



Goddard School Of Lake Ridge
12405 Cape Cod Court, Woodbridge, VA 22192

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An aerial photograph of a school building complex. The central building is a two-story brick structure with a grey shingled roof. A white sign on the front of the building reads "THE GODDARD SCHOOL" with a small logo. The building has a white fence in front and a paved driveway. To the left, there is a playground with a blue canopy and a white fence. To the right, there is another building and a parking lot with a white van. The background is filled with green trees and a clear blue sky.

INVESTMENT OVERVIEW

EXECUTIVE SUMMARY



OFFERING SUMMARY

SALE PRICE:	\$3,950,000
BUILDING SIZE:	8,170 SF
LOT SIZE:	0.68 Acres
CAP RATE:	7.14%
NOI:	\$282,160
RENT INCREASES:	3% Annually
LEASE COMMENCEMENT:	02/01/2013
LEASE EXPIRATION:	01/31/2028
RENEWAL OPTIONS:	2 x 5 Years
AVG CAP W/ RENEWALS:	8.22%
YEAR BUILT:	2012
SURMARKET:	Lake Ridge

PROPERTY OVERVIEW

This investment opportunity features a well-established NNN (Triple Net Lease) property occupied by The Goddard School, a nationally recognized early childhood education provider, in Woodbridge, Virginia. Operating since 2013, The Goddard School shows a strong commitment to the community with a proven business model. The property benefits from a hands-off lease where the tenant handles all maintenance, taxes, and insurance. It features a 3% annual rent escalation, ensuring protection against inflation and a steadily growing income. Additionally, its strategic location near Washington D.C. and the expanding population of Prince William County boosts its appeal.

PROPERTY DETAILS

SALE PRICE	\$3,950,000
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LOCATION INFORMATION

BUILDING NAME	Goddard School of Lake Ridge
STREET ADDRESS	12405 Cape Cod Court
CITY, STATE, ZIP	Woodbridge, VA 22192
COUNTY	Prince William
MARKET	Washington DC Metro
SUB-MARKET	Lake Ridge

BUILDING INFORMATION

BUILDING SIZE	8,170 SF
NOI	\$282,160.00
CAP RATE	7.14
OCCUPANCY %	100.0%
TENANCY	Single
NUMBER OF FLOORS	1
YEAR BUILT	2012
CONSTRUCTION STATUS	Existing
FREE STANDING	Yes
NUMBER OF BUILDINGS	1

PROPERTY INFORMATION

PROPERTY TYPE	Special Purpose
PROPERTY SUBTYPE	School
ZONING	B1
LOT SIZE	0.68 Acres
APN #	8293-14-1183
UTILITIES & AMENITIES	
CENTRAL HVAC	Yes

HIGHLIGHTS

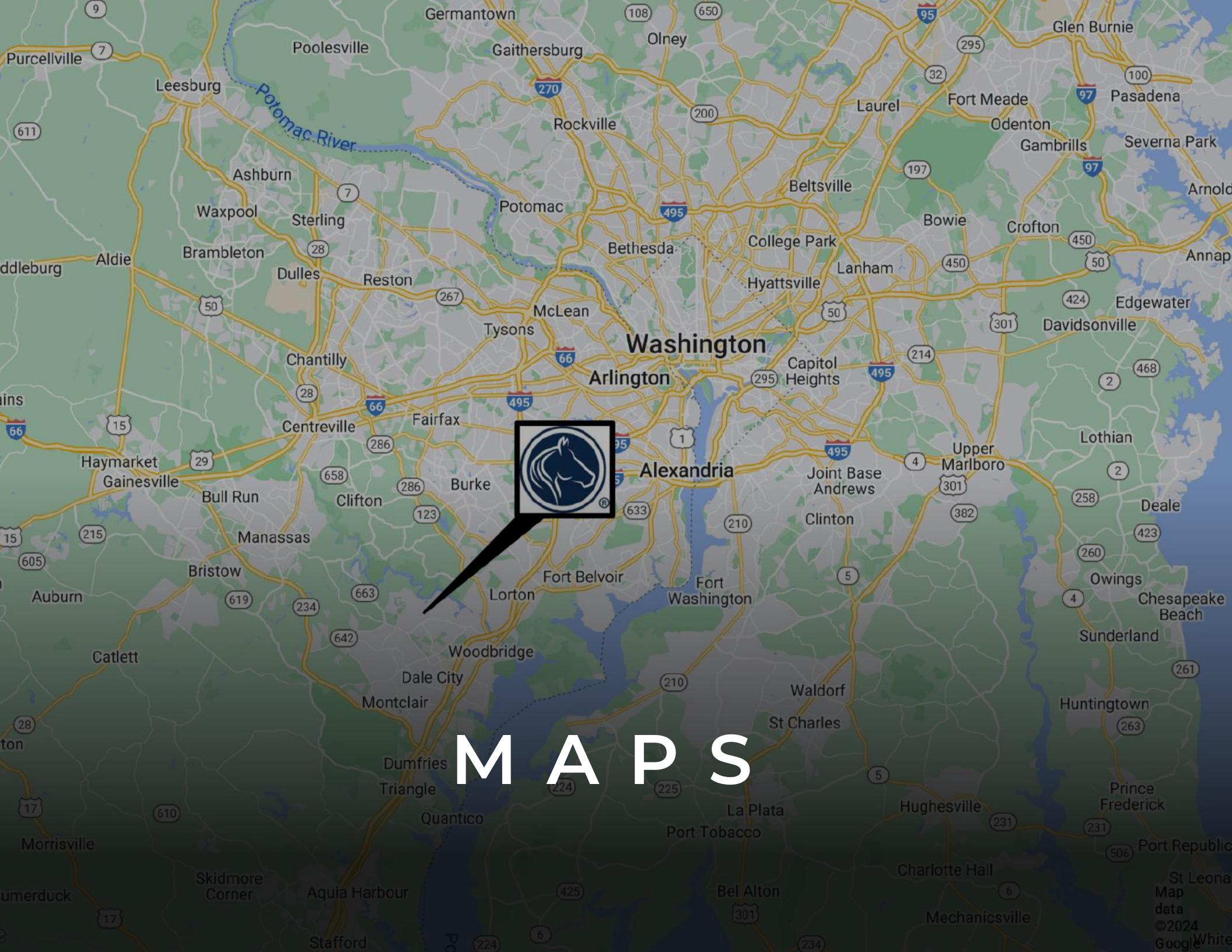
PROPERTY HIGHLIGHTS

- Property Type: Well-established NNN (Triple Net Lease) property.
- Tenant: The Goddard School, a nationally recognized early childhood education provider.
- Operational History: Operating at the same location since 2013, demonstrating commitment and success.
- Lease Terms: Absolute NNN lease, tenant responsible for all maintenance, taxes, and insurance.
- Financials: Features a 3% annual rent escalation, protecting against inflation and increasing income over time.
- Location: Located in Woodbridge, Virginia, close to Washington D.C., benefiting from a growing local population.
- Demand: High demand with growing population
- Investment Appeal: Secure, passive income stream with strong growth potential due to favorable lease terms and strategic location.



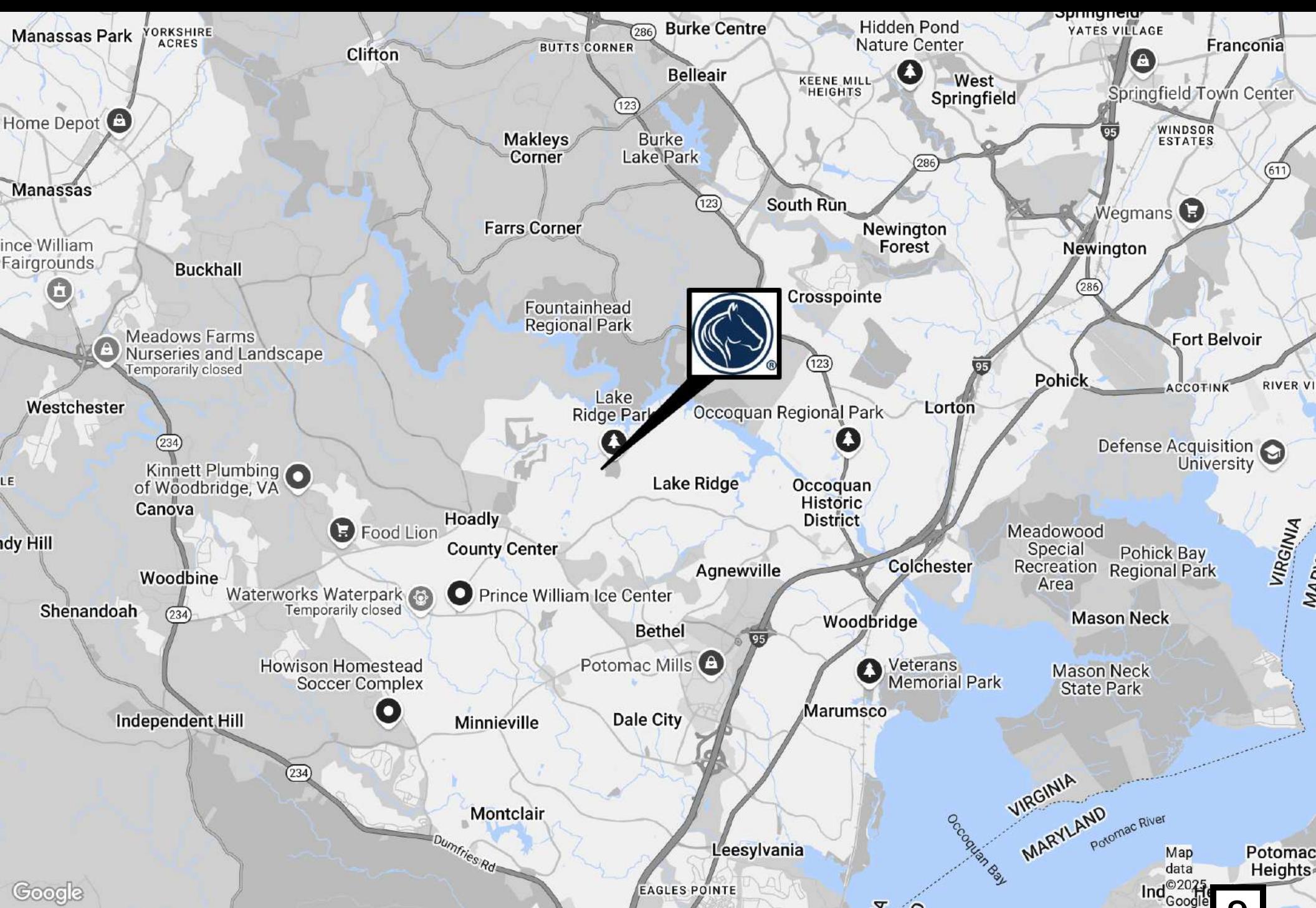
ADDITIONAL PHOTOS



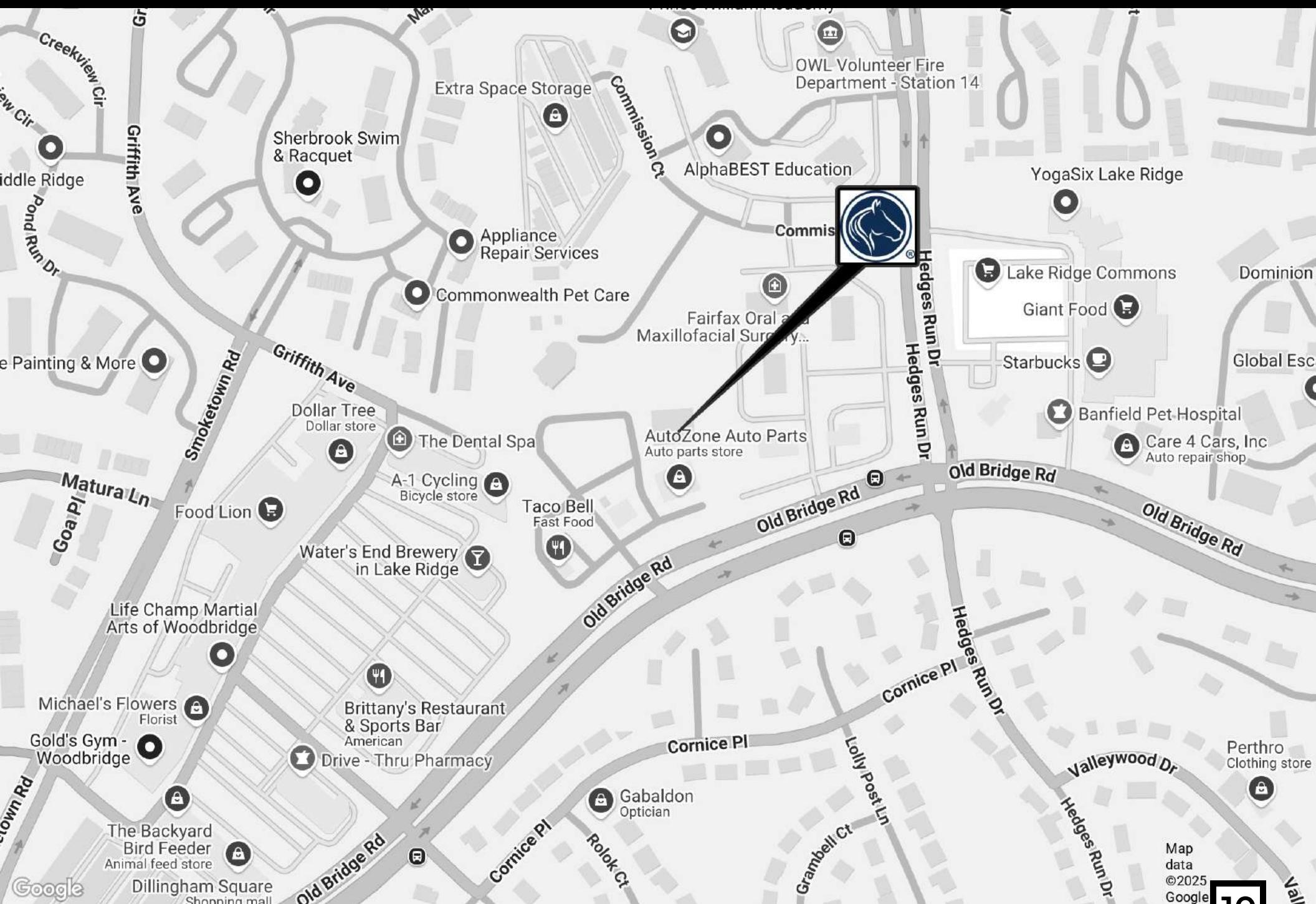


MAPS

REGIONAL MAP



LOCATION MAP



RETAILER MAP





TENANT PROFILE



THE
**GODDARD
SCHOOL®**



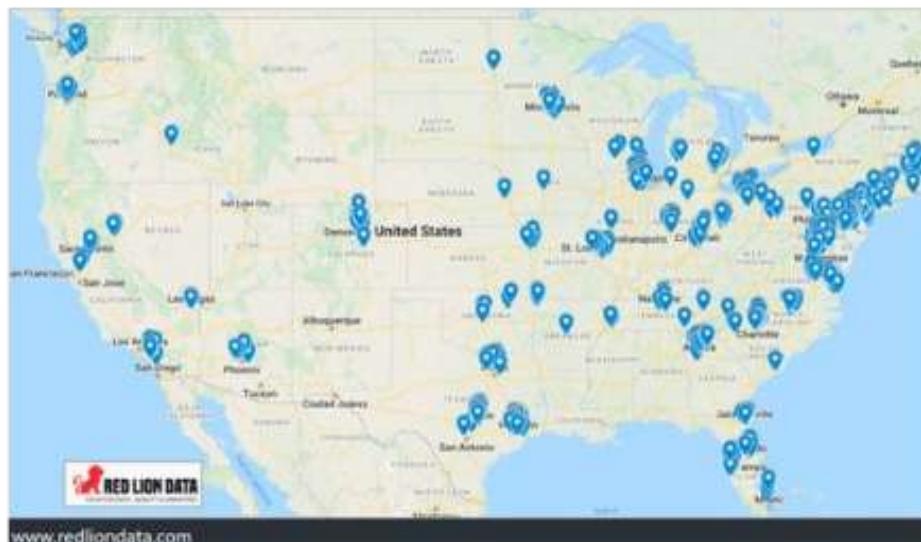
607
Locations
in the U.S.



\$2.2B
Est. Gross
Revenue



8%
Employee
Growth



ABOUT GODDARD SCHOOLS

The Goddard School is a prominent provider of early childhood education in the United States, offering programs for children from six weeks to six years old, along with after-school and summer programs. Established in 1988, it operates hundreds of franchised locations nationwide, each promoting play-based learning. The curriculum prioritizes cognitive, social, physical, and emotional development through experience and interaction, tailored to individual needs within small class sizes.

Operated under Goddard Systems, Inc., each franchise of The Goddard School is independently owned, ensuring local community needs are met while maintaining high standards in childcare and education. The schools emphasize STEM (Science, Technology, Engineering, and Math) integration into their programs, preparing children for future academic success and instilling a lifelong love of learning.

CUSTOM TABLE HEADLINE

# OF LOCATIONS:	607
HEADQUARTERS:	King of Prussia, PA
ESTIMATED GROSS REVENUE:	\$2.2B
YEAR FOUNDED:	1988
# OF EMPLOYEES:	9,000 +/-
WEBSITE:	https://www.goddardschool.com

LEASE ABSTRACT

CUSTOM TABLE HEADLINE

TENANT:	Goddard Franchisee
LEASED SQFT:	8,170 SF
LEASE TYPE:	Absolute NNN
LEASE COMMENCEMENT:	February 1, 2013
LEASE EXPIRATION:	January 31, 2028
LEASE TERM:	15 Years
TENANT RENEWAL OPTIONS:	2 x 5 Years
RENT INCREASES:	3% Annually
PROPERTY TAXES:	Tenant Responsibility
PROPERTY INSURANCE:	Tenant Responsibility
REPAIRS & MAINTENANCE:	Tenant Responsibility
ROOF:	Tenant Responsibility
HVAC:	Tenant Responsibility
UTILITIES:	Tenant Responsibility
GUARANTOR:	Franchisee
SECURITY DEPOSIT:	\$16,333.00



RENT SCHEDULE

Year	Annual Rent	Monthly Rent
1	\$196,000.00	\$16,333.33
2	\$196,000.00	\$16,333.33
3	\$201,920.00	\$16,826.67
4	\$208,000.00	\$17,333.33
5	\$214,160.00	\$17,846.67
6	\$222,720.00	\$18,560.00
7	\$229,440.00	\$19,120.00
8	\$236,320.00	\$19,693.33
9	\$243,360.00	\$20,280.00
10	\$250,640.00	\$20,886.67
11	\$258,160.00	\$21,513.33
12	\$266,000.00	\$22,166.67
13	\$273,920.00	\$22,826.67
14	\$282,160.00	\$23,513.33
15	\$290,560.00	\$24,213.33
Tenant Renewal Option 1		
16	\$299,360.00	\$24,946.67
17	\$308,320.00	\$25,693.33
18	\$317,600.00	\$26,466.67
19	\$327,120.00	\$27,260.00
20	\$337,760.00	\$28,146.67
Tenant Renewal Option 2		
21	\$346,960.00	\$28,913.33
22	\$357,360.00	\$29,780.00
23	\$368,160.00	\$30,680.00
24	\$379,200.00	\$31,600.00
25	\$390,560.00	\$32,546.67

FINANCIAL OVERVIEW



Year 1 Tax Impact Comparison – Before vs. After Cost Segregation

Without Cost Segregation

Standard 39-Year Depreciation (Year 1)

\$19,978

Net Operating Income (2025)

\$273,920

Taxable Income

NOI – Depreciation

\$253,942

Estimated Tax Liability (37%)

\$93,958

With Cost Segregation with 100% Bonus Depreciation

Accelerated Deduction (Year 1)

\$589,152

Net Operating Income (2025)

\$273,920

Taxable Income

NOI – Depreciation

(\$315,232) (*loss for tax purposes*)

Estimated Tax Savings (37%)

\$210,594

✓ Key Investor Benefits

- Cost segregation transforms a \$253,942 taxable gain into a **\$315,232 paper loss** in Year 1
- Shelter **100% of your property's Net Operating Income** plus generate additional deductions that may offset other income sources (subject to passive activity loss rules)
- Equivalent to saving **77% of your NOI** in taxes during Year 1 (\$210,594 savings vs. \$273,920 NOI)

Pro Forma Investment Analysis

This analysis models a **10-year hold** of 12405 Cape Cod Court, leased to The Goddard School under an **absolute NNN structure**. Assumptions include **3% annual rent escalations**, a **7% exit cap rate**, and no landlord expenses. The projections demonstrate steady income growth, with NOI increasing from **\$273,920 in Year 1** to **~\$356,000 by Year 10**, supporting an estimated **exit value of ~\$5.1M**.

The inclusion of a **cost segregation study** provides material after-tax benefits. Investors may capture approximately **\$210,000 in Year 1 tax savings** from bonus depreciation, along with smaller benefits in subsequent years. This improves modeled returns from a **9.6% pre-tax IRR to ~10.6% after-tax**, and increases NPV by nearly **\$270,000** at an 8% discount rate.

Property Snapshot

Address	12405 Cape Cod Court, Woodbridge, VA
Purchase Price	\$3,950,000
Lease Type	Absolute NNN (tenant pays all expenses)
Tenant	The Goddard School
Year 1 NOI	\$273,920
Year 10 NOI	~\$356,000
Rent Growth	3% annually
Exit Cap Rate	7%
Projected Sale Price (Year 10)	~\$5.1M

Returns Overview

Metric	Pre-Tax	After-Tax (with Cost Seg)
IRR	9.6%	10.6%
NPV @ 8%	\$483K	\$755K
Avg. Cash-on-Cash	7.8%	8.7%

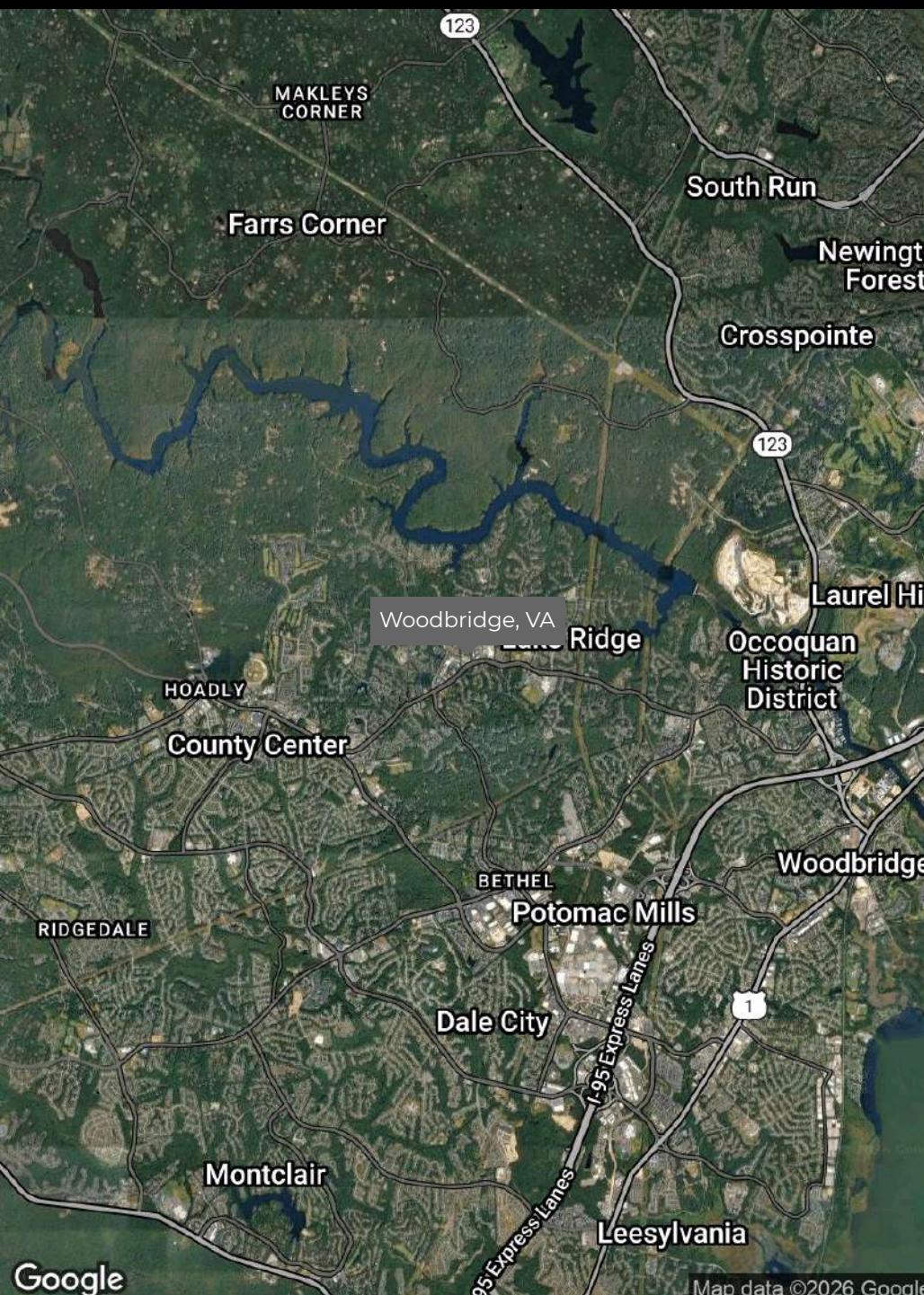
- Cost segregation study generates approximately **\$210,000 in Year 1 tax savings** through bonus depreciation, significantly enhancing overall investment returns while maintaining the stable NNN lease structure.

*This analysis is a **hypothetical pro forma** prepared by Serafin Real Estate for illustrative purposes only. Actual results may vary due to market conditions, tenant performance, tax law, and other factors. This is not investment, tax, or legal advice. Investors should consult their own advisors before making decisions.*

An aerial photograph of a suburban area. In the foreground, there are several buildings, including a large white structure with a grey roof and a smaller building with a green roof. A road with a crosswalk and a parking lot are visible. The middle ground shows a dense forest of green trees. In the background, a multi-lane highway with several cars is visible, leading towards a distant horizon under a blue sky with scattered clouds.

AREA OVERVIEW

CITY INFORMATION



ABOUT WOODBRIDGE, VA

Location and Economy:

Woodbridge, Virginia is a large suburban community located in Prince William County. Sitting just south of Washington D.C., it benefits from being part of a major metropolitan area with a diverse and strong economy. Many residents commute to jobs in the federal government, technology, and defense sectors within the D.C. area.

Business Landscape:

The business environment in Woodbridge is a mix of:

National chains: Woodbridge has a variety of national retailers, restaurants, and service businesses due to its large population and access to major highways.

Small businesses: There's a healthy presence of small and medium-sized businesses catering to the local community.

Government contractors: The proximity to D.C. makes Woodbridge attractive to government contracting firms.

Strengths:

Strategic location: Woodbridge offers easy access to Washington D.C., major transportation routes, and a skilled workforce.

Growing population: The population of Woodbridge is steadily increasing, providing a strong customer base for businesses.

Business-friendly environment: Prince William County offers programs and resources to support entrepreneurs and startups.

Diverse economy: Woodbridge is not reliant on a single industry, providing stability for businesses.

Overall, Woodbridge offers a vibrant and growing business environment with a mix of established companies and entrepreneurial opportunities. The proximity to Washington D.C. and a skilled workforce are significant advantages. However, competition and a high cost of living are factors to consider for businesses looking to locate here.

Additional Resources:

Prince William County Department of Development Services: <https://www.pwcded.org/>

Prince William Chamber of Commerce: <https://pwchamber.org/>

ABOUT PRINCE WILLIAM COUNTY

TEXT HEADLINE

Prince William County, Virginia, is a dynamic and prosperous location ideal for businesses of all sizes. Here's a glimpse into what Prince William County offers:

Strategic Location: Nestled just west of Washington, D.C., Prince William County boasts excellent access to major transportation routes and a skilled workforce. This proximity to the capital fuels a vibrant economy.

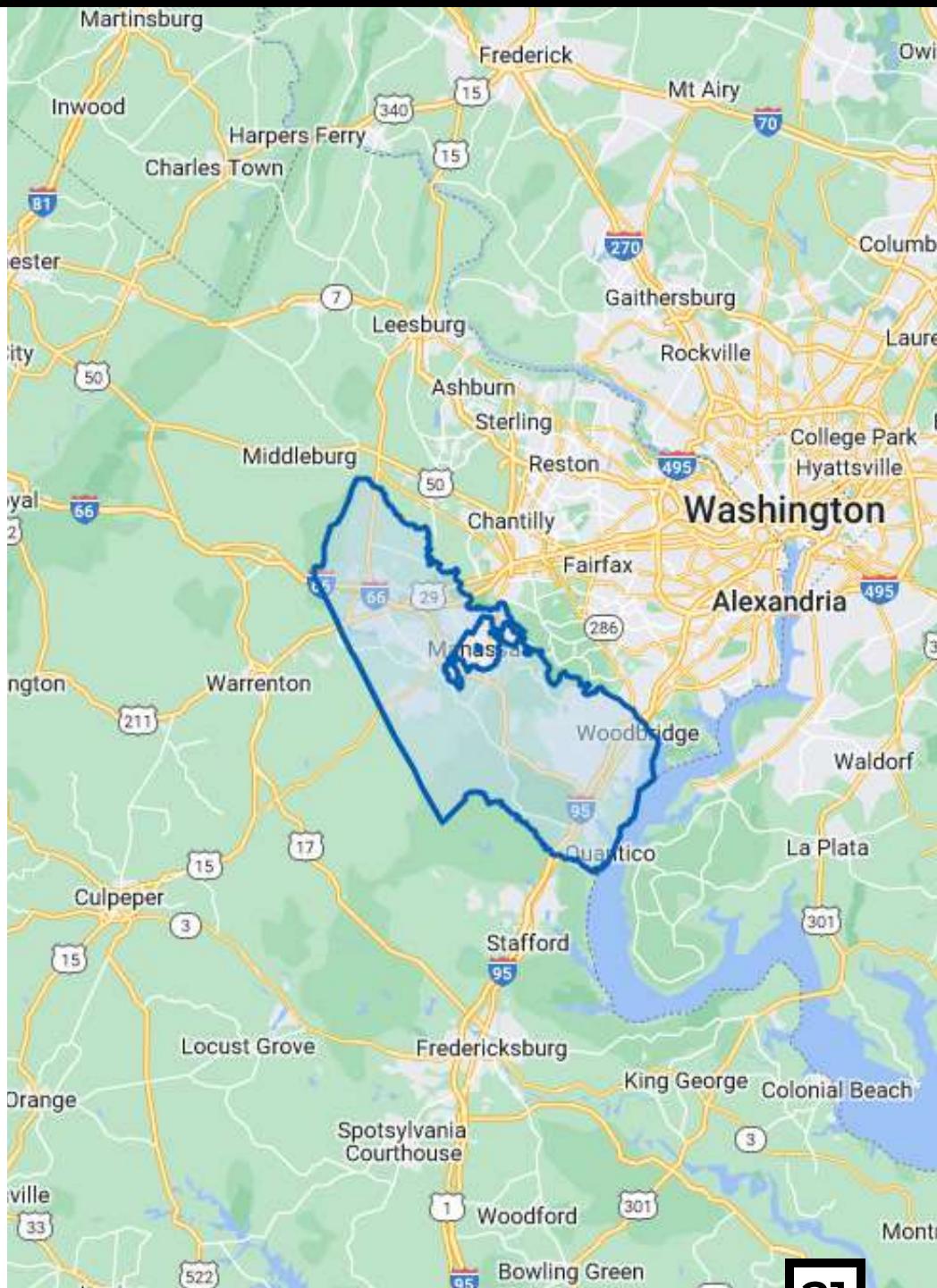
Thriving Economy: Prince William County is home to a diverse range of industries, including government contractors, technology firms, and professional services. The county actively supports entrepreneurs and fosters business growth.

<https://www.pwcva.gov/department/economic-development>.

Educated Workforce: Prince William County Public Schools are renowned for their quality education. A well-educated and talented workforce is readily available for businesses to tap into.

Affordable Cost of Living: Compared to neighboring areas like Arlington or Fairfax County, Prince William County offers a more affordable cost of living, making it an attractive option for businesses and residents alike.

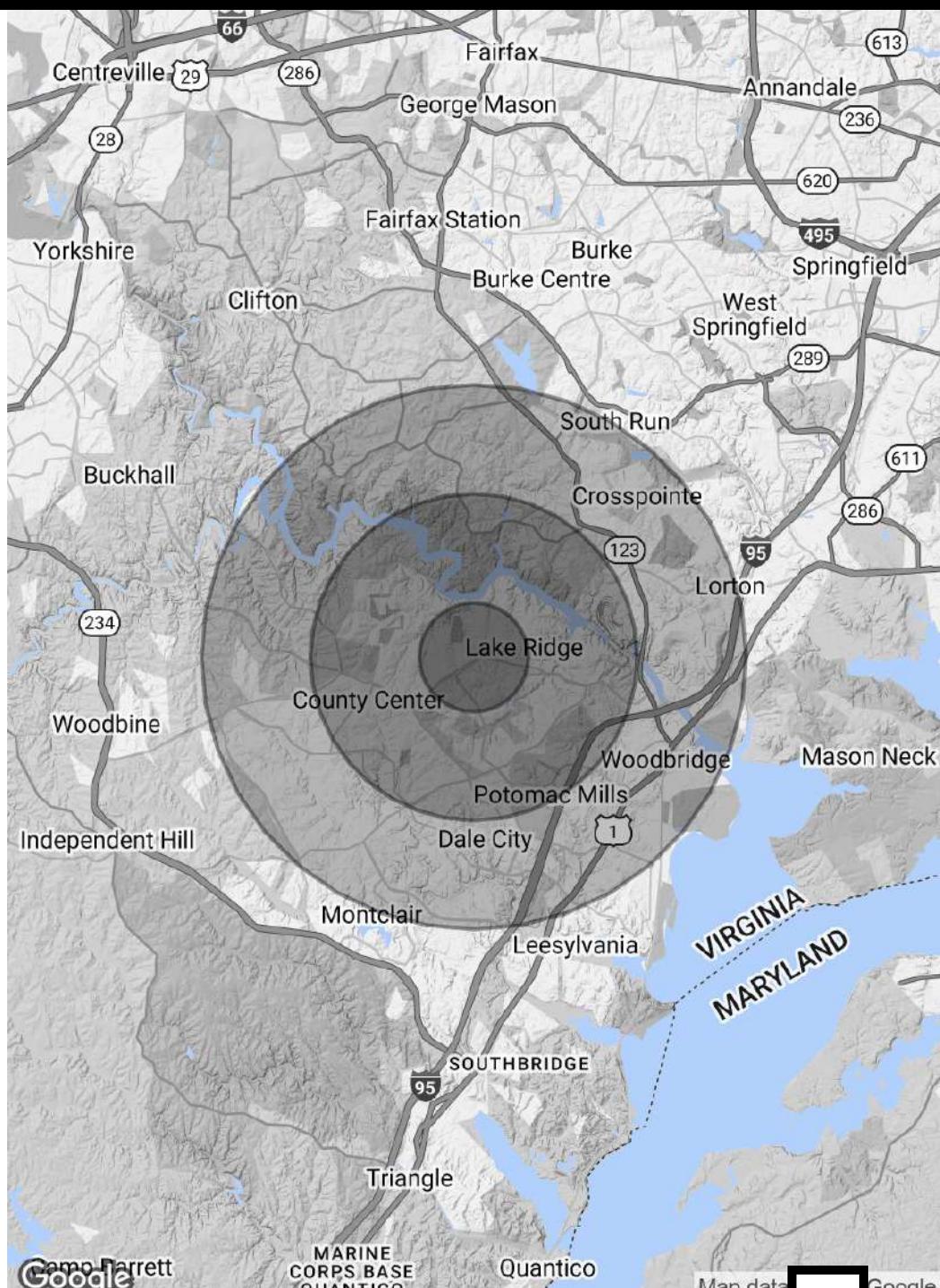
High Quality of Life: Prince William County offers a comfortable and enriching lifestyle. Residents enjoy excellent schools, a wide range of shopping and dining options, and abundant recreational opportunities. The county boasts stunning natural beauty with parks, forests, and waterways, providing ample space for outdoor activities.



DEMOGRAPHICS MAP & REPORT

POPULATION	1 MILE	3 MILES	5 MILES
TOTAL POPULATION	19,569	81,360	208,631
AVERAGE AGE	37	38	38
AVERAGE AGE (MALE)	36	37	37
AVERAGE AGE (FEMALE)	38	39	38
HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
TOTAL HOUSEHOLDS	6,911	26,775	66,732
# OF PERSONS PER HH	2.8	3	3.1
AVERAGE HH INCOME	\$145,744	\$155,026	\$154,498
AVERAGE HOUSE VALUE	\$478,129	\$527,255	\$537,306

Demographics data derived from AlphaMap



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A B O U T U S

MEET THE TEAM



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Joe is an 18-year real estate industry veteran and owner of Serafin Real Estate, specializing in investment sales, acquisitions, brokerage, and property investment consultation in Loudoun, Fairfax, and Prince William County.

Joe has built a solid foundation through his representation of many developers, private equity firms, and individual investors throughout the years and has successfully closed over \$600M of transactions since his start in the industry. His specific areas of expertise include strategic planning, financial investment analysis, and financial structuring ensuring solid and transparent property investments for his clients.

By applying this expertise and market knowledge, Joe consistently exceeds the investment goals for his clients and has earned their trust as a reliable resource, creating life-long business and personal relationships. Joe is an active member of many professional networking real estate groups and graduated from Virginia Tech with a Bachelor of Business Administration degree.



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Sean has over 20 years of experience in real estate acquisition, negotiation, and investment. He graduated from the United States Merchant Marine Academy at Kings Point, and bought his first investment property in Falls Church after returning from sea tours in Operations Enduring Freedom and Iraqi Freedom.



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Grant Wetmore is a Sales and Acquisition Advisor at Serafin Real Estate. His prior experience is backed by 20 years in the Banking industry including 10 years within the commercial real estate lending, financial analysis, management and disposition of distressed and foreclosed properties and business evaluation.



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Jennifer is the Office Manager for SRE and assists in the day to day administrative and client care needs of the company. Her organizational skills and process mentality ensures the company's everyday duties are carried through smoothly.