

**Subject Property**

Offering Memorandum

# Accelerated Learning Solutions

Sanford, FL (Orlando MSA)



**Brand New, 15-Year Lease  
With 2, 5-Year Tenant  
Renewal Options**



**10% Rent Increases Every 5  
Years Throughout Base Term  
and Option Periods**



**ALS has 15 Schools in  
Florida, Three in North  
Carolina and One in Georgia**



**Part of the Orlando Metro  
Area, One of the Largest and  
Fastest Growing Areas in FL**



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# Marcus & Millichap

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Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any net leased property to determine to your satisfaction with the suitability of the property for your needs.

Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this net leased property.





### Overview

4243 North Highway 17-92, Sanford, FL 32773

<b>Price:</b>	<b>\$2,300,000</b>
<b>Cap Rate:</b>	<b>7.00%</b>
Rentable Square Feet:	12,380
Annual Rent:	\$160,944
Price PSF:	\$185.78
Parking Spaces:	50
Land Area:	1.93 Acres
Year Built/Renovated:	2008/2021

### Lease Summary

Tenant:	Accelerated Learning Solutions
Website:	<a href="http://www.ALS-education.com">www.ALS-education.com</a>
Lease Guarantor:	ALS Education, LLC
Lease Type:	NN
Lease Term:	15 Years
Option Periods:	2, 5-Year Options
Rent Increases:	10% Every 5 Years
Roof & Structure:	Landlord
Commencement:	8/15/2021
Lease Expiration:	8/14/2036

### New, 15-Year, NN Lease

- Brand New, 15-Year, Double Net (NN) Lease With Two, Five-Year Tenant Renewal Options
- 10 Percent Rent Increases Every Five Years Throughout Base Term and Option Periods
- 12,380 Square Feet of Space With Easy Access from Signalized Intersection
- All Air Conditioning Units Have Been Replaced and Roof Repairs Recently Completed

### Accelerated Learning Solutions

- ALS has 15 Schools in Florida, Three in North Carolina and One in Georgia - Currently Operating Five in the Orlando Area
- This Location is Focused on High School Grades 9-12
- Target Enrollment for FY22 is More Than 280 Students With Onsite Staff of Approx. 13 Positions
- ALS Works in Partnership With Non-Profit Charter School Boards to Help Students Improve Their Academic Preparation and Acquire 21st Century Competencies

Rent Schedule

Base Term	Annual	Rent PSF	Cap Rate
Lease Years 1-5:	\$160,944	\$13.00	7.00%
Lease Years 6-10:	\$177,036	\$14.30	7.70%
Lease Years 11-15:	\$194,736	\$15.73	8.47%

Option Periods	Annual	Rent PSF	Cap Rate
Option 1, Years 16-20:	\$214,210	\$17.30	9.31%
Option 1, Years 21-25:	\$235,630	\$19.03	10.24%



# ELEVATION

HIGH SCHOOL









### Strong Demographics in a Growing Area

- National Surrounding Retailers Include Publix, Walgreens, CVS, Walmart Supercenter, Lowe's, Ross, Pep Boys, GameStop, Wawa, RaceTrac, Dunkin' Donuts, KFC, Wendy's, Pizza Hut, Papa John's Pizza and Many More
- Located on U.S. Highway 17-92, With a Traffic Count of More Than 32,500 Vehicles Per Day, and Just off Ronald Reagan Boulevard With 23,000 Vehicles Daily
- Directly Across the Street from Seminole State College of Florida - Sanford Campus, With an Enrollment of More Than 32,000 Students and 800 Faculty and Staff
- Down the Street From the Subject Property Sits a 100-Acre Parcel Planned For Eventual Redevelopment
- Three Miles from Southern Technical College of Sanford, a Small, Private College With an Enrollment of More Than 1,340 and Main Campus in Orlando
- Less Than Four Miles from Orlando Sanford International Airport, One of Two Airports Serving the Orlando Area
- Directly Behind the Subject Property is Reagan Pointe Townhomes, a Gated Community of 46 Homes
- 23 Miles from Orlando International Airport



**4243 North Highway 17-92**  
**Sanford, Florida 32773**

### Subject Property Interior



### Part of the Orlando Metro Area

- 17 Miles North of Orlando, 43 Miles Southwest of Daytona Beach
- Part of the Orlando Metro Area – One of the Largest and Fastest Growing Areas in Florida
- Orlando Area is Best Known for its Tourism Industry, Which Attracts Millions of Visitors Annually
- Greater Orlando Metro Area has a Population of More Than 2.4 Million Residents
- Within Driving Distance to Major Theme Parks
  - » Universal Studios Orlando – 25 Miles
  - » SeaWorld Orlando – 30 Miles
  - » Walt Disney World – 33 Miles







**Accelerated Learning Solutions (ALS)** is a professional, full-service school management company. Their services are proven and have helped their partners achieve their vision with extraordinary results. In addition to the Subject Property in Sanford, ALS works at 15 schools in Florida, three in North Carolina and one in Georgia.

ALS is made up of school managers, educators, financing experts, marketing professionals and school facility planners who approach these challenges with an emphasis on understanding their customer's needs and assuring regulatory compliance.

The planning and execution of services is extensive and thorough – as a result, ALS has achieved market-leading results for school partners in some of the most challenging situations. During the planning, school activation and on-going school operations they can support your needs. Their ability to translate a vision into the realities of budgets, student enrollment, instructional methods and student success has been demonstrated in a number of partnerships.

ALS offers school districts and charter school boards a number of services, including a teacher-directed, self-paced and technology-enhanced dropout prevention and recovery program that helps students stay in school and re-enrolls students who have dropped out and want to return to school.

Their programs integrate innovative instructional methods, social services and career readiness planning with the leadership and support from caring, competent adults. The result - each student has the opportunity to earn a high school diploma and realize postsecondary success.



*ALS services help raise the quality of your community's workforce by building 21st century competencies for at-risk students.*

[als-education.com](http://als-education.com)

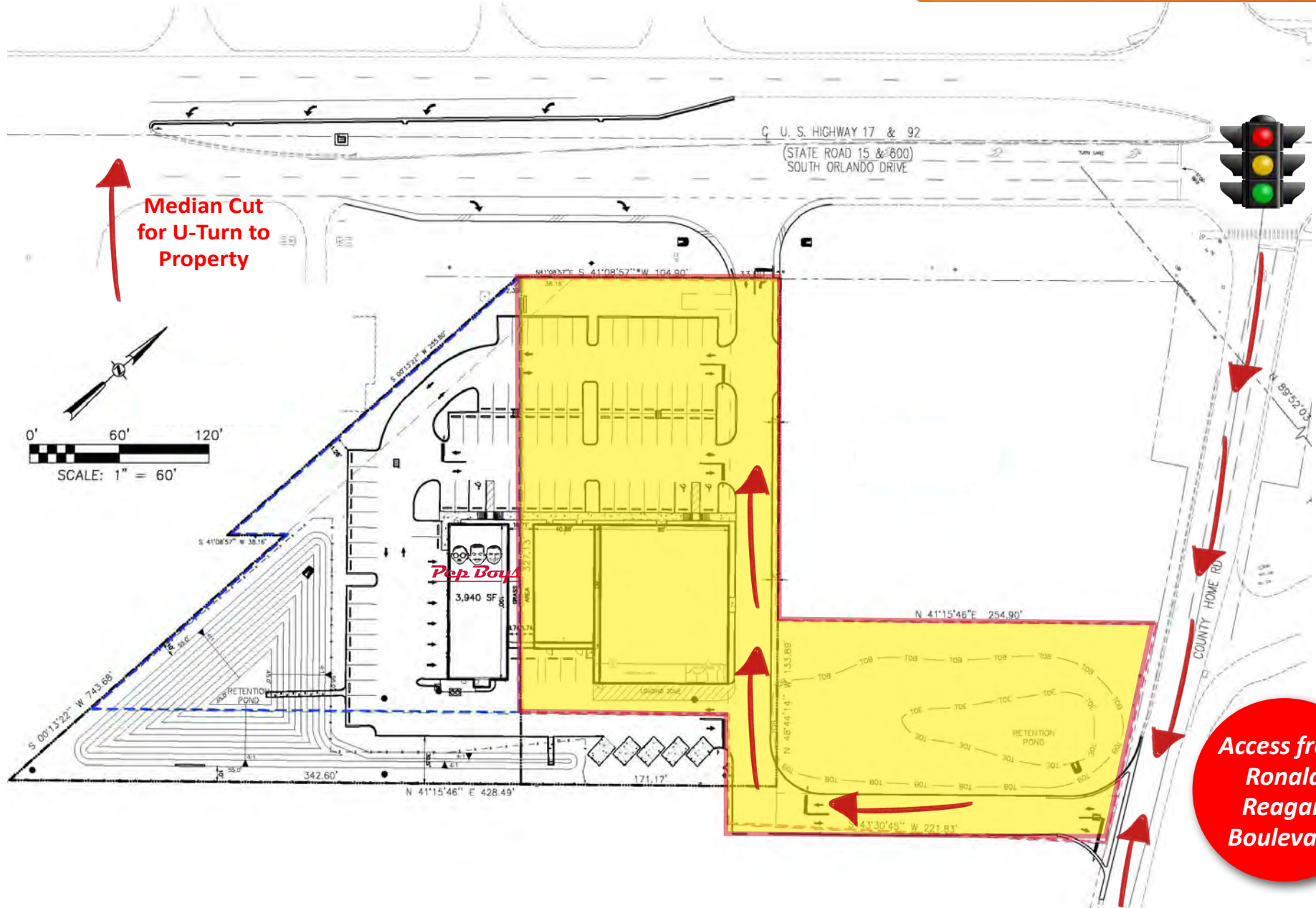


There's more to building a great school than bricks and mortar. To achieve the vision and objectives of the founders, ALS evaluates the school property, local building codes, construction permitting and other compliance requirements.

Accelerated Learning Solutions will help create a real asset in the community – an attractive, functionally efficient and regulatory-compliant learning center for students.

***ALS has 15 Schools in Florida, Currently  
Operating 5 in the Orlando MSA –  
Including Orlando (3), Winter Park (1)  
and Apopka (1)***









Seminole County  
Municipal  
Complex  
4,560 Employees



32,500  
Daily

  
**SEMINOLE  
STATE  
COLLEGE**  
32,771 Students  
804 Staff

**Wawa**

**Race  
Trac**

U.S. Highway 17-92 / South Orlando Drive

  
**Pep Boys**

 **ALS**  
Accelerated Learning Solutions

Reagan Pointe  
Townhomes

Former Flea Market Site  
100 Acres For Future  
Development

Ronald Reagan Boulevard

23,000  
Daily

Population  
Over 154,000  
Within Five  
Miles of  
Property





Adjacent to  
Subject Property

SURROUNDING AREA



Less Than 1/3 Mile From  
Subject Property







**SURROUNDING AREA**

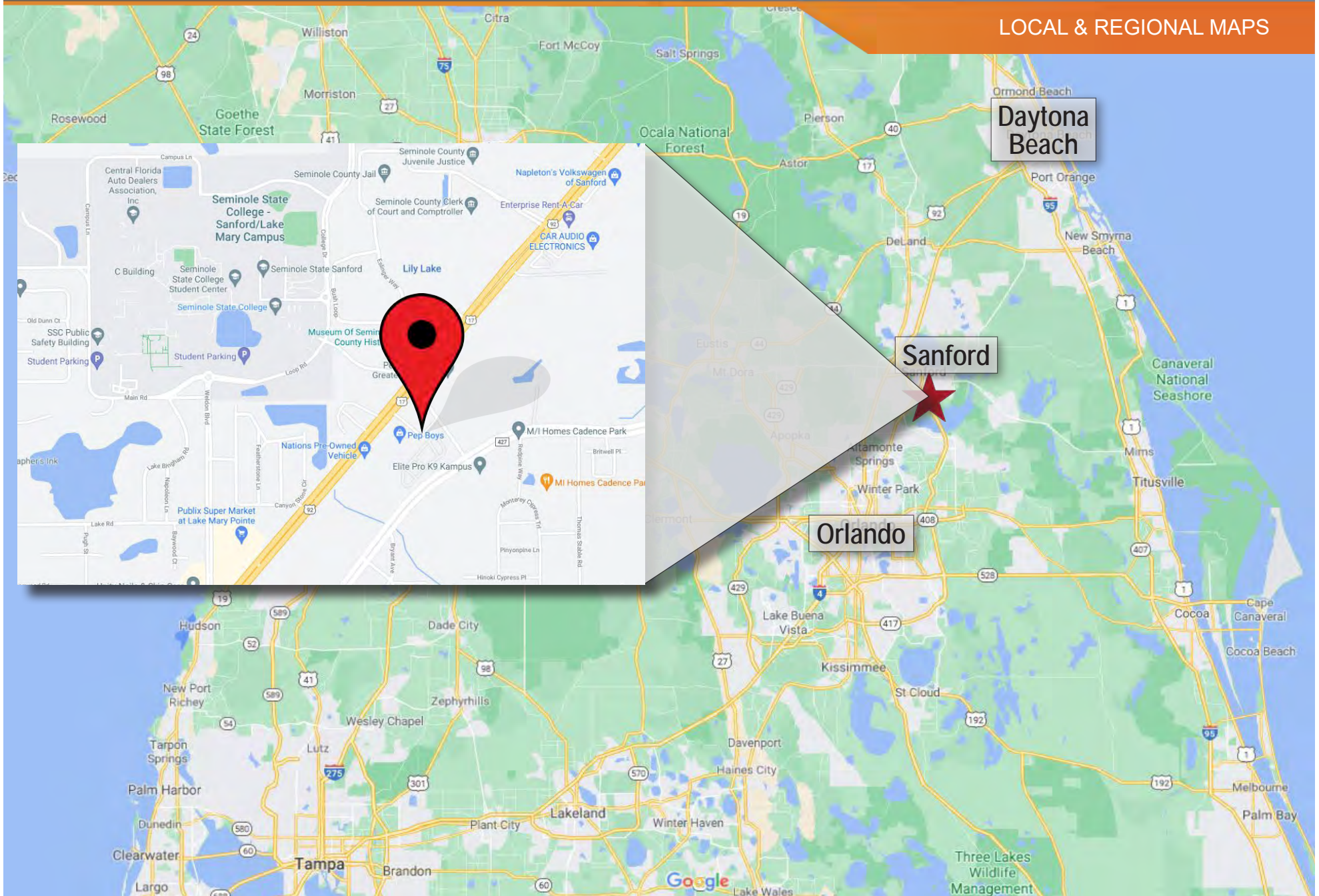


**Directly Behind  
Subject Property**





## LOCAL & REGIONAL MAPS





## ORLANDO OVERVIEW

A warm climate and a favorable tax structure attract visitors, employers and residents to the region. The metro is among the largest and fastest growing in Florida, with a population of 2.5 million residents. It is also one of the nation's most popular tourist destinations with roughly 75 million visitors annually. The Orlando metro encompasses four counties: Osceola, Orange, Seminole and Lake, covering more than 4,000 square miles in central Florida. There are numerous lakes scattered across the region and the topography is generally flat with few impediments to development. Orlando is the area's largest city, approaching 285,000 residents, followed by Kissimmee and Sanford, each with less than 100,000 residents.

### METRO HIGHLIGHTS



#### ECONOMIC DIVERSITY

While Orlando's economy has strong business and professional services as well as tourism components, distribution, high-tech, defense contracting and healthcare also are prevalent.



#### PRO-BUSINESS ENVIRONMENT

Florida has low state and local taxes in addition to no state personal income tax, attracting businesses to the region.



#### JOB AND POPULATION GROWTH

Orlando's population is expected to increase by 212,000 people over the next five years, as job gains outpace the national average.



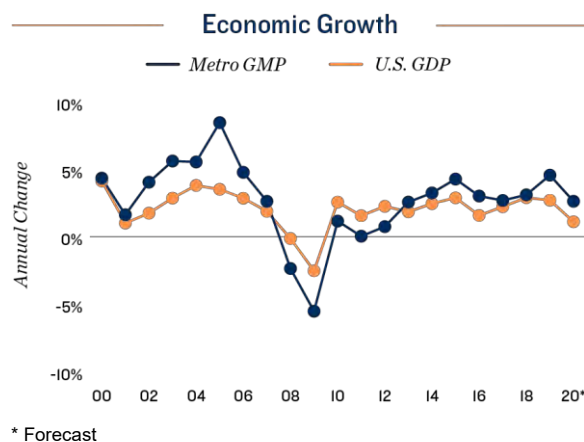


## ECONOMY

- Key industries in the region include aerospace and defense systems, modeling, simulation and training, digital media, tourism, and biotechnology.
- The metro is transforming into a digital media hub, housing hundreds of media companies.
- Orlando is a top vacation and business convention destination and is home to theme parks and tourist attractions, which support retail sales and a large hospitality sector.
- The local life sciences, biotech and medical technology industries are growing. Lake Nona Medical City is a 650-acre health and life sciences park located in the metro.

### MAJOR AREA EMPLOYERS

Walt Disney World Co.
AdventHealth Orlando
Publix Super Markets Inc.
Universal Orlando
Orlando Health
Busch Entertainment Corp.
Lockheed Martin Corp.
Marriott International
Darden Restaurants Inc.
Starwood Hotels & Resorts Worldwide Inc.



## MARKET OVERVIEW



## SHARE OF 2019 TOTAL EMPLOYMENT



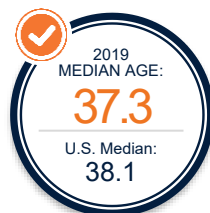




## DEMOGRAPHICS

- The metro is expected to add nearly 212,000 people over the next five years and during this period roughly 83,200 households will be formed.
- A median age below the U.S. median contributes to a homeownership rate of 54 percent, which is slightly below the national rate.
- Millennials, those in the cohort of 20- to 34-year-olds, comprise 22 percent of the population, slightly above the U.S. level of 21 percent.

### 2019 Population by Age



## QUALITY OF LIFE

Orlando residents enjoy a remarkable quality of life, highlighted by a sunny climate, professional sports teams, outdoor recreational activities, cultural venues, world-famous attractions and beaches nearby. The region offers healthcare facilities and exceptional community services such as Orlando Regional Medical Center and AdventHealth Orlando. Cultural opportunities are offered at the Dr. Phillips Center for the Performing Arts, Orlando Repertory Theatre, the Opera Orlando, the Orlando Ballet and the Bach Festival Society. Amway Center in downtown is the Orlando Magic's arena. Large educational institutions in the area include the University of Central Florida and Valencia Community College.



## SPORTS



## EDUCATION



VALENCIA COLLEGE



## ARTS & ENTERTAINMENT





## DEMOGRAPHICS

POPULATION	1 MILE	3 MILES	5 MILES
2010 Population	3,971	51,183	137,424
2020 Population	4,364	57,636	154,530
2025 Population	4,546	60,579	161,738
2020 Male Population	2,439	28,060	74,602
2020 Female Population	1,925	29,576	79,928
2020 Median Age	40.2	37.7	38.7

RACE & ETHNICITY	1 MILE	3 MILES	5 MILES
American Indian, Eskimo	0.3%	0.5%	0.5%
Asian	3.7%	4.6%	4.7%
Black	12.2%	13.6%	15.9%
Hawaiian/Pacific Islander	0.1%	0.1%	0.1%
White	80.0%	71.6%	70.2%
Other	1.8%	5.9%	5.0%
Multi-Race	2.0%	3.7%	3.6%
Hispanic Ethnicity	11.5%	25.0%	22.7%
Not of Hispanic Ethnicity	88.5%	75.0%	77.3%

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2010 Households	1,229	19,112	53,103
2020 Households	1,390	21,647	59,994
2025 Households	1,472	22,890	63,339

HOUSEHOLD INCOME	1 MILE	3 MILES	5 MILES
2010 Avg Household Income	\$92,444	\$71,240	\$72,378
2020 Avg Household Income	\$113,604	\$80,418	\$82,884
2025 Avg Household Income	\$123,398	\$88,037	\$91,123
2010 Med. Household Income	\$68,385	\$54,807	\$54,154
2020 Med. Household Income	\$81,661	\$62,406	\$62,376
2025 Med. Household Income	\$88,744	\$68,937	\$69,378
2010 Per Capita Income	\$31,156	\$26,876	\$28,125
2020 Per Capita Income	\$38,491	\$30,448	\$32,318
2025 Per Capita Income	\$42,169	\$33,499	\$35,818



Click to View in  
Google Maps





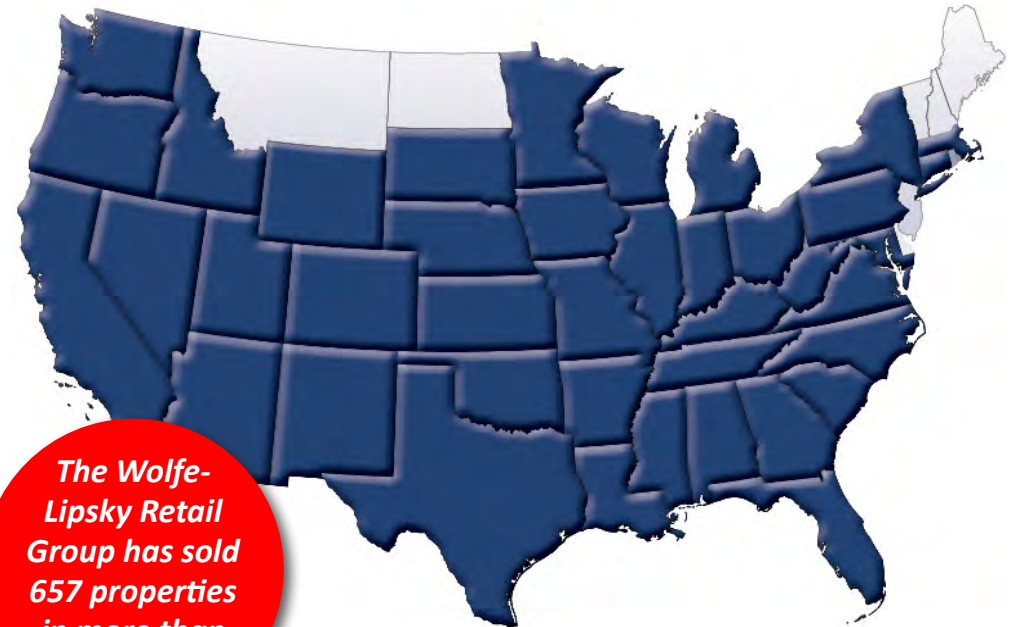
# Marcus & Millichap

## WOLFE-LIPSKY RETAIL GROUP

The Wolfe-Lipsky Retail Group of Marcus & Millichap specializes in the sale of single-tenant properties and shopping centers and has successfully assisted clients in selling 657 separate commercial properties, with 339 in Florida and a market value exceeding \$1.85 billion. Having closed sales in more than 40 states, our track record is evidence that we are one of the premier brokerage teams in the United States.

With our experience and background in various fields such as law and finance, we have proved to be invaluable to our clients, earning their trust and exceeding their expectations while best assisting them in their real estate transactions.

For more about the Wolfe-Lipsky Retail Group or to view all of our available listings, visit [www.WolfeRetailGroup.com](http://www.WolfeRetailGroup.com)



**The Wolfe-Lipsky Retail Group has sold 657 properties in more than 40 states**

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*Marcus & Millichap has been a pioneer in the real estate investment industry and has established a reputation for maximizing value for its clients while fostering long-term relationships built on integrity, trust and service. The company has perfected a powerful system for marketing properties that combines investment specialization, local market expertise, the industry's most comprehensive research, state-of-the-art technology, and relationships with the largest pool of qualified investors. Marcus & Millichap also offers clients access to the most competitive real estate financing through Marcus & Millichap Capital Corporation (MMCC), which maintains relationships with the industry's leading national, regional and local lenders.*



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