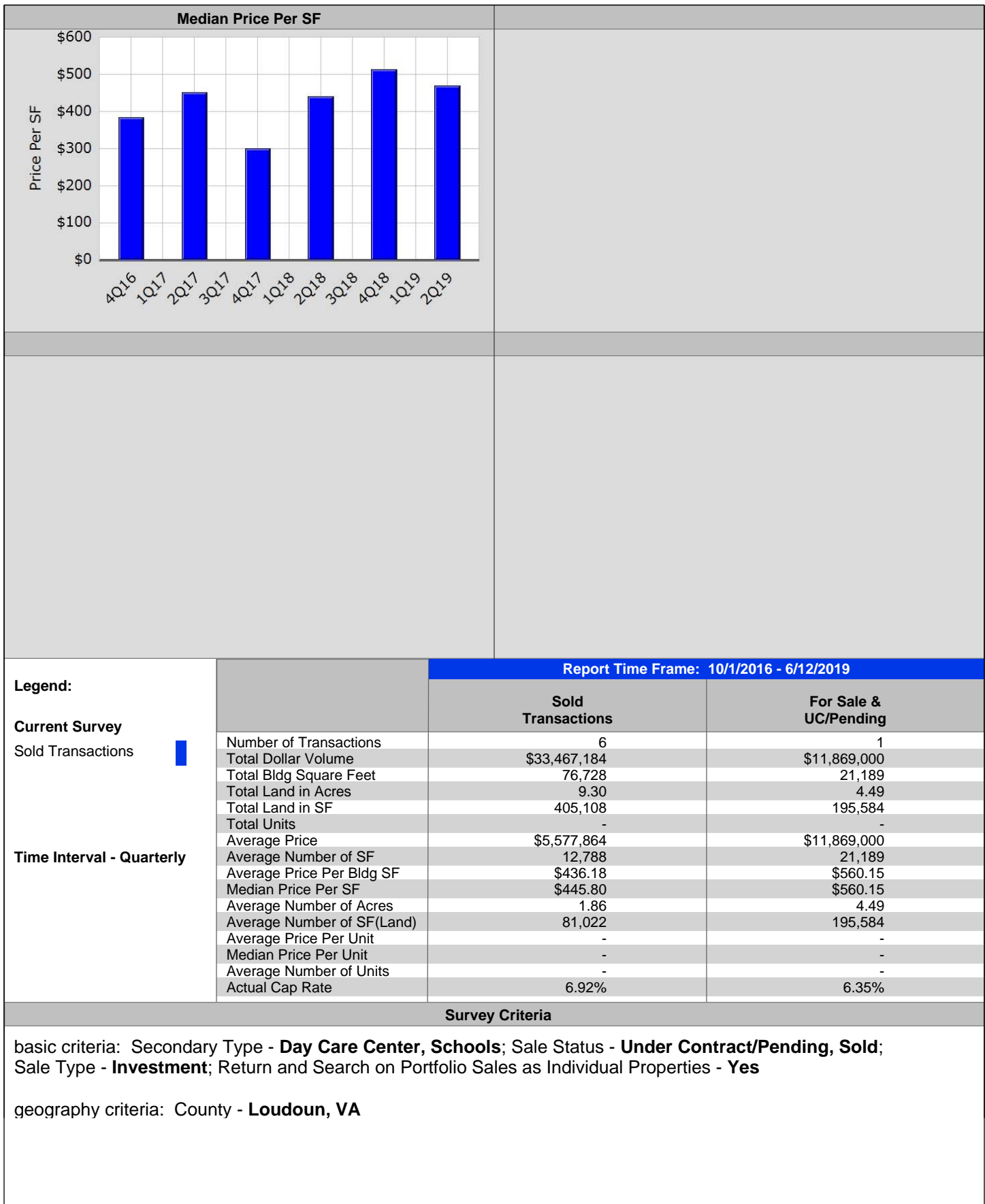
Number of Transactions	6	1
Total Dollar Volume	\$33,467,184	\$11,869,000
Total Bldg Square Feet	76,728	21,189
Total Land in Acres	9.30	4.49
Total Land in SF	405,108	195,584
Total Units	-	-
Average Price	\$5,577,864	\$11,869,000
Average Number of SF	12,788	21,189
Average Price Per Bldg SF	\$436.18	\$560.15
Median Price Per SF	\$445.80	\$560.15
Average Number of Acres	1.86	4.49
Average Number of SF(Land)	81,022	195,584
Average Price Per Unit	-	-
Median Price Per Unit	-	-
Average Number of Units	-	-
Actual Cap Rate	6.92%	6.35%

Survey Criteria

basic criteria: Secondary Type - **Day Care Center, Schools**; Sale Status - **Under Contract/Pending, Sold**;
 Sale Type - **Investment**; Return and Search on Portfolio Sales as Individual Properties - **Yes**

geography criteria: County - **Loudoun, VA**

Trend Report



Trend Report

	4Q16 10/1-12/31/16		2Q17 04/1-6/30/17	
	Sold Transaction	For Sale & UC/Pending	Sold Transaction	For Sale & UC/Pending
Number of Transactions	1	0	1	0
Total Dollar Volume	\$4,200,000	\$0	\$6,040,000	\$0
Total Bldg Square Feet	10,930	0	13,400	0
Total Land in Acres	0.54	-	3.27	-
Total Land in SF	23,522	-	142,441	-
Total Units	-	-	-	-
Average Price	\$4,200,000	-	\$6,040,000	-
Average Number of SF	10,930	0	13,400	0
Average Price Per Bldg SF	\$384.26	-	\$450.75	-
Median Price Per SF	\$384.26	-	\$450.75	-
Average Number of Acres	0.54	-	3.27	-
Average Number of SF(Land)	23,522	-	142,441	-
Average Price Per Unit	-	-	-	-
Median Price Per Unit	-	-	-	-
Average Number of Units	-	-	-	-
Actual Cap Rate	6.62%	-	6.60%	-


	4Q17 10/1-12/31/17		2Q18 04/1-6/30/18	
	Sold Transaction	For Sale & UC/Pending	Sold Transaction	For Sale & UC/Pending
Number of Transactions	1	0	1	0
Total Dollar Volume	\$2,700,000	\$0	\$6,100,000	\$0
Total Bldg Square Feet	9,000	0	13,837	0
Total Land in Acres	1.75	-	-	-
Total Land in SF	76,230	-	-	-
Total Units	-	-	-	-
Average Price	\$2,700,000	-	\$6,100,000	-
Average Number of SF	9,000	0	13,837	0
Average Price Per Bldg SF	\$300.00	-	\$440.85	-
Median Price Per SF	\$300.00	-	\$440.85	-
Average Number of Acres	1.75	-	-	-
Average Number of SF(Land)	76,230	-	-	-
Average Price Per Unit	-	-	-	-
Median Price Per Unit	-	-	-	-
Average Number of Units	-	-	-	-
Actual Cap Rate	7.55%	-	7.46%	-


	4Q18 10/1-12/31/18		2Q19 04/1-6/30/19	
	Sold Transaction	For Sale & UC/Pending	Sold Transaction	For Sale & UC/Pending
Number of Transactions	1	0	1	1
Total Dollar Volume	\$6,447,184	\$0	\$7,980,000	\$11,869,000
Total Bldg Square Feet	12,561	0	17,000	21,189
Total Land in Acres	1.74	-	2.00	4.49
Total Land in SF	75,794	-	87,120	195,584
Total Units	-	-	-	-
Average Price	\$6,447,184	-	\$7,980,000	\$11,869,000
Average Number of SF	12,561	0	17,000	21,189
Average Price Per Bldg SF	\$513.27	-	\$469.41	\$560.15
Median Price Per SF	\$513.27	-	\$469.41	\$560.15
Average Number of Acres	1.74	-	2.00	4.49
Average Number of SF(Land)	75,794	-	87,120	195,584
Average Price Per Unit	-	-	-	-
Median Price Per Unit	-	-	-	-
Average Number of Units	-	-	-	-
Actual Cap Rate	6.50%	-	6.77%	6.35%


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6/12/2019

1 42097 Braddock Rd		SOLD
Aldie, VA 20105		Loudoun County
Recorded Buyer: Tater Investments, LLC 1447 Hunter View Farms Vienna, VA 22182 (703) 759-5669	Recorded Seller: 42097 Braddock Road LLC 13811 Foggy Hills Ct Clifton, VA 20124	
True Buyer: Tater Investments, LLC	True Seller: The Avery Group Ltd	
<hr/>		
Sale Date: 05/30/2017 Sale Price: \$6,040,000 - Confirmed Price/SF: \$450.75	Bldg Type: Specialty Schools Year Built/Age: Built 2017 RBA: 13,400 SF Land Area: 3.27 AC (142,441 SF) Zoning: TR1LF Sale Conditions: Investment Triple Net	
PrFrma Cap Rate: - Actual Cap Rate: 6.60%		
Parcel No: 206-17-7441 Financing: Down payment of \$2,040,000 (33.8%); \$4,000,000 from First Virginia Community Bank Comp ID: 3929931 - Research Status: Confirmed		

2 6 Cardinal Park Dr SE		SOLD
Leesburg, VA 20175		Loudoun County
Recorded Buyer: Cardinal Leesburg, LLC	Recorded Seller: 6 Cardinal LLC 12809 Tournament Dr Reston, VA 20191	
True Buyer: Sunil Simhal	True Seller: Paru Rellan	
<hr/>		
Sale Date: 10/27/2017 Sale Price: \$2,700,000 - Confirmed Price/SF: \$300.00	Bldg Type: Retail Day Care Center Year Built/Age: Built 1984 Age: 33 GLA: 9,000 SF Land Area: 1.75 AC (76,230 SF) Zoning: B-3 Sale Conditions: -	
PrFrma Cap Rate: - Actual Cap Rate: 7.55%		
Parcel No: 189-29-3906 Financing: - Comp ID: 4043734 - Research Status: Confirmed		

3 20775 Century Corner Dr - Kiddie Academy of Ashburn		SOLD
Ashburn, VA 20148		Loudoun County
Recorded Buyer: Marlboro Pike Real Prop Llc 9204 Jones Mill Chevy Chase, MD 20815	Recorded Seller: Goose Creek Commercial Llc 888 NW 17th St Washington, DC 20006	
True Buyer: Scott S Lee	True Seller: Darala Investment & Development Corp	
<hr/>		
Sale Date: 12/14/2016 Sale Price: \$4,200,000 - Confirmed Price/SF: \$384.26	Bldg Type: Retail Day Care Center Year Built/Age: Built 2013 Age: 3 GLA: 10,930 SF Land Area: 0.54 AC (23,522 SF) Zoning: - Sale Conditions: 1031 Exchange	
PrFrma Cap Rate: - Actual Cap Rate: 6.62%		
Parcel No: 153-18-1806 Financing: Down payment of \$4,200,000 (100.0%) Comp ID: 3797062 - Research Status: Confirmed		

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4 25160 Loudoun County Pkwy**SOLD****Chantilly, VA 20152****Loudoun County**

True Buyer: -

True Seller: -



Sale Date: **05/28/2019 (118 days on mkt)**
 Sale Price: **\$7,980,000**
 Price/SF: **\$469.41**

Bldg Type: **SpecialtySchools**
 Year Built/Age: **Built 2015 Age: 4**
 RBA: **17,000 SF**
 Land Area: **2 AC (87,120 SF)**
 Zoning: **PDH4**
 Sale Conditions: -

PrFrma Cap Rate: -
 Actual Cap Rate: **6.77%**

Parcel No: **164-10-6296-001**
 Financing: **\$3,980,000 from The Freedom Bank of Virginia**
 Comp ID: **4774189** - Research Status: **In Progress**

5 44128 Navajo Dr**SOLD****Ashburn, VA 20147****Loudoun County**Recorded Buyer: **Navajo Drive LLC**

Recorded Seller: **Childcare Holdings Of Ashburn LLC**
 5040 Sadler Pl
 Glen Allen, VA 23060
 (804) 762-4685



Sale Date: **12/26/2015**
 Sale Price: **\$5,600,000 - Confirmed**
 Price/SF: **\$425.27**

Bldg Type: **SpecialtySchools**
 Year Built/Age: -
 RBA: **13,168 SF**
 Land Area: -
 Zoning: -
 Sale Conditions: **Sale Leaseback**

PrFrma Cap Rate: -
 Actual Cap Rate: **6.25%**

Parcel No: **084-30-9250**
 Financing: -
 Comp ID: **3532889** - Research Status: **Confirmed**

6 21684 Romans Dr**SOLD****Ashburn, VA 20147****Loudoun County**

Recorded Buyer: **T. Paul Gaske Trust Number 9705**
 4007 Wintersweet Ct
 Rockville, MD 20853

Recorded Seller: **NLD Ashburn LLC**

Sale Date: **11/07/2018 (134 days on mkt)**
 Sale Price: **\$6,447,184 - Full Value**
 Price/SF: **\$513.27**

Bldg Type: **RetailDay Care Center**
 Year Built/Age: **Built 2018**
 GLA: **12,561 SF**
 Land Area: **1.74 AC (75,794 SF)**
 Zoning: **PDCCNC**
 Sale Conditions: **Investment Triple Net**

PrFrma Cap Rate: -
 Actual Cap Rate: **6.50%**

Parcel No: **088-47-3765**
 Financing: **\$3,000,000 from Sandy Spring Bank; Line of Credit loan type**
 Comp ID: **4572153** - Research Status: **Full Value**

7 400-416 Sycolin Rd SE - Sycolin Corner**SOLD****Leesburg, VA 20175****Loudoun County**Recorded Buyer: **Sycolin, LLC**Recorded Seller: **Trillion, LLC**Sale Date: **06/28/2018 (162 days on mkt)**Sale Price: **\$6,100,000 - Confirmed**Price/SF: **\$440.85**Bldg Type: **RetailDay Care Center**Year Built/Age: **Built 2010 Age: 7**GLA: **13,837 SF**

Land Area: -

Zoning: -

Sale Conditions: -

PrFrma Cap Rate: -

Actual Cap Rate: **7.46%**Parcel No: **190-35-7659**Financing: **\$4,200,000 from Union Bank & Trust**Comp ID: **4327525** - Research Status: **Confirmed****8 42945 Waxpool Rd****UNDER CONTRACT****Ashburn, VA 20148****Loudoun County**

Listing Broker: **Serafin Real Estate**
 40834 Graydon Manor Ln
 Leesburg, VA 20175
 (703) 261-4809

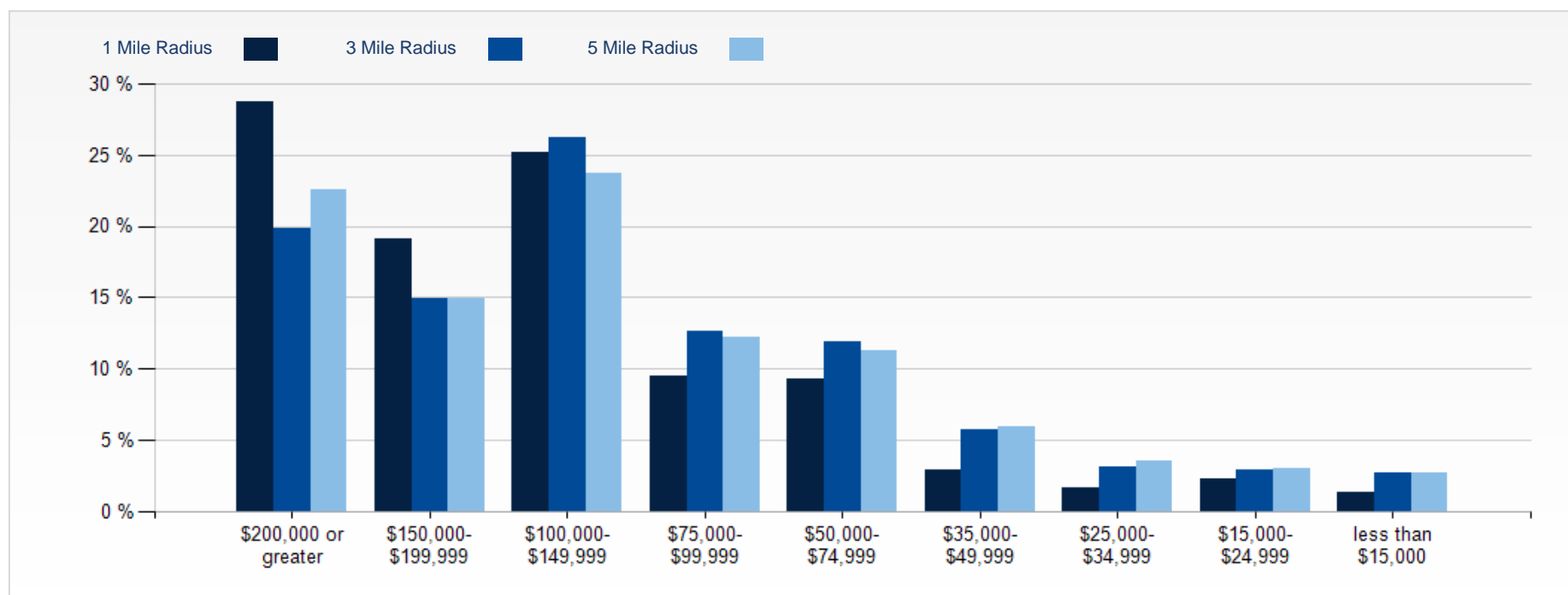
Joe Serafin
 (703) 261-4809

Asking Price: **\$11,869,000**Price/SF: **\$560.15**Days on Market: **226**Sale Status: **Under Contract**Sale Type: **Investment Or Owner User**Bldg Type: **SpecialtySchools**Bldg Status: **Built 2002**RBA: **21,189 SF**Actual Cap Rate: **6.35%**Zoning: **PDH3 - PLANNED DEVELOPMEN**Sale Conditions: **1031 Exchange**Parcel No: **156-49-9611**

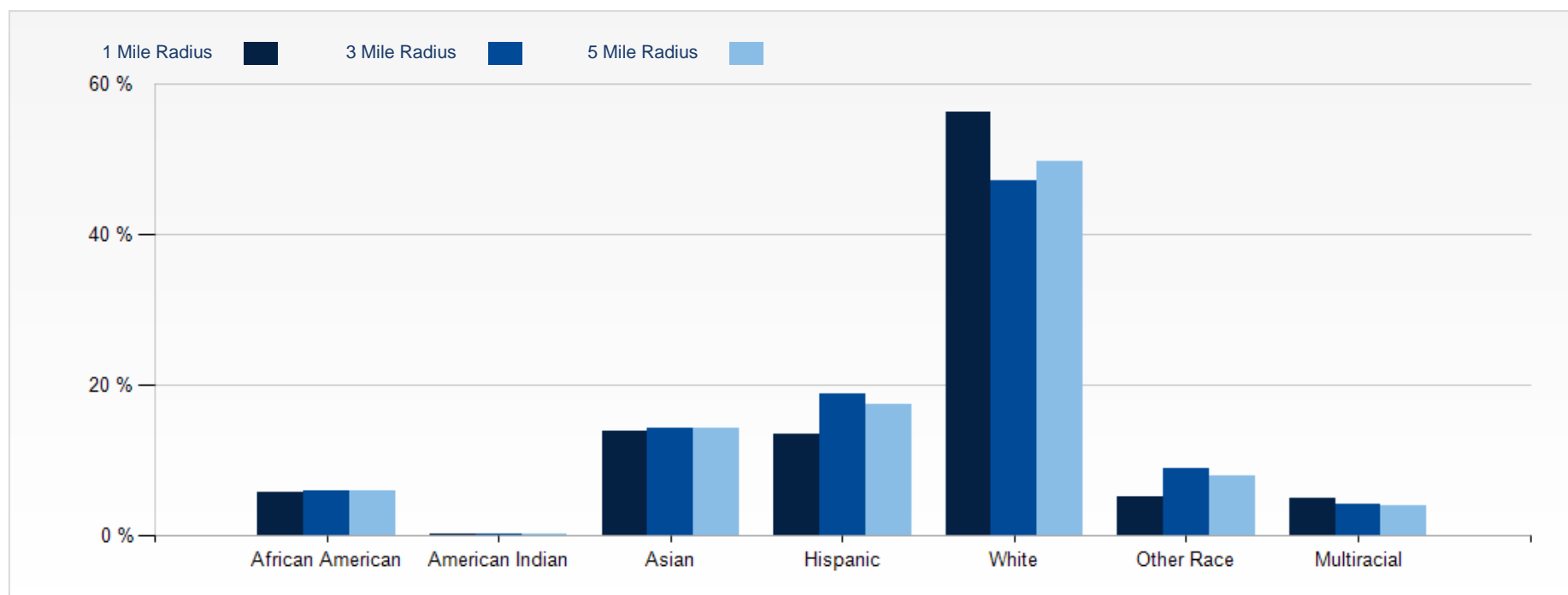
POPULATION	1 MILE	3 MILE	5 MILE
2000 Population	12,659	56,605	109,335
2010 Population	13,930	67,638	135,653
2018 Population	14,605	72,182	147,356
2023 Population	15,890	78,727	160,701
2018 African American	988	5,400	10,826
2018 American Indian	37	246	502
2018 Asian	2,357	12,732	25,523
2018 Hispanic	2,303	16,892	31,245
2018 White	9,494	41,945	88,703
2018 Other Race	875	7,954	14,332
2018 Multiracial	837	3,841	7,337
2018-2023: Population: Growth Rate	8.50 %	8.75 %	8.75 %
2018 HOUSEHOLD INCOME	1 MILE	3 MILE	5 MILE
less than \$15,000	68	680	1,425
\$15,000-\$24,999	113	717	1,584
\$25,000-\$34,999	83	772	1,843
\$35,000-\$49,999	146	1,439	3,100
\$50,000-\$74,999	471	2,984	5,864
\$75,000-\$99,999	480	3,167	6,318
\$100,000-\$149,999	1,273	6,592	12,297
\$150,000-\$199,999	965	3,756	7,750
\$200,000 or greater	1,452	4,994	11,720
Median HH Income	\$143,819	\$115,606	\$118,235
Average HH Income	\$168,842	\$142,021	\$150,134

HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2000 Total Housing	4,513	20,224	38,107
2010 Total Households	4,787	23,291	47,006
2018 Total Households	5,050	25,102	51,901
2023 Total Households	5,500	27,423	56,881
2018 Average Household Size	2.89	2.87	2.84
2000 Owner Occupied Housing	3,530	15,885	30,355
2000 Renter Occupied Housing	903	3,859	6,906
2018 Owner Occupied Housing	4,007	18,547	39,298
2018 Renter Occupied Housing	1,043	6,554	12,604
2018 Vacant Housing	110	803	1,977
2018 Total Housing	5,160	25,905	53,878
2023 Owner Occupied Housing	4,463	20,619	43,827
2023 Renter Occupied Housing	1,037	6,803	13,054
2023 Vacant Housing	121	865	2,240
2023 Total Housing	5,621	28,288	59,121
2018-2023: Households: Growth Rate	8.60 %	8.90 %	9.25 %

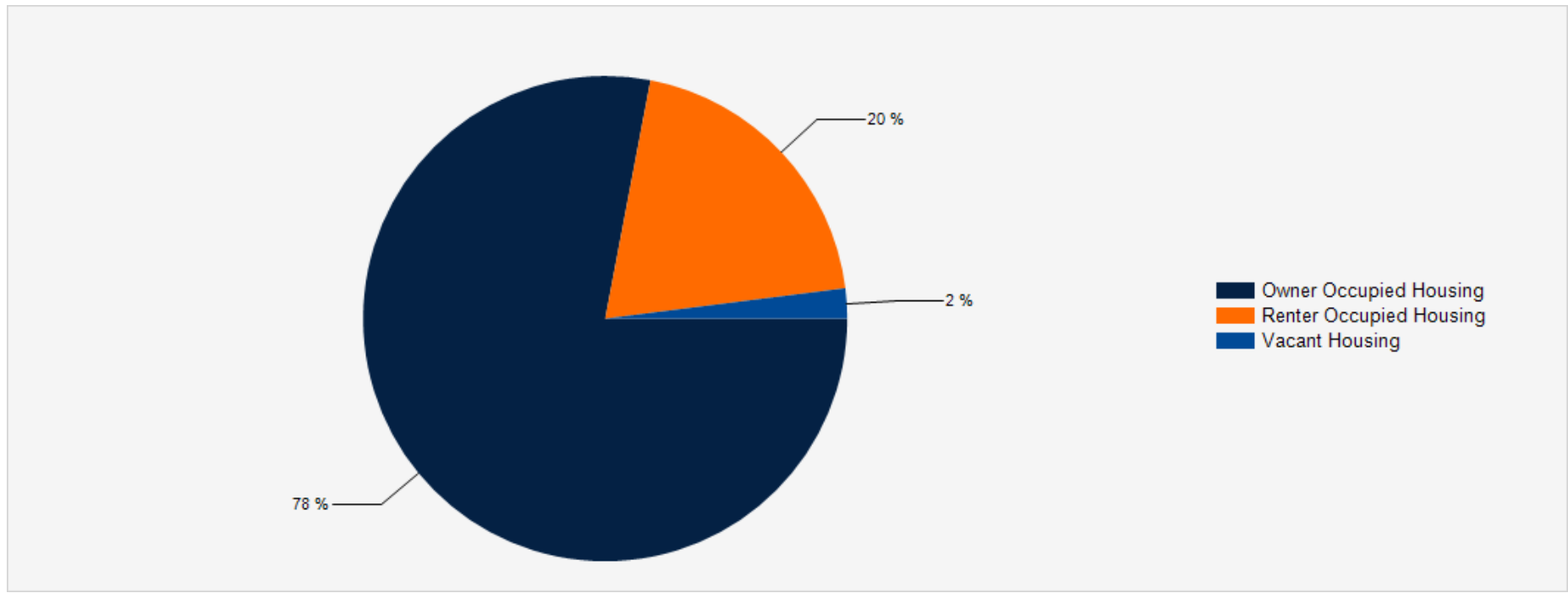
2018 Household Income



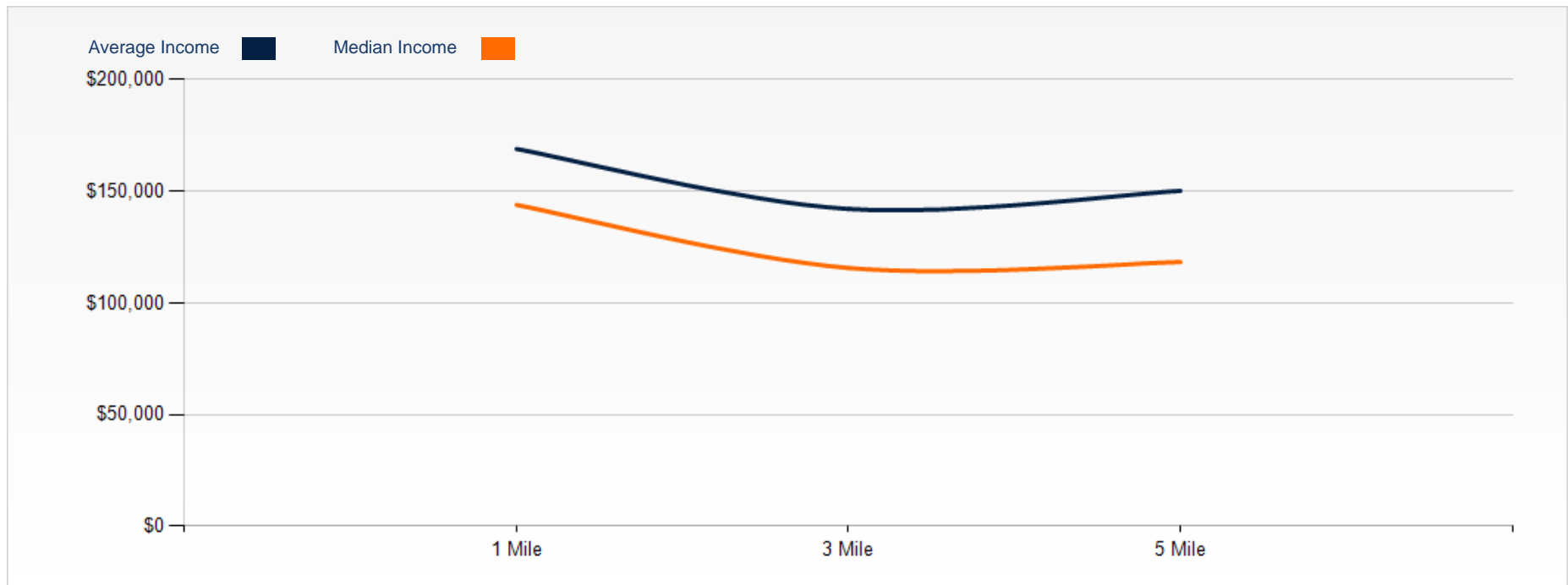
2018 Population by Race



2018 Household Occupancy - 1 Mile Radius



2018 Household Income Average and Median



Potomac Falls Childcare Center



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CEO & Principal Broker
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