



Proposed The Learning Experience | +/- 10,000 SF
Approved Site Plan | Building Permit Pending Approval

Proposed 8,000 SF Retail/Office

+/- 2,000-8,000 SF Available
For Lease, Ground Lease, or Build-to-Suit



W W.T. Harris Blvd
44,500+ VPD

IN-PLACE NATIONAL DAYCARE LEASE | BUILD-TO-SUIT OPPORTUNITY | ADDITIONAL RETAIL/OFFICE PAD AVAILABLE

FOR SALE & LEASE

DUAL-PAD DEVELOPMENT SITE | 3.07 AC

Offering Memorandum • 8620 RESEARCH DR, CHARLOTTE, NC 28262



EXCLUSIVELY OFFERED BY:

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INVESTMENT SUMMARY

3.07 AC • Dual-Pad Development Site

8620 Research Dr, Charlotte, NC 28262

PRICE	Contact Broker for Pricing & Lease Rate
ZONING	CAC-1(EX) (Community Activity Center 1)
PERMITS	Pending Approval (Estimated Dec. 2025)
APN	4714118
PROPOSED BUILDINGS	Two (2)
UTILITIES	All Utilities Available to Site
OFFICE/RETAIL PROPOSED GLA	8,000 SF
DAY CARE PROPOSED GLA	10,000 SF
DAY CARE TENANT	The Learning Experience (TLE)
AVAILABILITY	2,000-8,000 SF Proposed Retail/Office (Available for Lease, Ground Lease, or Build-to-Suit)



* Seller open to subdividing parcel and selling the two building pads individually.

** Please refer to pages 8 & 9 for site plans.

*** Contact Broker for more information on the retail/office availability and access to the due diligence folder.

THE OFFERING

Northmarq, as exclusive agent, is pleased to present to qualified investors the opportunity to acquire the fee simple interest the development site located at 8620 Research Drive in Charlotte, North Carolina. Totalling 3.07 acres, the property is pending site plan and building permit approval for a day care facility and a future office/retail building. The single-tenant day care will total approximately 10,000 square-feet, and is fully leased to The Learning Experience on a 15-year modified NNN lease with 12% rent increases every 5 years, and two, 5-year renewal options. The tenant is a strong, national day care operator with over 600 locations. The site sits at a signalized intersection with direct access to W.T. Harris Boulevard (44,500+ VPD), across from Wells Fargo's Customer Information Center, IBM Innovation Park, and several regional headquarters.

Nearby demand drivers include Atrium Health University City (130 beds), The Shoppes at University Place, UNC Charlotte (31,000+ students), and Griffith Lakes, a 400-acre residential development with over 780 homes. University Research Park spans 2,600 acres and includes more than 75 companies and 20,000 employees. The submarket benefits from direct rail access to Uptown via the LYNX Blue Line and continues to attract major institutional investment. Recent expansions by TIAA, Centene, and Allstate reflect sustained demand across healthcare, tech, and finance.

INVESTMENT HIGHLIGHTS



Prime Investment Opportunity

Prime Investment Opportunity | The Learning Experience Day Care Development Site with In-Place Lease | Corner Lot Totalling 3.07 AC



Long-Term Lease Signed by The Learning Experience (TLE)

10,000 SF Build-to-Suit Opportunity | Fastest-Growing Childcare Tenant in the Country | Full Site Plans Approved | TLE Building Permit Pending Approval (Expected Dec. 2025)



Additional Retail/Office Pad Available for Lease or Build-to-Suit

Additional Pad with Site Plans for a 8,000 SF Office/Retail Building | Buyer Responsible for Building Plans | All Utilities Available Including Water Main Taps



Ideal Location in High-Growth Area

Immediate Surrounding Area is Home to Over 20 Fortune 500 Companies Including Wells Fargo CIC, Vanguard, TIAA, & More



High Barriers-to-Entry Submarket

Over 11,000 Multi-Family Units within a 1.5 Mile Radius | Numerous Corporate Offices & Hotels in Immediate Surrounding Area



Strong Demand for Retail Properties

1.0% Vacancy Rate for Retail Properties in the Immediate University Research Park Area



TENANT OVERVIEW



For over 30 years, **The Learning Experience (TLE)** founders have shaped early childhood education with innovative care and learning programs. Since opening its first center in 2002 in Boca Raton, FL, TLE has grown to 600 locations nationwide. Built on the principles of “learn, play, and grow,” TLE is a leader in early education and one of the fastest-growing franchises in the industry.

2002 Founded	\$886 Million Projected 2025 Revenue
600 Locations Open or Planned/ Under Construction	36 States & International

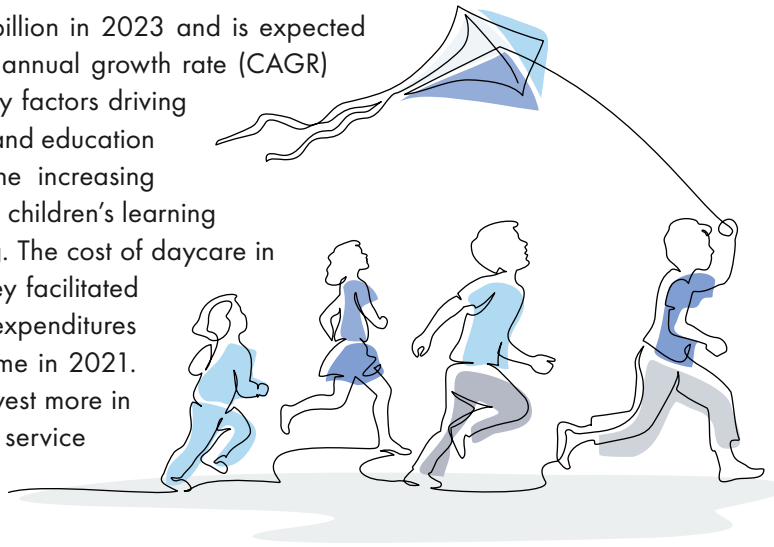


RECOGNITIONS AND AWARDS



CHILDCARE INDUSTRY OVERVIEW

The U.S. child care market size was valued at \$61.7 billion in 2023 and is expected to reach over \$83 billion by 2030, with a compound annual growth rate (CAGR) of approximately 5.8% over the forecast period. The key factors driving this growth include the rising demand for early daycare and education services as more parents return to in-office work, the increasing number of single and working mothers, advancements in children's learning technologies, and greater access to government funding. The cost of daycare in the U.S. remains high; according to a cost of care survey facilitated by the U.S. Department of Health and Human Services, expenditures on these services reached up to 7% of household income in 2021. U.S. families continue to demonstrate a willingness to invest more in child care, indicating strong and sustained demand. By service type, the market is segmented into early care, early education & daycare, backup services, and others. In 2022, early education and daycare accounted for the largest share of revenue at 47.0%.



Sources: <https://www.grandviewresearch.com/industry-analysis/us-child-care-market> | <https://www.globenewswire.com> | <https://www.thebusinessresearchcompany.com/report/child-day-care-services-global-market-report> | <https://www.researchandmarkets.com> | <https://www.linkedin.com/pulse/child-care-market-insight-comprehensive>
https://finance.yahoo.com/news/u-child-care-early-care-141600763.html?guccounter=1&guce_referrer=aHR0cHM6Ly93d3cuZ29vZ2x1bmNvbS8&guce_referrer_sig=AQAAALGdkwrzYRK6ZpnOPS2enhiG9mBk5blel5niqGvxqo99QdW2YoljXvuVByNMclol5eX2Gg5JGgHfDX-0Rxs8S9RDjOI1g6KF3JrQ1SA6Gq-MIKJlQu9NGot-Yjih5A_guXoc3zMoMdlYo-uDEFPDy11dxnmXHi65Shb6w



GROWING DEMAND

The demand for childcare services continues to rise as more parents join the workforce or pursue education. Factors such as increasing dual-income households and single-parent households contribute to this trend.



ECONOMIC IMPACT

The childcare industry has a significant economic impact. It enables parents to work or study, thereby contributing to the overall productivity and economic growth of a country.



EARLY CHILDHOOD EDUCATION

Many childcare facilities also offer early childhood education programs designed to promote children's cognitive, social, and emotional development. High-quality early childhood education has been shown to have long-term benefits for children, including improved academic outcomes and socio-emotional skills.

CHILDCARE MARKET STATS

U.S. MARKET

\$61.7B

Est 2023

U.S. Market Value

\$83B

Forecasted 2030

U.S. Market Value

5.8% CAGR

GLOBAL MARKET

\$269B

Est 2023

Global Market Value

\$575B

Forecasted 2032

Global Market Value

13.5% CAGR

LEASE ABSTRACT

Tenant	TLE at Charlotte - Research Park, LLC
Lease Form	Mod. NNN
GLA	+/- 10,000 SF
Base Term	15 Years
Options	Two, 5-Year
Rent Increases	12% Every 5 Years & at Each Option
Sales Reporting	Monthly Reporting During Year 1
Guarantor	Corporate Limited Guaranty**
Landlord Responsibilities	Structure & Structural Portions of Roof

RENT SCHEDULE

Term	Lease Years	Rent/SF	Monthly Rent	Annual Rent	Rent Increase
Base Term	Years 1*	\$27.00	\$22,500.00	\$270,000	-
	Years 2-5	\$54.00	\$45,000.00	\$540,000	12%
	Years 6-10	\$60.48	\$50,400.00	\$604,800	12%
	Years 11-15	\$67.74	\$56,450.00	\$677,400	12%
Option 1	Years 16-20	\$75.87	\$63,221.76	\$758,661	12%
Option 2	Years 21-25	\$84.97	\$70,808.37	\$849,700	12%

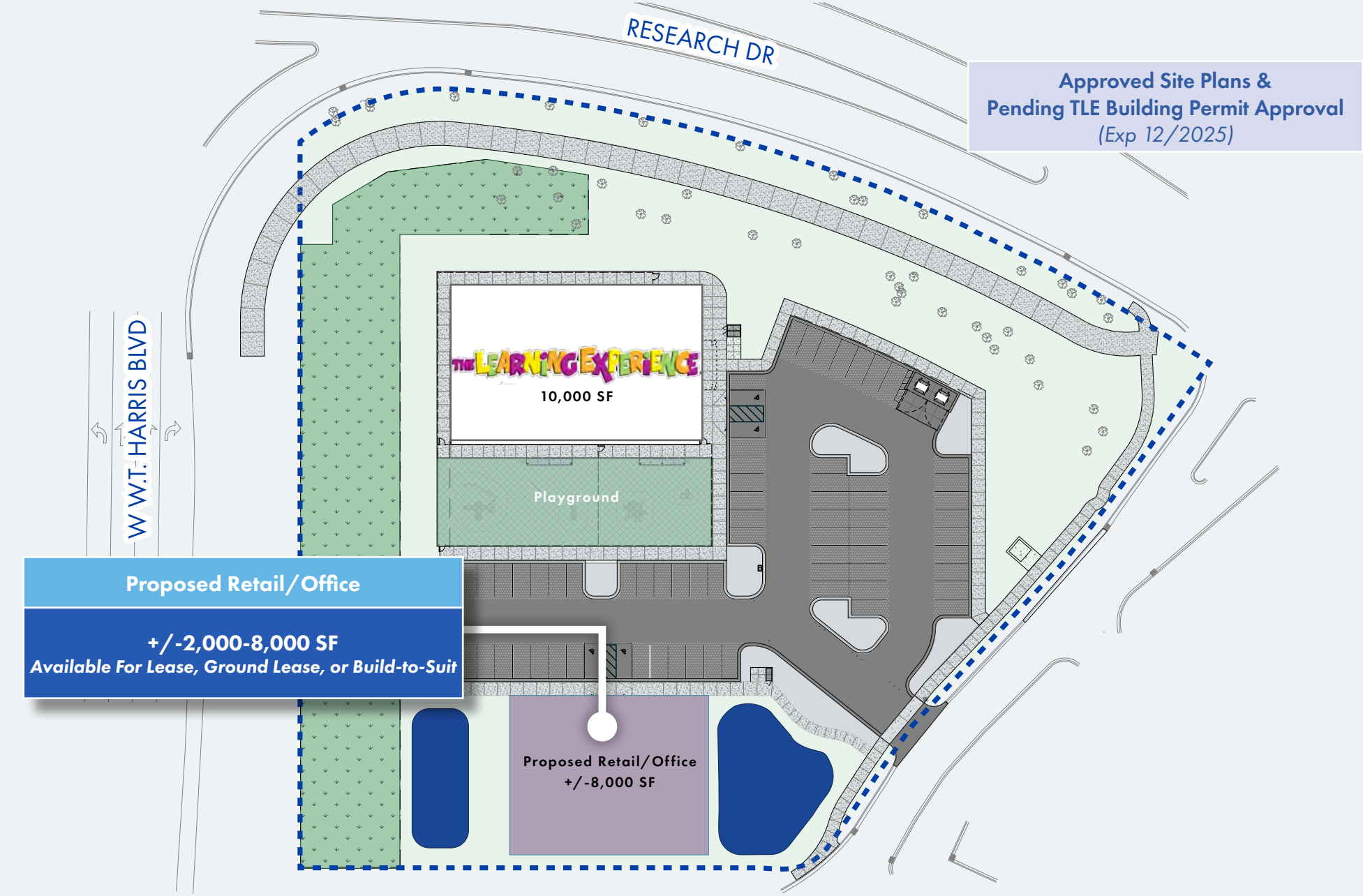
*Tenant has a graduated rent schedule throughout their first lease year to facilitate the ramp-up period of the center’s enrollment. Monthly rent payments during Year 1 are based on the greater of: (A) 15% of monthly rent in Month 1, increasing by 5% per month thereafter until reaching 85% of Monthly Rent in Month 12; or (B) 16% of Tenant’s Monthly Gross Revenue with a ceiling not to exceed the full base monthly rent amount (\$45,000) that would otherwise be due.

**Tenant’s guaranty is capped at \$1,000,000, and reduced by \$200,000 on each anniversary of the Effective Date and by any payments made on Tenant’s behalf, and expires once the remaining cap reaches \$0.

THE LEARNING EXPERIENCE PROJECTED PRICING <i>Based on Year 2 NOI*</i>	PRICING	PRICE	YEAR 1 CAP	PRICE/SF
	LIST PRICE	\$8,000,000	6.75%	\$800.00
	STRIKE PRICE	\$7,715,000	7.00%	\$771.50
	CONSERVATIVE	\$7,450,000	7.25%	\$745.00

*Projected exit pricing shown is for the TLE pad only and does not include the additional retail/office pad; figures are an **estimate based on current market environment** and is subject to change. Projected pricing is based on Year 2 NOI, reflecting the stabilized rental income once the initial abatement period has expired.

SITE PLAN



Northmarq

[illegible]

SUBJECT AERIAL



SURROUNDING DEVELOPMENT

KEY	MULTIFAMILY DEVELOPMENT	UNITS	EST. DELIVERY
1	Innovation Park	575 Units	Est. 2027
2	8001 Neal Rd	324 Units	Est. 2028
3	Groves Apartments	82 Units	Est. 2026
4	Village at Research Park	135 Units	Est. 2027
5	Frazier at Mallard Creek	295 Units	Est. 2025
6	6540 University City Blvd	450 Units	Est. 2027
7	The Quincy Townhomes	350 Units	Est. 2027
8	9315 N Tryon St	300 Units	Est. 2026
9	2200 One Electrolux Way	580 Units	Est. 2026
TOTAL		3,091	

CORPORATE OFFICE CORRIDOR

- Vanguard
- AT&T
- United Rentals
- Polymers Center
- Michelin Aircraft
- TIAA Financial Services
- EPRI
- Electrolux
- Valspar
- IRS
- Fox Carolinas
- Rack Room Shoes
- Concentrix
- United Rentals

W W.T. Harris Blvd
(±44,500+ VPD)

8620 RESEARCH DR

Vanguard Corporate Office • Delivered June 2025
700,000 SF of New Office Space
91 AC Campus • 2,700+ Employees

Innovation Park Former IBM HQ Redevelopment
Proposed 600,000 SF of New Office Space
Approved for 575 Multifamily Units | Up to 8,000 SF of Retail Space
Phased Delivery Starting 2027 (Est.)

I-485
(±109,000+ VPD)



24,000+ EXISTING MULTIFAMILY UNITS WITHIN A 3-MILE RADIUS



DAYTIME POPULATION OVER 16,500 WITHIN A 1-MILE RADIUS



1.0% RETAIL VACANCY IN UNIVERSITY CITY RESEARCH PARK



99,000+ POPULATION WITHIN A 3-MILE RADIUS

UNIVERSITY RESEARCH PARK

Major Employers



Notable Distances

from Subject Property



Downtown Charlotte

8.8 Miles



Charlotte Douglas Int'l Airport

15.0 Miles



University of North Carolina at Charlotte

1.8 Miles



Atrium Health University City

1.5 Miles



Charlotte Motor Speedway

7.5 Miles

Economic Development

Vanguard Announces Move to University Research Park

April 2024

Vanguard acquired the 91-acre former Centene campus in University Research Park for \$117 million. The site includes over 700,000 square-feet of office space across multiple buildings and is designed to house thousands of employees once operations consolidate in late 2025. The campus also features a cafeteria, conference center, EV charging stations, fitness center, and outdoor amenities.

[READ MORE >>](#)

Flournoy Secures Approval for 52-Acre Mixed-Use Development

April 2025

Flournoy Development Group has been greenlighted for a multifamily/commercial project at 2200 Electrolux Way in Charlotte. The two-phase plan includes a total of 560 multifamily units, 20 townhomes, and 7,500 square-feet of commercial space.

[READ MORE >>](#)



Location Overview

Charlotte, North Carolina

Charlotte is the largest city in the state of North Carolina and the county seat of Mecklenburg County. It is also the second largest city in the southeastern United States, just behind Jacksonville, Florida, with a 2022 population of 897,720. Charlotte is one of the fastest growing major cities in the United States and has a metro area of more than 2.76 million residents.

Charlotte is best known as a banking powerhouse. It's home to Bank of America's corporate headquarters, which helped the city become the second-largest financial center in the U.S., trailing New York City alone. There are a total of 7 Fortune 500 companies headquartered in Mecklenburg County, and an additional 10 Fortune 1000 companies are headquartered within the Charlotte area. Charlotte is also home to 48 companies with more than \$1 billion in annual sales. The well-known, pro-business environment of Charlotte is evident with its ability to move people and products efficiently and conveniently throughout the world.

The city's centralized location, which is nestled between the major population centers of the Northeast and Southeast, makes it a focal point for transportation and distribution with two major interstate highways (Interstate 85 and Interstate 77) intersecting near the city's center.

Getting to Charlotte from anywhere in the country or the world is easy, hence its nickname "the International Gateway to the South." Nearly 60 percent of the country's population lives within a two-hour flight, and 7.4 million people live within a 100-mile radius. Charlotte Douglas International Airport is the sixth busiest airport in the U.S., with more than 700 flights operating daily.

#2

Best Places to Live in
North Carolina
usnews.com, 2023

#15

Most Populous City in the U.S.
uscensus.gov, 2024

#8

Best Places to Live in the U.S.
usnews.com, 2023

#3

Best Large City to
Start a Business
wallethub.com, 2024



DEMOGRAPHICS

8620 Research Dr, Charlotte, NC 28262



Population	1 mile	3 miles	5 miles
2025 Population	7,942	99,853	224,655
2030 Population	8,828	102,720	240,833
2020-2025 Annual Rate	7.04%	2.38%	2.18%
2025-2030 Annual Rate	2.14%	0.57%	1.40%



Households	1 mile	3 miles	5 miles
2025 Households	4,054	39,490	86,524
2030 Households	4,578	41,210	94,148
2020-2025 Annual Rate	8.20%	2.90%	2.76%
2025-2030 Annual Rate	2.46%	0.86%	1.70%



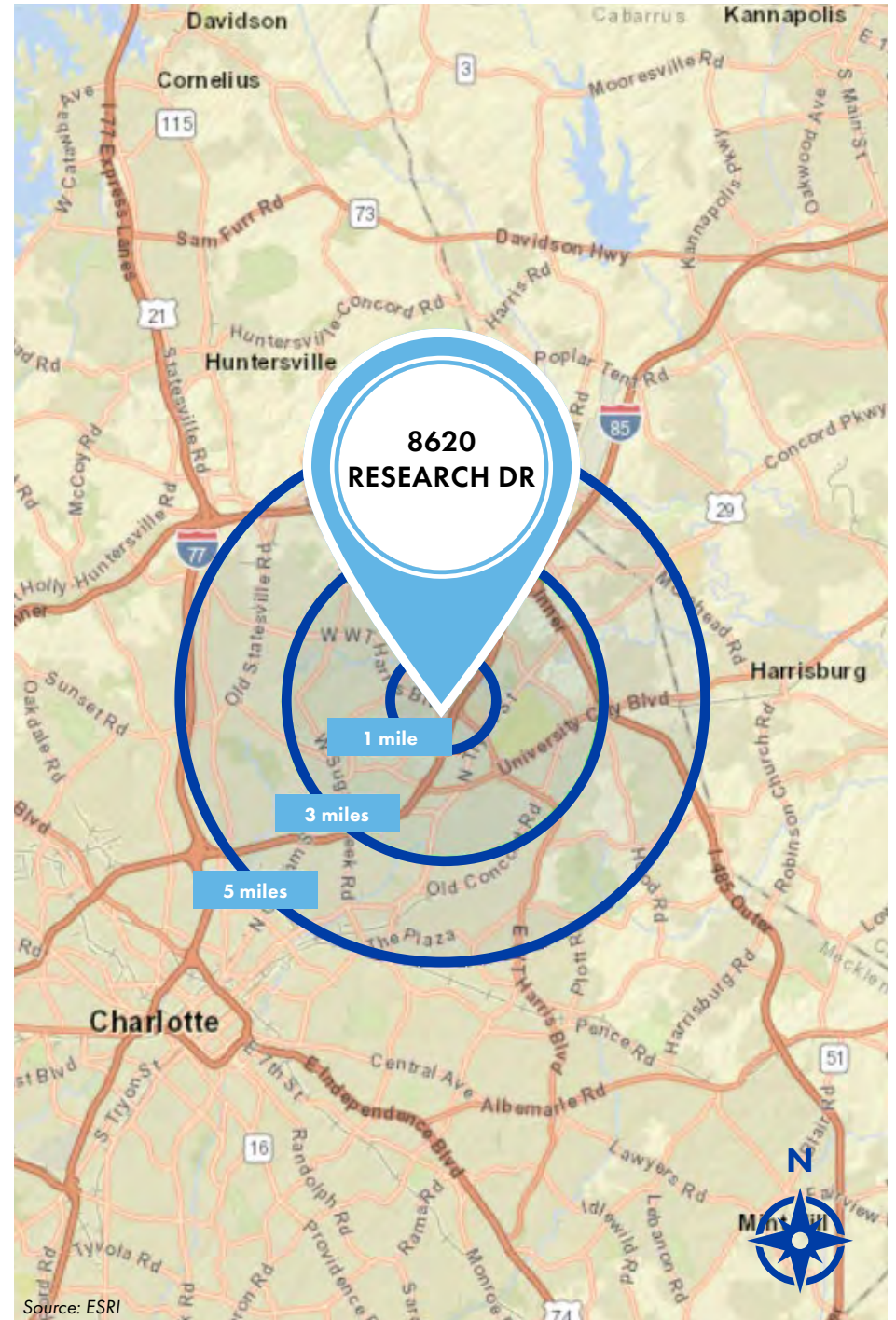
Household Income	1 mile	3 miles	5 miles
2025 Average Household Income	\$83,390	\$89,706	\$96,742
2030 Average Household Income	\$91,191	\$100,674	\$110,875



225K
POPULATION
(5 MILES)



\$96K
AVG HH INCOME
(5 MILES)





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