



The Learning Experience

\$5,455,000 | 7.15% CAP

4629 Roy Richard Dr, Schertz, TX 78154 (San Antonio)

- ✓ **Brand New Construction**, 15 Year Corporate Net Lease With 12% Bumps Every 5 Years
- ✓ **Subject Property has Direct Access & Visibility** to the I-35 Corridor (130,200+ VPD)
- ✓ **Adjacent to H-E-B Plus** and Across the Highway from Walmart Supercenter
- ✓ **Located Near a Major Industrial Hub** - 6.5M Sf on Hundreds of Acres
- ✓ **In the San Antonio MSA**, Just 13 Miles from Downtown

The Learning Experience is **America's fastest growing** daycare franchise with over **450 centers** open or under development. 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.



INVESTMENT OVERVIEW

THE LEARNING EXPERIENCE SCHERTZ, TX (SAN ANTONIO)



Subject Property

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\$5,455,000

7.15% CAP

NOI

\$390,000

Building Area

±10,000 SF

Land Area

±1.17 AC

Year Built

2024

Lease Type

Net Lease

Occupancy

100%

- ✓ **Rent Commencement:** July 2024
- ✓ **Brand New Construction, 15-Year Corporate Net Lease** with 12% Rent Bumps Every 5 Years in Both Primary Term & Option Periods.
- ✓ **Direct Access & Visibility to the I-35 Corridor (130,200+ VPD), Located on Roy Richard Dr (32,400+ VPD).** I-35 serves as a key transportation corridor for commuters, businesses, and travelers, passing through downtown and connecting major points of interest, including the Alamodome, the Pearl District, and Fort Sam Houston.
- ✓ **Adjacent to H-E-B Plus and Across the Highway from Walmart Supercenter** - The site is located in a dense retail corridor surrounded by other national tenants such as Costco, Target, Hobby Lobby, Best Buy, Home Depot, Chick-fil-A, and much more.
- ✓ **Conveniently Located Near a Major Industrial Hub** - Featuring Schertz35 Business Park, Doerr Lane Industrial Park, Enterprise Industrial Park IV, and Tri-County Crossing, encompassing over 6.5 million square feet of industrial space across hundreds of acres.
- ✓ **Schertz, TX is in the San Antonio MSA, Just 13 Miles from Downtown.** As the second-largest city in Texas, San Antonio boasts a population of over 1.4 million and serves as a major hub for tourism, military operations, and business. San Antonio was named the city with the biggest population boom in 2023, gaining over 22,000 residents.
- ✓ **The Learning Experience is the Fastest Growing Daycare** with 450 locations opened or under development and adding 35 new facilities a year.

* Landlord Responsible for Roof, Structure & Foundation

This information has been secured from sources we believe to be reliable but we make no representations or warranties, expressed or implied, as to the accuracy of the information. Buyer must verify the information and bears all risk for any inaccuracies.

SECURE
NET LEASE

TENANT OVERVIEW

THE LEARNING EXPERIENCE SCHERTZ, TX (SAN ANTONIO)

The Learning Experience

LOCATIONS

450

FRANCHISE 500

RANKING

68

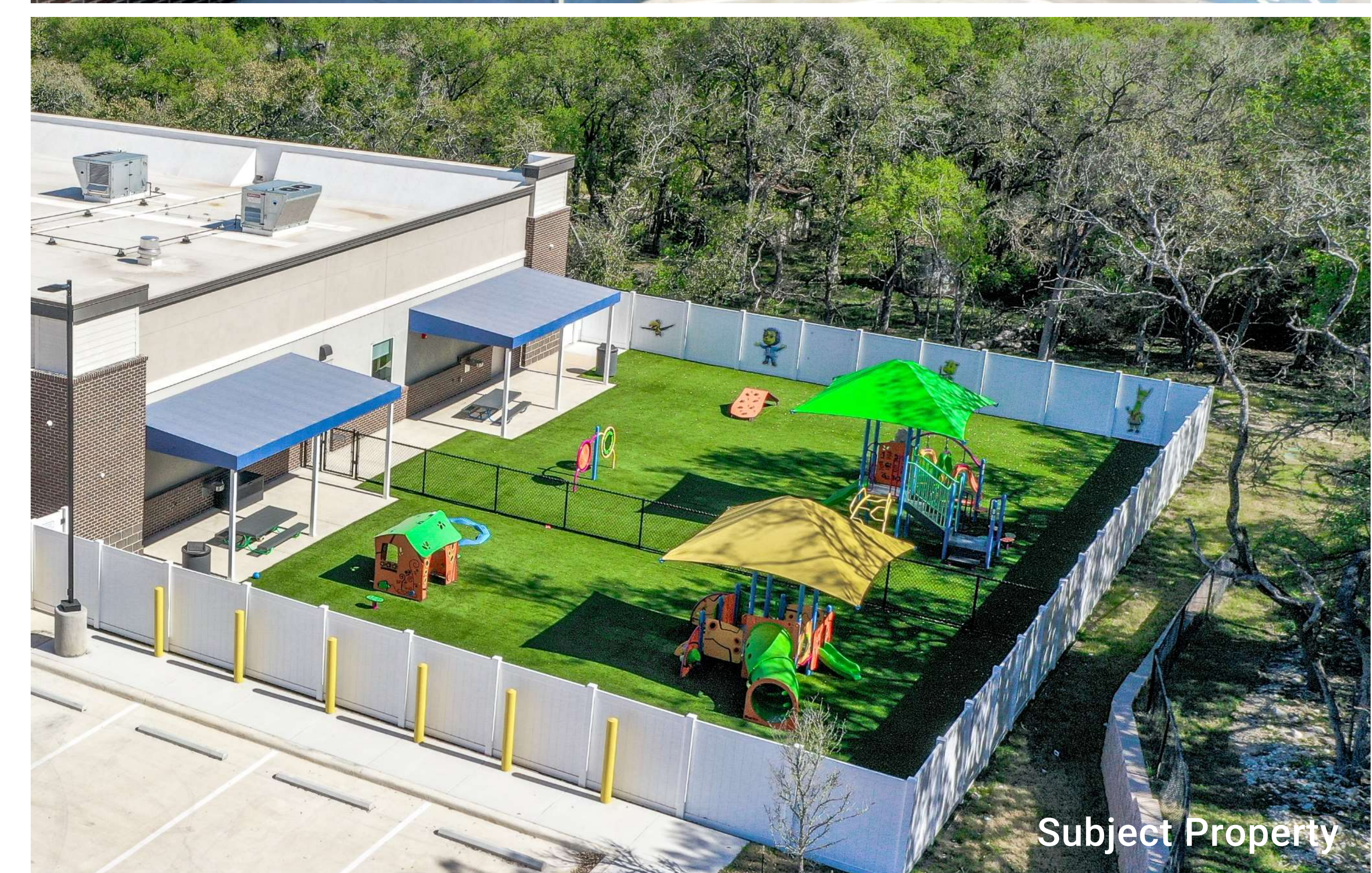


thelearningexperience.com

The Learning Experience was founded in 1980 and has consistently been impacting the lives of children by developing and implementing ground-breaking care and early education programs throughout the country.

With over **450 locations** and **35 centers** being opened annually, The Learning Experience remains one of the **fastest growing** Day Cares in the country. With a longstanding 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.

Their early childhood education program for preschoolers was developed and improved over **40 years**. Their proprietary **L.E.A.P. (Learning Experience Academic Program)** Curriculum includes American Sign Language, a phonics program, foreign language programs, manners and etiquette, physical fitness, STEM, and a philanthropy program that teaches children the value of selflessness and giving. These programs, along with **educational enrichment programs** that are offered provide a well-rounded early education to preschoolers—one that's developed to **meet and exceed national standards** and proven to get children on the path to a bright future.



Subject Property

IN THE NEWS

THE LEARNING EXPERIENCE SCHERTZ, TX (SAN ANTONIO)

The Learning Experience Sets Record in New Location Openings in 2024

NOVEMBER 4, 2024 (KX NEWS)

The Learning Experience®, the nation's fastest-growing educational childcare provider, announced today the opening of its 50th new location in 2024, marking a record number of centers the brand has opened in a one-year period since it began franchising in 2003.

The 50th location opened at 7055 N. Blythe Ave. in Fresno, Calif., developed by national full-service commercial retail development firm Armstrong Development Properties.

Over the course of 2024, The Learning Experience opened **new locations in 18 states** across the U.S. and the U.K. The all-time high in new locations opened in one year follows another major milestone for the fast-growing franchise, which celebrated the opening of its 400th location earlier this year.

The Learning Experience now has a total of 411 centers operating in 35 states across the U.S. and another three centers open in the U.K. It also has more than 270 locations currently under development, representing a total of 2.7 million square feet of retail space as the brand continues to partner with retail real estate developers to continue its rapid expansion trajectory in growing markets across the U.S. and Europe.

"Our milestones this year, and ability to continue **rapidly expanding** over the years, are a testament to the value of our brand and the talent and dedication of our franchisees, team members, and real estate development partners," said Richard Weissman, Co-Founder, CEO, and Chairman of The Learning Experience. "The growth we've experienced also speaks to the strength of our **unique franchise business model** and the positive impact we have in the communities we serve. Not only are we providing high-quality daycare and early education for children, we also provide a best-in-class business opportunity for franchisees to buy and own and an attractive investment opportunity for retail real estate developers that **drives long-term portfolio value.**"

Unlike most of its peers in the franchise category, The Learning Experience employs a hybrid model. Corporate locations account for around 10% of the entire system and 90% of locations are owned by franchisees. Upwards of 66% of its franchise locations are owned by multi-unit owners and, on average, franchisees own two centers.

"We do all of the groundwork and set up franchisees for success as an independent franchise business owner," said David Slavny, Executive Vice President of Development at The Learning Experience. "Our real estate team **pinpoints the best location** and works with developers to build, equip, and set up the center. And we provide world-class training and ongoing operational support for franchisees to successfully run their business while **making a positive difference** in the lives of children and families in their community."

When determining target markets for expansion, The Learning Experience's real estate team carefully reviews, analyzes, and identifies specific areas with an **influx of young families** and a growing need for local options and access to high-quality daycare and early education. Once site selection is complete, The Learning Experience's real estate team uses its extensive experience to coordinate site development, architectural and construction efforts, marketing efforts, and multiple other vital details.

Locations typically consist of up to **10,000 square feet** of newly built, freestanding commercial real estate space with up to a 5,000-square-foot playground. Each location employs about 30 staff members and certified teachers to serve upwards of 170 children 6 weeks old to 6 years old with high-quality daycare, enrichment programs, and early education – attracting consistent traffic to nearby retailers and shopping centers with parents dropping off and picking up their children twice a day, five days a week.

"Historically, with no single child care operator controlling more than 2% market share, the early education space hasn't been the most well-known single-tenant net lease sector among investor-developers," said David Slavny, Executive Vice President of Development for The Learning Experience. "Today, however, daycares have increasingly become a **valuable component** of the retail tenant mix. Due to the industry's recession-resistant nature, long lease term requirements, and escalating demand for **high-quality daycare** and early childhood education, early learning asset development is now much more recognized as a secure investment and is on the rise."

[EXPLORE ARTICLE](#)

LEASE OVERVIEW

THE LEARNING EXPERIENCE SCHERTZ, TX (SAN ANTONIO)

| | |
|-----------------------|--|
| Initial Lease Term | 15 Years, Plus (2), 5-Year Options to Renew |
| Rent Commencement | July 2024 |
| Lease Expiration | July 2039 |
| Lease Type | Corporate Net Lease |
| Rent Increases | 12% Every 5 Years, In Primary Term & Options |
| Annual Rent YRS 1-5 | \$390,000 |
| Annual Rent YRS 6-10 | \$436,800 |
| Annual Rent YRS 11-15 | \$489,216 |
| Option 1 | \$547,922 |
| Option 2 | \$613,673 |

This information has been secured from sources we believe to be reliable but we make no representations or warranties, expressed or implied, as to the accuracy of the information. Buyer must verify the information and bears all risk for any inaccuracies.

Subject Property









GARDEN RIDGE
ELEMENTARY
(486 STUDENTS)

Walmart Supercenter

CATO

Wendy's

Chili's

Goodwill

INTERSTATE
35

MONARCH HIGHWAY
(192,438 VPD)

DOERR LANE
INDUSTRIAL PARK
• 213K+ SF
• 15 ACRES

TACO BELL

Denny's

Shell

McDonald's

AutoZone

AT&T

Schlottsky's
IT'S A MOUTHFUL

TACO CABANA

SONIC

chili's

DISCOUNT
TIRE

SAS

Dutch Bros

QT
QuikTrip

salata

DUNKIN'

KIDDIE ACADEMY
EDUCATIONAL CHILD CARE

LIVING SPACES

Hampton
BY HILTON

Fairfield
BY HARRIOTT

QT
QuikTrip

THE LEARNING EXPERIENCE
Academy of Early Education

WIEDENSTEIN ROAD
(1,932 VPD)

ROY RICHARD DRIVE
(32,400 VPD)

CITY OF
SAN ANTONIO
TEXAS
13 MILES

CIBOLO VALLEY
ELEMENTARY SCHOOL
(539 STUDENTS)

ELAINE S. SCHLATHER
INTERMEDIATE SCHOOL
(682 STUDENTS)

COLOSSAL
MINI STORAGE



LEGACY
TRADITIONAL SCHOOLS

GREEN VALLEY
ELEMENTARY SCHOOL
(533 STUDENTS)

BYRON P. STEELE
HIGH SCHOOL
(2,700 STUDENTS)

Walmart
Supercenter
AutoZone
Chipotle
Zaxby's

H-E-B

petco

Panda Express
Marco's Pizza
Taco Bell

BARBARA C. JORDAN
INTERMEDIATE SCHOOL
(769 STUDENTS)

Chick-fil-A
Smoothie King
Jersey Mike's
UPS

Walgreens

Anytime Fitness
Pizza Hut

Take 5

THE LEARNING EXPERIENCE
Academy of Early Education

ROY RICHARD DRIVE
(32,400 VPD)



CITY OF
SAN ANTONIO
TEXAS
13 MILES

WIEDERSTEIN ROAD
(1,932 VPD)

SCHERTZ35
BUSINESS PARK
• 3.5M+ SF
• 312 ACRES

ENTERPRISE
INDUSTRIAL PARK IV
• 250K+ SF

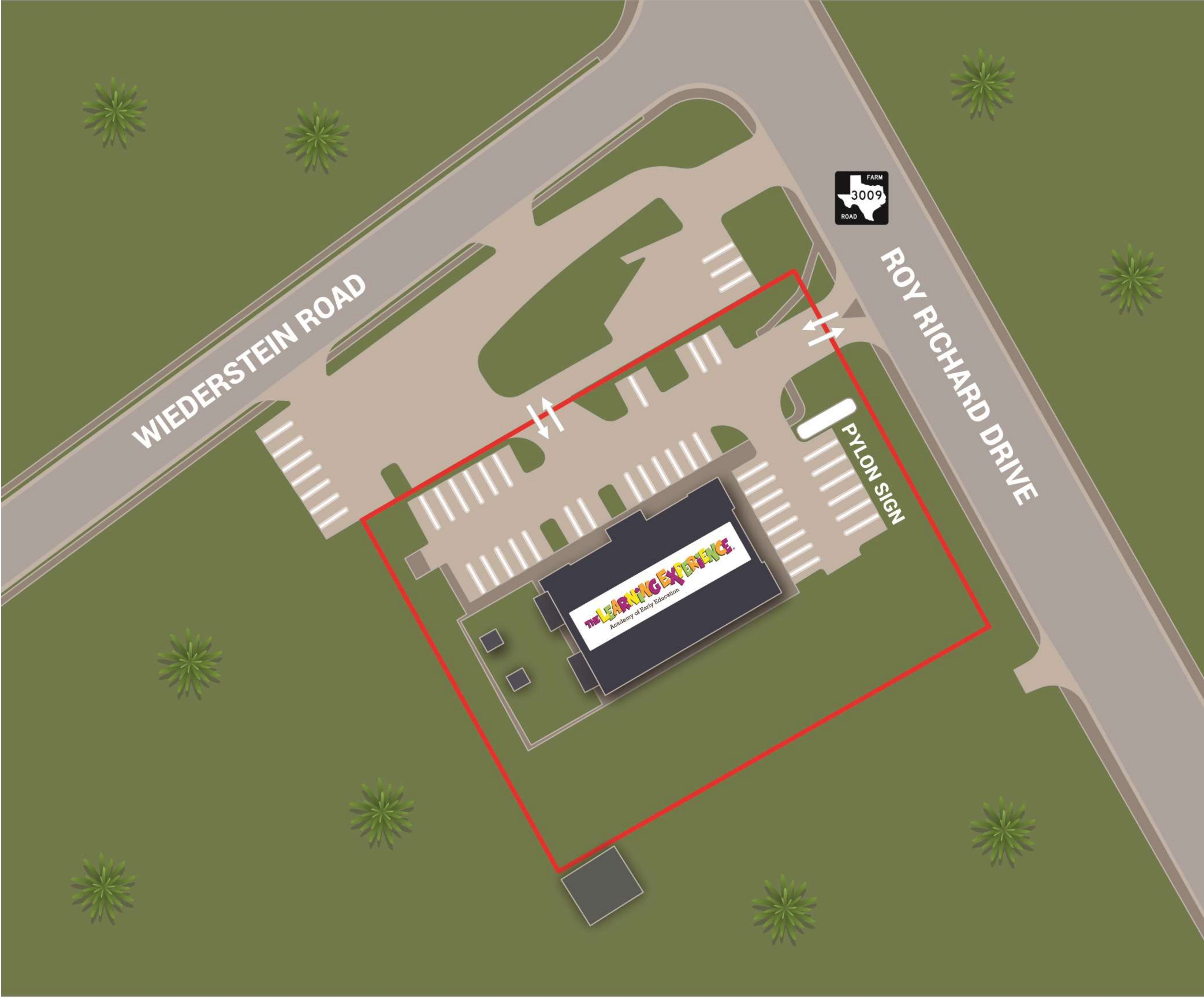
TRI-COUNTY
CROSSING
• 637K+ SF
• 6 BUILDINGS

DOERR LANE
INDUSTRIAL PARK
• 213K+ SF
• 15 ACRES

SITE OVERVIEW

THE LEARNING EXPERIENCE SCHERTZ, TX (SAN ANTONIO)

| | | |
|---|---------------|------------|
|  | Year Built | 2024 |
|  | Building Area | ±10,000 SF |
|  | Land Area | ±1.17 AC |



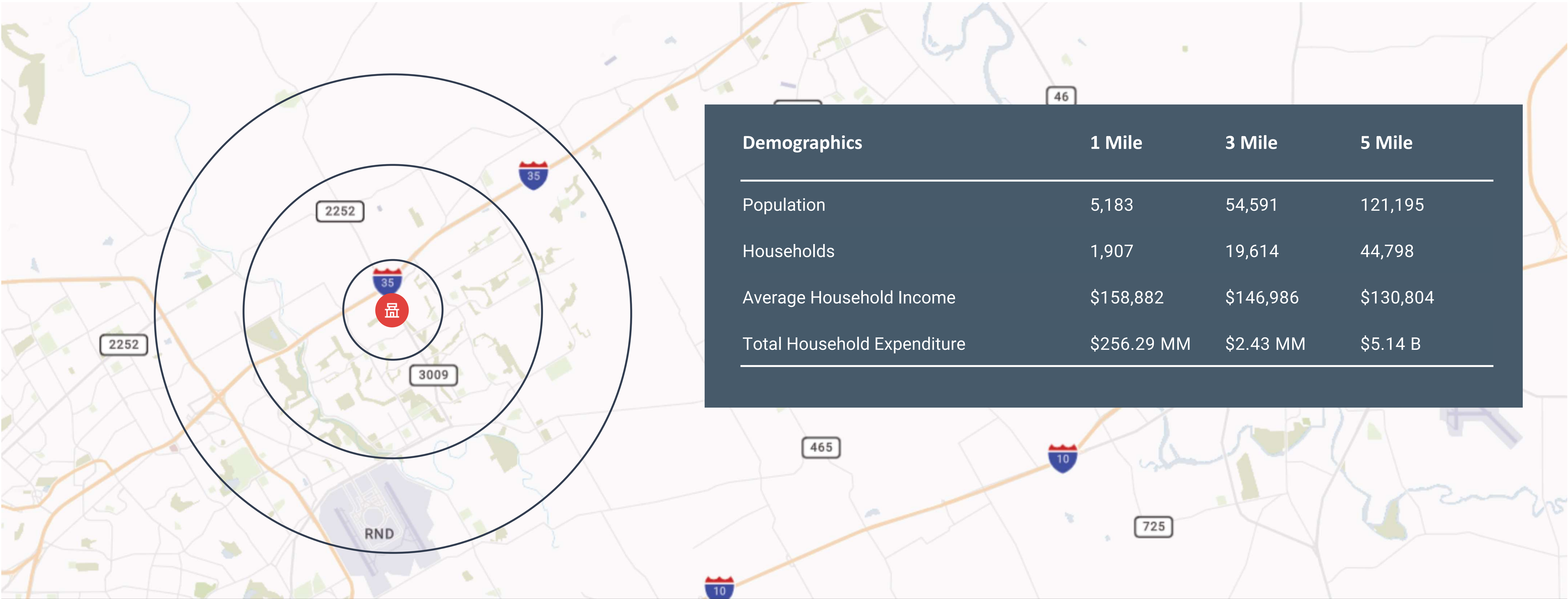
NEIGHBORING RETAILERS

- Walmart Supercenter
- Target
- Lowe’s
- The Home Depot
- H-E-B
- Ross Dress For Less
- Dillard’s
- Kohl’s
- Hobby Lobby
- Best Buy



LOCATION OVERVIEW

THE LEARNING EXPERIENCE SCHERTZ, TX (SAN ANTONIO)



SAN ANTONIO ECONOMIC DRIVERS (EMPLOYEES)

1.

Joint Base San Antonio (JBSA) - Lackland, Fort Sam & Randolph (82,639)
2.

H.E.B. Food Stores (20,000)
3.

United Services Automobile Association (18,100)
4.

City of San Antonio (14,500)
5.

Northside Independent School District (12,900)
6.

Methodist Healthcare System (12,000)
7.

North East Independent School District (8,208)
8.

University of Texas Health Science (7,930)
9.

San Antonio Independent School District (7,500)
10.

Baptist Health Systems (7,291)

LOCATION OVERVIEW

THE LEARNING EXPERIENCE SCHERTZ, TX (SAN ANTONIO)

Schertz

Texas (San Antonio)

43,500

Population

\$96,633

Median Household Income



Schertz, Texas, is a rapidly growing suburban city located northeast of San Antonio, spanning three counties:

Guadalupe, Bexar, and Comal. With a population of approximately 43,500 in 2024, it is one of the largest cities in the San Antonio metropolitan area.

Schertz is only 13 miles from Downtown San Antonio, making the city easily accessible down Interstate 35.

Known for its family-friendly atmosphere, excellent schools, and strong sense of community, Schertz attracts both families and businesses looking for a balance between suburban living and city convenience. The city boasts a well-developed infrastructure, a thriving local economy, and a diverse range of housing options, making it an appealing place to live.

Schertz offers a variety of parks, recreational activities, and annual events, including the popular SchertzFest, which celebrates the city's heritage with live music, food, and entertainment. The city also benefits from its strategic location near major highways like I-35 and I-10, providing easy access to San Antonio, Austin, and other surrounding areas. Its strong job market, bolstered by nearby military bases such as Randolph Air Force Base, along with a growing commercial sector, contributes to the city's economic stability. With its blend of small-town charm and modern amenities, Schertz continues to be a desirable destination for residents and businesses alike.

San Antonio, TX:

San Antonio, Texas, is a vibrant and historic city known for its rich cultural heritage, thriving economy, and diverse attractions. As the second-largest city in Texas, it boasts a population of over 1.4 million and serves as a major hub for tourism, military operations, and business. The city is home to iconic landmarks such as the Alamo, the scenic River Walk, and the historic missions, which highlight its deep Spanish and Mexican influences. San Antonio also offers a strong job market, driven by industries like healthcare, cybersecurity, and manufacturing, while being home to major military installations, including Joint Base San Antonio. With a warm climate, a strong sense of community, and a blend of modern amenities and historic charm, San Antonio remains one of Texas's most dynamic and welcoming cities.

Schertz is 13 Miles from Downtown San Antonio

SAN ANTONIO MSA

San Antonio is the 2nd Largest City in Texas by Population

2nd

IN THE NEWS

THE LEARNING EXPERIENCE SCHERTZ, TX (SAN ANTONIO)

San Antonio will continue to see population boom next year, real estate experts say

STEPHANIE KOITHAN, DECEMBER 20, 2024 (SAN ANTONIO CURRENT)

The U.S. Census recently named San Antonio the city with the biggest 2023 population growth. San Antonio's recent population boom shows no signs of slowing, according to the National Association of Realtors (NAR), which listed the metro among its top 10 "housing hotspots" for 2025.

The NAR, which didn't rank its "housing hotspots" in order, partly attributes the continued influx into San Antonio to interest rates here, which are lower here than the national average. The metro's interest rates recently hovered around 6.4%, compared to 7% nationally.

Thanks to an influx of 22,000 people in 2023, the U.S. Census Bureau named San Antonio the city with the biggest population boom that year.

"Borrowers in San Antonio were able to secure mortgage rates well below the national average in 2023, at 6.4%," the NAR report reads. "This suggests that buyers in the area benefit from a combination of local market dynamics that lead lenders to assess lower risk in this area." The study also credits increased opportunity in the Alamo City with the population growth.

"Additionally, San Antonio has experienced one of the strongest rates of job creation since pre-pandemic levels, which continues to draw new residents to the area," the analysis states. Within the report, San Antonio was grouped with New Braunfels in what the NAR refers to as the "Texas Triangle." Both spots are trending similarly for the new year. The NAR predicts that rates will create favorable conditions for buyers in the coming year, enticing more to buy both locally and nationally. In 2024, 3.96 million people bought homes nationally, an increase from 3.85 million the year before, according to the association's estimates.

EXPLORE ARTICLE

Major San Antonio development projects capitalize on growth

PARKS KUGLE, NOVEMBER 01, 2024 (COMMUNITY IMPACT)

San Antonio City Manager Erik Walsh discussed development projects planned throughout San Antonio during the Nov. 1 North San Antonio Chamber of Commerce Economic Development Symposium at Estancia Del Norte.

During opening remarks, Walsh said San Antonio is the fastest growing large city in the country, and city officials are working to capitalize on this growth. "There is a lot of demand, and how that plays out over the next six, 12, 18 months is going to be very critical in terms of what the [upcoming] city budget is," Walsh said.

According to San Antonio International Airport, the project will build a new terminal, renovate Terminal A, and upgrade and improve the airfield and roadways.

Additionally, Walsh said plans for a 500-space parking garage have been expanded to a 1,500-car parking garage, with a transportation center for Uber, Lyft, taxis and hotel buses.

"[City officials] just commissioned a recent economic development impact analysis of the airport, [which gives a] \$7.4 million regional impact to this area, and is a huge driver of the economy here in San Antonio," Walsh said.

The second project discussed is the Advanced Rapid Transit project, which is a public transportation system, using dedicated lanes outside of regular traffic. The VIA Green Line will connect points from the north and south sides. The second portion, the VIA Silver Line, will connect the east and west sides. One feature the VIA ART system will offer is off-board fare collection options for faster boarding.

EXPLORE ARTICLE



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TEXAS DISCLAIMER

THE LEARNING EXPERIENCE SCHERTZ, TX (SAN ANTONIO)

Approved by the Texas Real Estate Commission for Voluntary Use

Texas law requires all real estate licensees to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

Information about brokerage services

Before working with a real estate broker, you should know that the duties of a broker depend on whom the broker represents. If you are a prospective seller or landlord (owner) or a prospective buyer or tenant (buyer), you should know that the broker who lists the property for sale or lease is the owner's agent. A broker who acts as a subagent represents the owner in cooperation with the listing broker. A broker who acts as a buyer's agent represents the buyer. A broker may act as an intermediary between the parties if the parties' consent in writing. A broker can assist you in locating a property, preparing a contract or lease, or obtaining financing without representing you. A broker is obligated by law to treat you honestly.

If the broker represents the owner

The broker becomes the owner's agent by entering into an agreement with the owner, usually through a written – listing agreement, or by agreeing to act as a subagent by accepting an offer of subagency from the listing broker. A subagent may work in a different real estate office. A listing broker or subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first. The buyer should not tell the owner's agent anything the buyer would not want the owner to know because an owner's agent must disclose to the owner any material information the owner knows.

If the broker represents the buyer

The broker becomes the buyer's agent by entering into an agreement to represent the buyer, usually through a written buyer representation agreement. A buyer's agent can assist the owner but does not represent the owner and must place the interests of the buyer first. The owner should not tell a buyer's agent anything the owner would not want the buyer to know because a buyer's agent must disclose to the buyer any material information known to the agent.

If the broker acts as an intermediary

A broker may act as an intermediary between the parties if the broker complies with The Texas Real Estate License Act. The broker must obtain the written consent of each party to the transaction to act as an intermediary. The written consent must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. The broker is required to treat each party honestly and fairly and to comply with The Texas Real Estate License Act. A broker who acts as an intermediary in a transaction:

- Shall treat all parties honestly
- May not disclose that the owner will accept a price less than the asking price
- Submitted in a written offer unless authorized in writing to do so by the owner;
- May not disclose that the buyer will pay a price greater than the price submitted in a written offer unless authorized in writing to do so by the buyer; and
- May not disclose any confidential information or any information that a part specifically instructs the broker in writing not to disclose unless authorized in writing to disclose the information or required to do so by The Texas Real Estate License Act or a court order or if the information materially relates to the condition of the property.

With the parties' consent, a broker acting as an intermediary between the parties may appoint a person who is licensed under The Texas Real Estate License Act and associated with the broker to communicate with and carry out instructions of one party and another person who is licensed under that Act and associated with the broker to communicate with and carry out instructions.