

GUIDEPOST MONTESSORI - 20 YR CORP

5455 HARPERS FARM ROAD, COLUMBIA, MD 21044 (WASHINGTON D.C & BALTIMORE MSA)

- » 153 UNIT CORPORATE MONTESSORI OPERATOR
- » 20 YEAR CORPORATE LEASE
- » AVG. HOUSEHOLD INCOME EXCEEDS \$167,000 WITHIN A 5-MILE RADIUS



GUIDEPOSTMONTESSORI.COM



22,275 STUDENTS

HARPER'S CHOICE MIDDLE SCHOOL

WILDE LAKE MIDDLE SCHOOL



HARPER HOUSE APARTMENT BUILDING



TOP 23% WITHIN 15 MILES & TOP 17% IN STATE

BRAIN 50+ CENTER

McDonald's

CEDAR PLACE APARTMENTS



COLUMBIA SPORTSPARK



OFFERING MEMORANDUM

Marcus & Millichap

A Mature B-W Corridor Location

BALTIMORE



COLUMBIA

175

29

95

FORT MEADE

100

BALTIMORE/WASHINGTON INTERNATIONAL THURGOOD MARSHALL AIRPORT

WASHINGTON D.C.



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**HARPER'S CHOICE
MIDDLE SCHOOL**

**LONGFELLOW
ELEMENTARY
SCHOOL**

361 STUDENTS
**BRYANT WOODS
ELEMENTARY
SCHOOL**

★ macy's The Cheesecake Factory
NORDSTROM
BARNES & NOBLE THEATRES
PF. CHANG'S carter's
JCPenney H&M
Seasons 52 FRESH GRILL | WINE BAR
SHAKE SHACK

THE MALL IN COLUMBIA

**OLD CEDAR LANE
HEAD START
KINDERGARTEN**

The UPS Store
SMOOTHIE KING Starbucks CVS pharmacy

SAFeway
McDonald's PAPA JOHN'S

**SWANSFIELD
ELEMENTARY
SCHOOL**

592 STUDENTS

**WILDE LAKE
MIDDLE SCHOOL**

JOHNS HOPKINS
Howard County Medical Center

**WHOLE
FOODS
MARKET**

**HOWARD
COUNTY FIRE
AND RESCUE**

MERRIWEATHER POST PAVILION

**MOUNT PISGAH
AFRICAN METHODIST
CHURCH**

**HOWARD
COMMUNITY COLLEGE**

22,275 STUDENTS



Executive Summary

5455 Harpers Farm Road, Columbia, MD 21044

FINANCIAL SUMMARY

Price	\$4,995,000
Cap Rate	7.25%
Building Size	5,468 SF
Net Cash Flow	7.25% \$362,100
Year Built / Remodeled	1979 / 2023
Lot Size	0.67 Acres

LEASE SUMMARY

Lease Type	Triple-Net (NNN) Lease
Tenant	Guidepost A, LLC
Guarantor	Higher Ground Education, Inc
Roof & Structure	Landlord Responsible
Lease Commencement Date	May 1, 2025 ⁽¹⁾
Lease Expiration Date	August 31, 2044
Lease Term Remaining	+/- 19 Years
Rental Increases	2% Annually
Renewal Options	4, 5 Year Options ⁽²⁾

Footnote:

⁽¹⁾ Rent Commencement Date is 5/1/2025. Seller to credit buyers pro-rated share if Close of Escrow Occurs Prior to Rent Commencement Date

⁽²⁾ First Option is equal to the greater of Fair Market Rent or 102% of the base rent of the last year of the initial term



ANNUALIZED OPERATING DATA

Lease Years	Annual Rent	Cap Rate
Year 1	\$362,100.00	7.25%
Year 2	\$369,342.00	7.39%
Year 3	\$376,728.84	7.54%
Year 4	\$384,263.42	7.69%
Year 5	\$391,948.69	7.85%
Year 6	\$399,787.66	8.00%
Year 7	\$407,783.41	8.16%
Year 8	\$415,939.08	8.33%
Year 9	\$424,257.86	8.49%
Year 10	\$432,743.02	8.66%
Year 11	\$441,397.88	8.84%
Year 12	\$450,225.84	9.01%
Year 13	\$459,230.35	9.19%
Year 14	\$468,414.96	9.38%
Year 15	\$477,783.26	9.57%
Year 16	\$487,338.93	9.76%
Year 17	\$497,085.70	9.95%
Year 18	\$507,027.42	10.15%
Year 19	\$517,167.97	10.35%

Average Rent Over Term	\$435,293
Blended Cap Rate	8.71%
Total Return	7.25% \$362,100

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THE MALL IN COLUMBIA

JOHNS HOPKINS
 HOWARD COUNTY MEDICAL CENTER

HOWARD
 COMMUNITY COLLEGE
 22,275 STUDENTS

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 MIDDLE SCHOOL**

**HARPER'S CHOICE
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 athletic clubs

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bp

**COLUMBIA
 SPORTSPARK**

guidepost
 montessori

Menendez & Rob
 BANK OF AMERICA

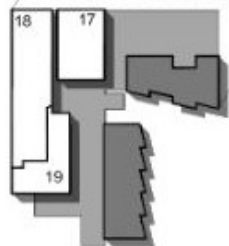


Property Site Plan

Cedar Lane School and
Harpers Choice Middle School



Second
Floor



Property Description



INVESTMENT HIGHLIGHTS

- » **Brand New 20 Year Triple-Net (NNN) Lease**
- » Guidepost, the largest Montessori operator in the U.S. with 150+ locations
- » **Two Percent Annual Rental Increases with Renewal Options**
- » Outparcel to a Highly Trafficked Safeway, ranked in the top 23% of grocery stores visited within 15 miles, and top 17% in Maryland per Placer AI
- » **Lease guaranteed by Higher Ground Education (HGE), a corporate school operator with significant financial backing and an executive team with 20+ years of experience**
- » Average Household Income Exceeds \$167,000 within a Five-Mile Radius
- » **151,853 Residents within a Five-Mile Radius**
- » More Than 10,000 Cars per Day along Harpers Farm Rd
- » **Located Near Columbia SportsPark, Columbia Choice Playground, Safeway, McDonald's, Dunkin' and Subway**



DEMOGRAPHICS

1-mile

3-miles

5-miles

Population

2028 Projection	14,949	64,355	155,268
2023 Estimate	14,713	62,333	151,853
Growth 2023 - 2028	1.60%	3.24%	2.25%

Households

2028 Projections	6,416	26,159	60,072
2023 Estimate	6,280	25,204	58,488
Growth 2023 - 2028	2.16%	3.79%	2.71%

Income

2023 Est. Average Household Income	\$129,465	\$154,441	\$167,743
2023 Est. Median Household Income	\$87,121	\$108,389	\$120,043

Tenant Overview



150+
Locations



2016
Founded



LAKE FOREST, CA
Headquarters



GUIDEPOSTMONTESSORI.COM
Website

Guidepost Montessori is the world's largest Montessori network with over 150 schools across the United States, Europe, and Asia. Guidepost provides a unique, holistic, childcentered education for children ages 0 to 12. The curriculum promotes independence, creativity, and a love for learning, where children learn to read, write, and think mathematically years ahead of their peers. Founded on the principles of Montessori education, Guidepost Montessori aims to nurture a child's natural curiosity and foster independence, critical thinking, and a lifelong love of learning. They offer both in-person and virtual Montessori options for families who may not have access to a physical school nearby.

Higher Ground, Inc., the parent company of Guidepost Montessori, is modernizing the Montessori movement and enabling children across the world to grow into successful adults. Higher Ground Education was founded by a small team of educators and business leaders and is now the largest and fastest-growing private operator of Montessori Schools in the U.S. Its network of schools is now over 150, with 40+ school growth rate per year and a development pipeline of \$1 billion over the next 5 years.

Property Photos



Location Overview



Columbia has been recognized as one of the country's finest communities. It has been named in the top 10 of Money magazine's "100 Best Places to Live" list numerous times over the past decade, as well as on CNN's "Best Places to Live in America" list. Success for the area is attributed to exceptional safety, availability of activities, economic growth and development, and multicultural population. The initial developer of the Columbia area, James W. Rouse, designed it in 1967 to be one of the first planned communities in the United States. Today it is a thriving city model where all residents have easy access to shops, schools, and open space. The area is known for its sidewalks throughout the city, making it easy to walk or bike from work to school and to home.

With Rouse's model for Columbia, there is not an immense amount of commercially zoned land, and where there is commercial zoning, most of those clusters have setbacks. Buildings often have buffers, making them less visible from the roads, and the architecture of the buildings is important. These factors have made the area relatively restrictive for any new development or redevelopment. Furthermore, these barriers have drawn institutional investors to the region. Most notably, KIMCO has a massive amount of ownership in Columbia.

The Columbia region is generally characterized as a suburb of Washington, DC and Baltimore, MD along Interstate-95. Its accessibility to I-95 is of immense benefit for access to points north and south, as well as the regional Amtrak station at nearby BWI Airport. It is a middle-income market, with an average household income right around \$150,000. This makes it an ideal location for a daycare use. In contrast the average household income in the greater Washington-Baltimore region is \$108,000.

The location falls within one-mile of the nearest elementary school and one-half-mile of the nearest middle school, making the commute for parents easy with older children. The interconnectivity of this site with Harpers Choice Village Center, a Safeway-anchored neighborhood shopping center owned by KIMCO, also adds to the desirability of this location for parents using this daycare facility. There are more than 14,700 people living in a 1-mile radius and over 60% have a bachelor's degree. The average age around 38 years old. This is a prime demographic for daycare. Columbia is well-connected by major highways, including Interstate 95, Interstate 295, and Route 29, making it a central hub for commuters traveling to either Baltimore or Washington, D.C.

[exclusively listed by]

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Brian Hosey

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