



12960 Troupe St
Woodbridge, VA 22192-7621

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An aerial photograph of a resort complex. In the foreground, there is a clubhouse with a grey roof and a red brick section. To the right, a large, multi-story building with dark grey siding and white window frames is visible. A parking lot with a white van is situated between the buildings. The background features a tall, thin tower and a clear blue sky with light clouds. The text "OFFERING OVERVIEW" is overlaid in white, bold, sans-serif font across the center of the image.

OFFERING
OVERVIEW

EXECUTIVE SUMMARY



OFFERING SUMMARY

LEASE RATE:	Subject to Offer
BUILDING SIZE:	8,063 SF
EST NNN'S:	\$4.17/SF
LOT SIZE:	1.31 Acres
YEAR BUILT:	2004
ZONING:	B1 - General Business
# OF CLASSROOMS:	7
MARKET:	Washington DC Metro
SUBMARKET:	Woodbridge/I-95 Corridor
TRAFFIC COUNT:	5,098

PROPERTY OVERVIEW

12960 Troupe Street is a **purpose-built, single-story early education facility** totaling approximately 8,063 square feet on a 1.32-acre site, with an existing licensed capacity for 153 children. Designed specifically for childcare use, the building features dedicated classrooms for infant through pre-K programs, child-height restrooms, centralized hallway circulation for supervision, administrative office space, kitchen/kitchenette areas, and a welcoming lobby entrance. The site includes 40 surface parking spaces with established drop-off flow and supports outdoor play areas, providing the infrastructure national and regional operators require for efficient daily operations.

Located in the heart of the **Woodbridge / I-95 Corridor**, the property benefits from strong surrounding demographics, including over 105,000 residents within three miles and median household incomes exceeding \$115,000. Continued population and household growth, combined with convenient access to Prince William Parkway and Interstate 95, create sustained enrollment demand from commuter and residential families alike. With **occupancy available in Q3 2026**, operators have ample time for licensing coordination, staffing, and strategic market entry into one of Northern Virginia's most family-driven submarkets.

HIGHLIGHTS

- **Licensed Capacity for 153 Children** – Immediate scale for national and regional operators seeking meaningful enrollment volume in a single location. The existing layout and historical use significantly reduce entitlement risk and shorten time-to-opening compared to ground-up development.
- **Purpose-Built, Single-Story Facility (±8,063 SF)** – Designed specifically for early education use, featuring dedicated classrooms for infant through pre-K programs, child-height restrooms, centralized hallway circulation for supervision, administrative office space, kitchen/kitchenette areas, and a welcoming lobby entry.
- **1.32-Acre Site with Functional Drop-Off & Parking** – 40 surface parking spaces (4.96 per 1,000 SF) with established traffic flow patterns and strong curb appeal. The site size supports outdoor play areas and operational flexibility critical for national childcare brands.
- **Strong Demographics Within 3 Miles** – Over 105,000 residents and 32,800+ households with median household incomes exceeding \$115,000. Continued projected population and household growth through 2029 supports long-term enrollment stability.
- **Prime Woodbridge / I-95 Corridor Location** – Immediate access to Prince William Parkway and Interstate 95 with strong daily traffic counts. Positioned within dense residential neighborhoods and commuter corridors, providing convenient access for working families.
- **Q3 2026 Occupancy Timeline** – Allows qualified operators adequate lead time for market analysis, licensing coordination, staffing, marketing rollout, and capital planning before assuming operations in a high-demand Northern Virginia submarket.



PROPERTY DESCRIPTION



12960 Troupe Street presents a rare opportunity for national and regional childcare operators to secure a purpose-built, freestanding early education facility in the heart of the Woodbridge / I-95 Corridor of Prince William County. The property consists of approximately 8,063 square feet on a 1.32-acre site, zoned B-1 (General Business), with an existing licensed capacity of 153 children, offering immediate scale for established brands seeking expansion within Northern Virginia. Constructed in 2004 and configured for single-tenant occupancy, the building provides operational efficiency, security, and brand control for a growing operator.

The thoughtfully designed floor plan supports a full spectrum of age groups, including infant, toddler, beginner, pre-K, and intermediate classrooms. The layout features oversized classrooms, dedicated child restrooms, a central hallway circulation spine, administrative office space, kitchen and kitchenette areas, storage, and a welcoming lobby/foyer entrance. The single-story design enhances supervision and safety, while the 40 surface parking spaces (4.96 per 1,000 SF) and established drop-off configuration allow for smooth daily traffic flow. The 1.32-acre lot provides flexibility for outdoor play areas and potential program enhancements—an increasingly critical factor for national operators evaluating long-term site performance.

From a demographic standpoint, the property is positioned within one of Prince William County's strongest family-oriented corridors. Within a three-mile radius, there are over 105,000 residents and more than 32,800 households, with a median household income exceeding \$115,000. Population and household growth are projected to continue through 2029, reinforcing sustained enrollment demand. The site benefits from strong traffic counts along Prince William Parkway and immediate access to Interstate 95, placing the center within convenient reach of commuter families and surrounding residential neighborhoods.

Currently occupied by an established childcare operator with lease expiration in mid-2026, the property will be available for occupancy in Q3 2026, allowing qualified operators time for strategic planning, licensing coordination, staffing preparation, and brand rollout. Opportunities to secure a licensed, purpose-built 150+ capacity childcare facility in this submarket are extremely limited. 12960 Troupe Street offers scale, infrastructure alignment, and demographic strength for operators seeking a flagship presence in Prince William County and the broader Northern Virginia market.

EXTERIOR PHOTOS



INTERIOR PHOTOS



PROPERTY DETAILS

LEASE RATE

SUBJECT TO OFFER

LOCATION INFORMATION

STREET ADDRESS	12960 Troupe St
CITY, STATE, ZIP	Woodbridge, VA 22192-7621
COUNTY	Prince William
MARKET	Washington DC Metro
SUB-MARKET	Woodbridge/I-95 Corridor
NEAREST HIGHWAY	Interstate 95
NEAREST AIRPORT	Ronald Reagan Washington National Airport

PROPERTY INFORMATION

PROPERTY TYPE	Special Purpose
PROPERTY SUBTYPE	School
ZONING	B1 - General Business
LOT SIZE	1.31 Acres
APN #	8192-69-0085
LOT FRONTAGE	189 ft
CORNER PROPERTY	Yes
TRAFFIC COUNT	5098
TRAFFIC COUNT STREET	Troupe St
TRAFFIC COUNT FRONTAGE	189
AMENITIES	Playground Equipment conveys
POWER	Yes

BUILDING INFORMATION

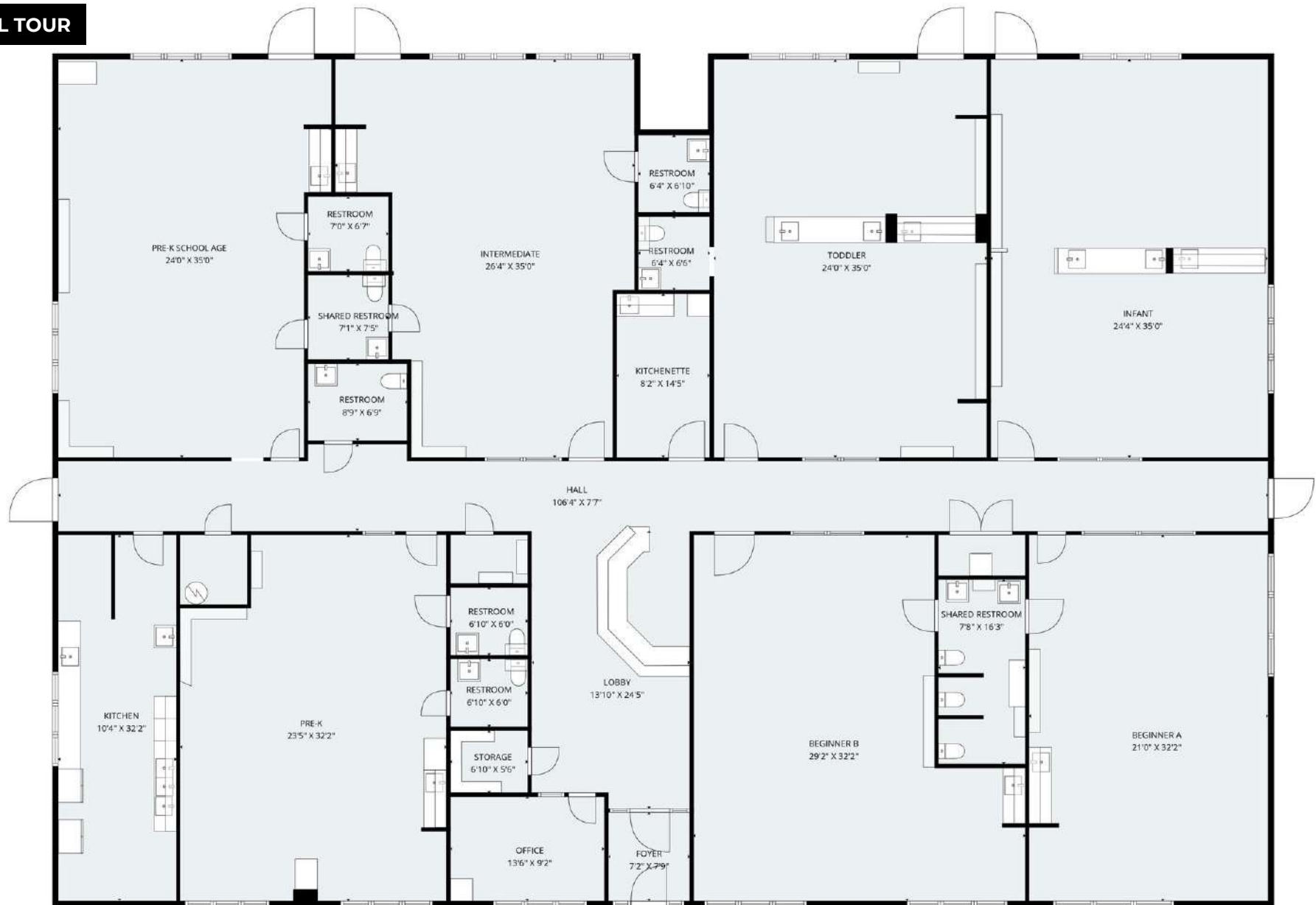
BUILDING SIZE	8,063 SF
TENANCY	Single
NUMBER OF FLOORS	1
YEAR BUILT	2004
CONSTRUCTION STATUS	Existing
CONDITION	Good
FREE STANDING	Yes
NUMBER OF BUILDINGS	1
FOUNDATION	Concrete

UTILITIES & AMENITIES

CENTRAL HVAC	Yes
GAS / PROPANE	Yes

FLOOR PLAN

VIRTUAL TOUR



Please check the listing detail for the square footage. All measurements are captured via lidar scan, but are approximate.

AERIAL PHOTO



Safeway

Chick-fil-A

Old Bridge Rd

Troupe St

FUTURE RESIDENTIAL GROWTH & CHILDCARE DEMAND DRIVERS

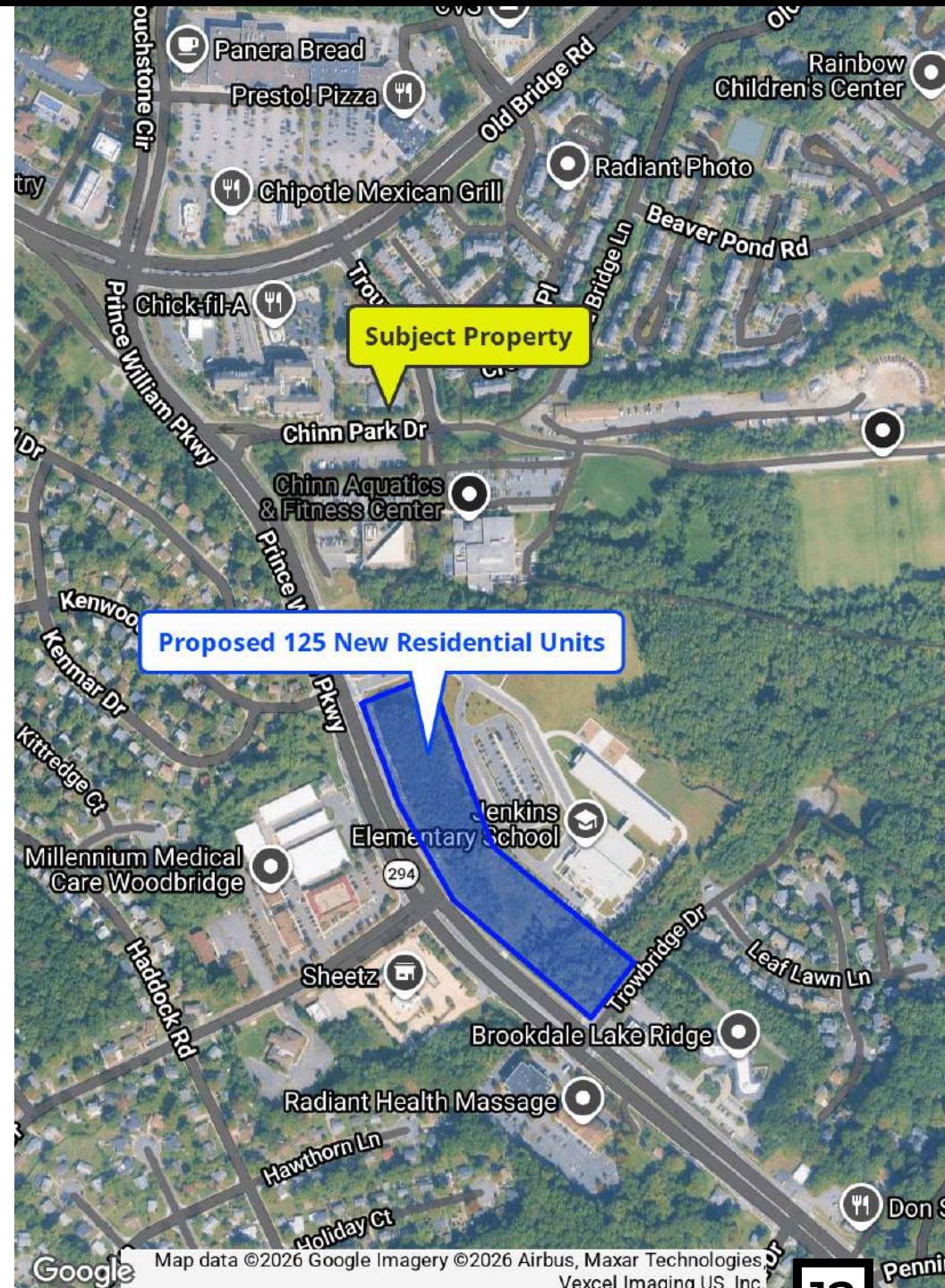
Add text here...The Woodbridge / Prince William Parkway corridor continues to see **steady residential growth**, reinforcing long-term demand for early childhood education facilities in the immediate area. One example is the proposed residential development at 4030 Prince William Parkway, located a short distance from the subject property. The project is currently pursuing rezoning to allow **approximately 125 new residential units**, including 55 townhomes and 70 multifamily units, located **within roughly 1.2 miles of the site.**

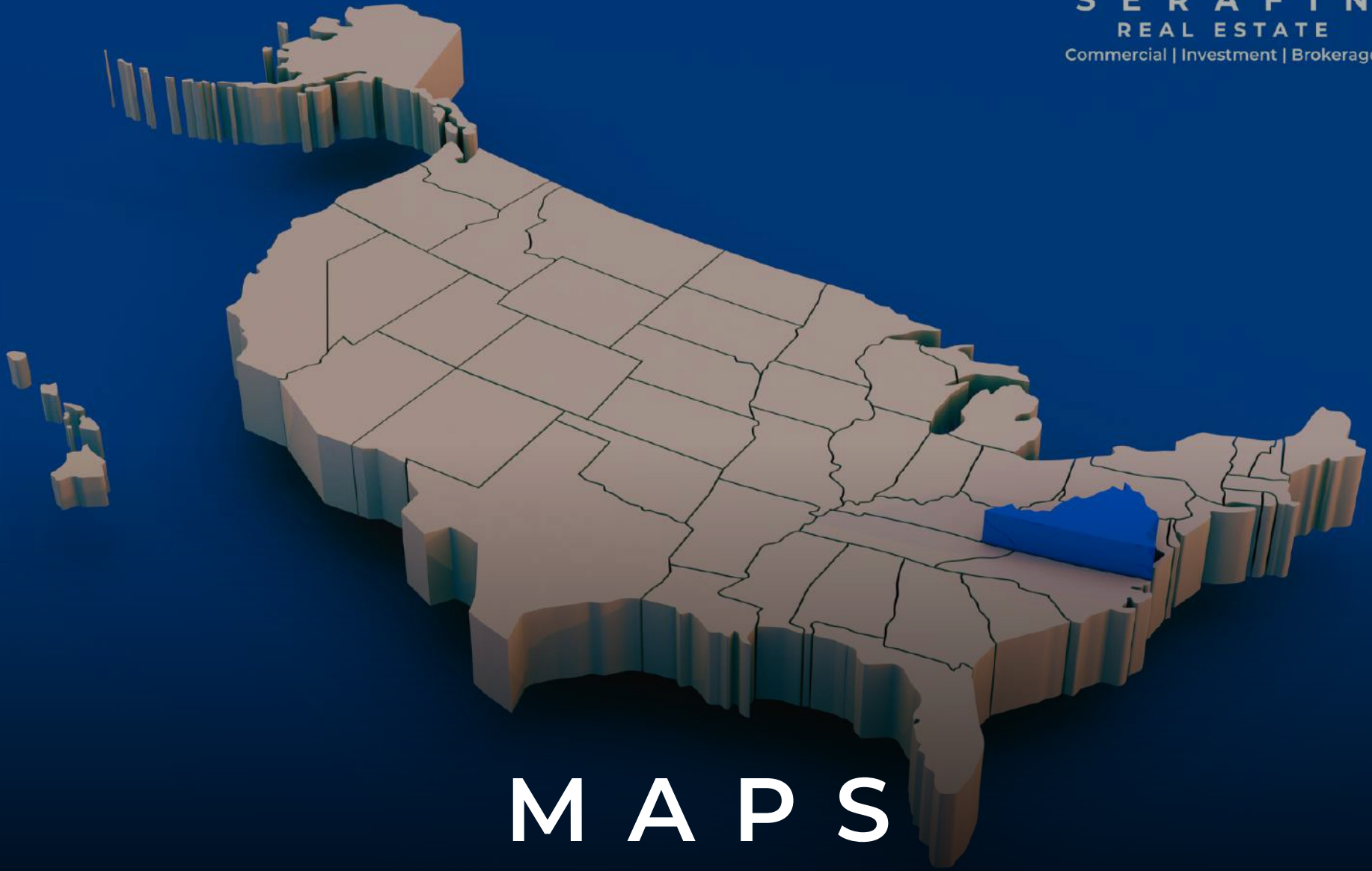
New housing development in close proximity to the property serves as a meaningful driver of childcare demand. Family-oriented housing types such as townhomes and garden-style apartments tend to attract households with young children. Industry benchmarks often estimate that **25-40% of new family households generate demand for childcare services**, particularly in commuter-oriented suburban markets like Prince William County where dual-income households are common. As new residential units are delivered in the surrounding area, the local childcare market benefits from a steady pipeline of enrollment-age children.

This development activity builds on broader population growth trends across Prince William County. The county's population has expanded significantly over the past decade and now **approaches half a million residents**, supported by continued residential construction, strong household formation, and proximity to the Washington, D.C. employment base. Average household sizes remain above national averages, reflecting a family-oriented demographic profile that naturally supports sustained demand for licensed childcare services.

At the same time, the supply of purpose-built childcare facilities in the immediate Woodbridge submarket remains relatively limited. Developing new childcare centers often faces regulatory hurdles, zoning constraints, and site-selection challenges that make new facilities difficult to deliver. As a result, existing licensed, purpose-built childcare facilities located within established residential areas tend to experience stable enrollment and strong long-term occupancy.

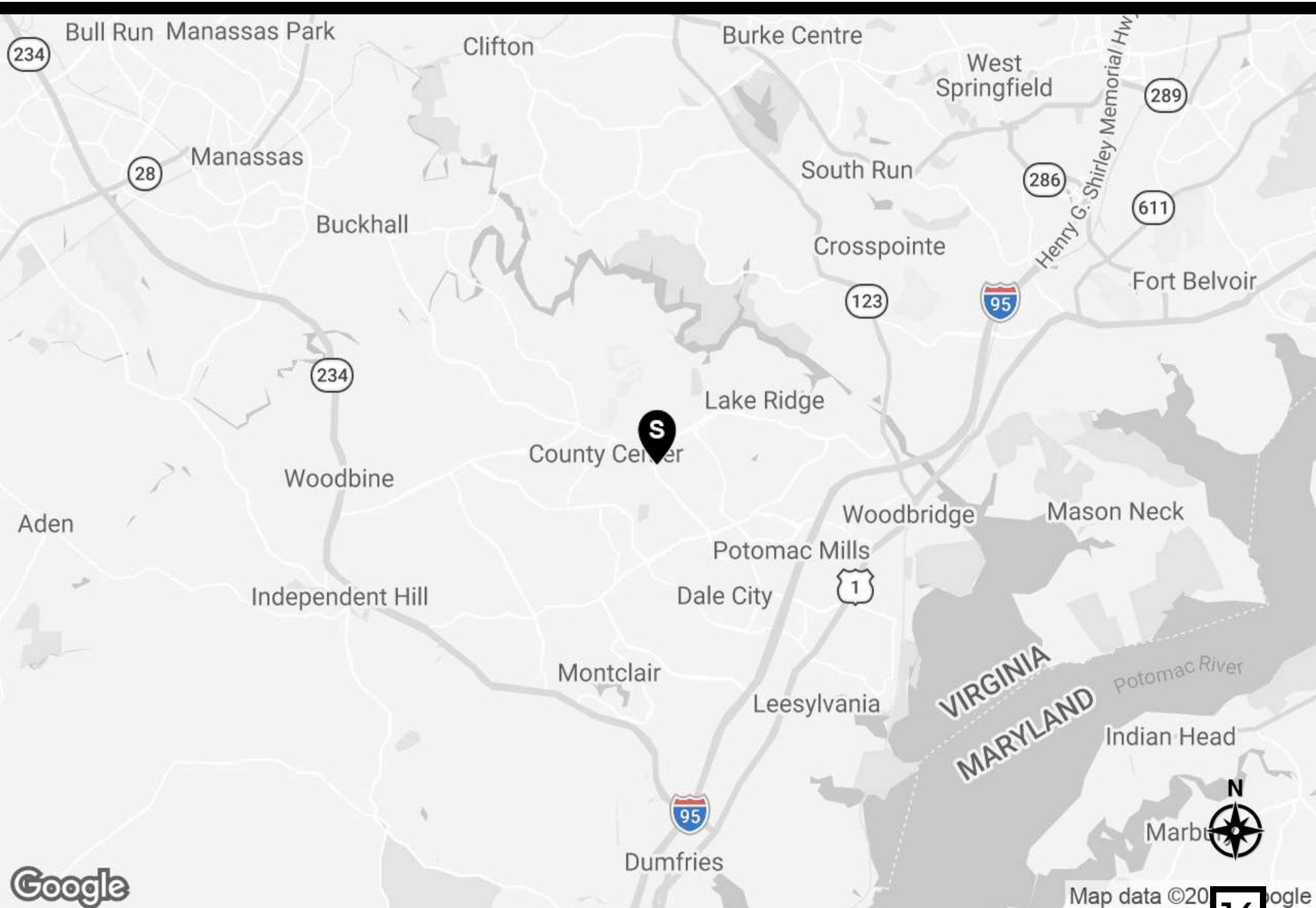
Located within this growing residential corridor, **12960 Troupe Street benefits from both existing population density and the continued expansion of nearby housing.** The combination of population growth, ongoing residential development, and limited new childcare supply reinforces the property's long-term viability as an early education facility serving the surrounding Woodbridge community.





MAPS

REGIONAL MAP



Google

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Map data ©2014 Google

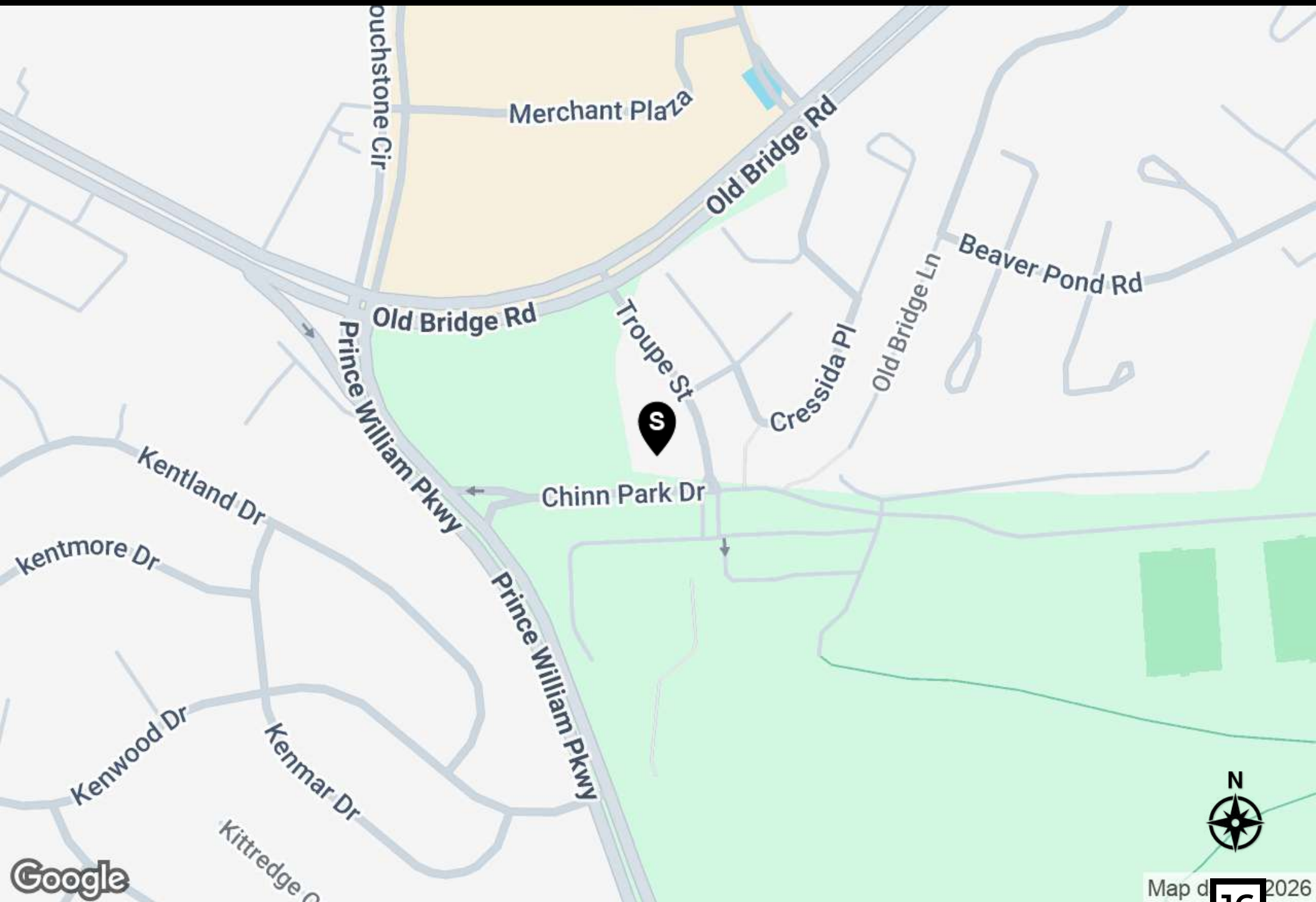
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AERIAL MAP

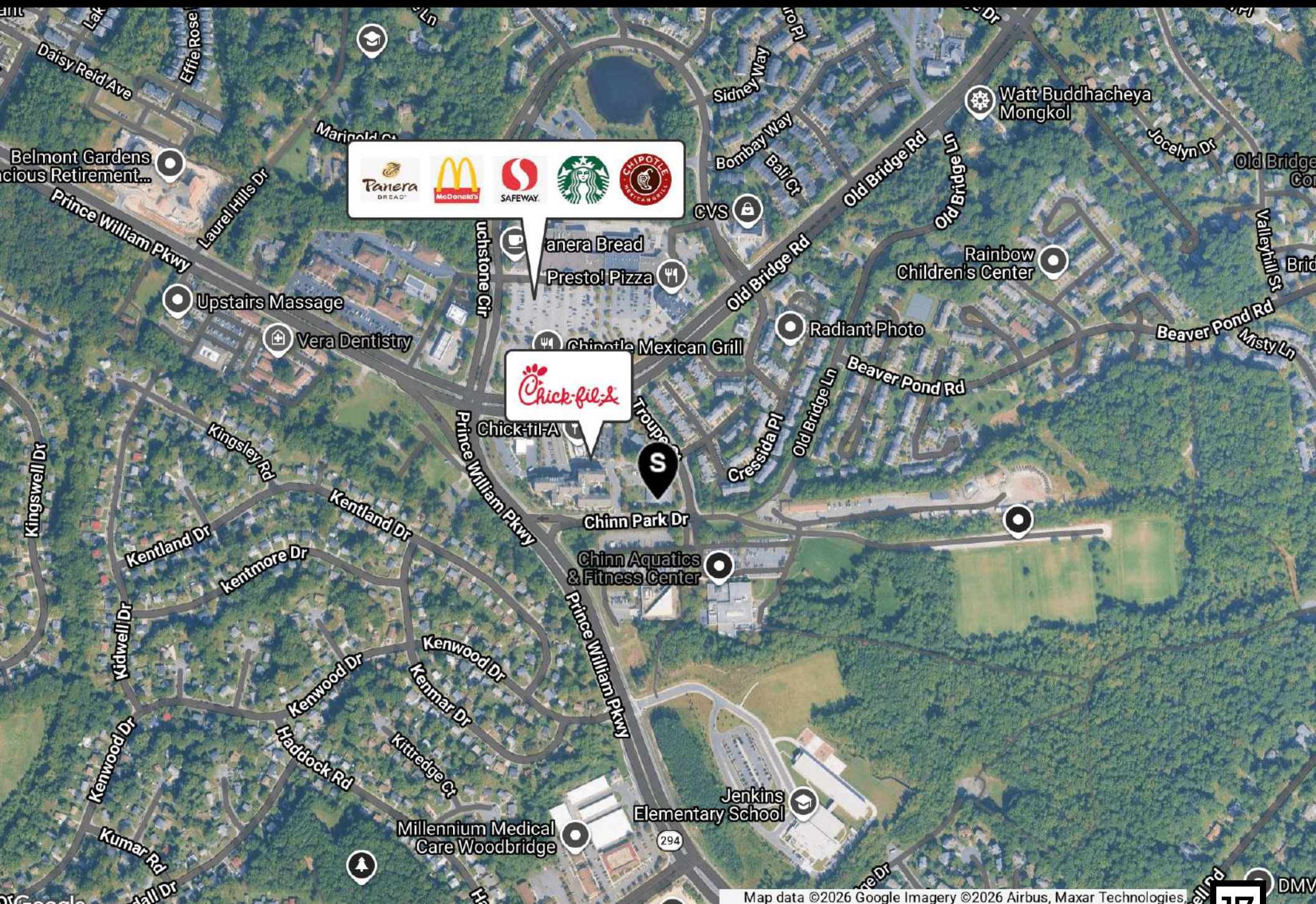


LOCATION MAP



Map data © 2026

RETAILER MAP



Map data ©2026 Google Imagery ©2026 Airbus, Maxar Technologies, etc.

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LOUDOUN COUNTY

DISTRICT OF COLUMBIA

City of Falls Church
ARLINGTON COUNTY

City of Fairfax

City of Alexandria

Town of Haymarket

66

FAIRFAX COUNTY

FAUQUIER COUNTY

City of Manassas

Town of Occoquan

PRINCE WILLIAM COUNTY

95

PEPER COUNTY

CHARLES COUNTY

STAFFORD COUNTY

ZONING

USES PERMITTED BY RIGHT

B-1, GENERAL BUSINESS DISTRICT

SEC. 32-401.10 — PURPOSE AND INTENT

The B-1 District is intended to implement the regional commercial center and *general* commercial land use classifications of the Comprehensive Plan. It is *generally* intended to provide areas for community-scale retail, office, and institutional uses in appropriate areas. The purpose of this district is to also promote retail employment opportunities and to enhance the tax base of Prince William County. The B-1 District is not designed to implement the non-retail employment based land uses reflected in the Comprehensive Plan; non-retail uses, however, are permitted within the district to complement and support the retail purposes.

(Ord. No. 04-78, 12-21-04; Ord. No. 09-30, 5-19-09; Ord. No. 12-22, Atch., 3-13-12)

SEC. 32-401.11 — USES PERMITTED BY RIGHT

The following uses shall be permitted by right in the B-1 District:

1. Adult day center.
2. Alarm systems operations, office.
3. Ambulance service (commercial).
4. Assisted living facility.
5. Barber shop or beautician studio, tanning and toning salon (one set of toning equipment only).
6. Business school.
7. Cafeteria/lunchroom/snack bar/automat.
8. Catering—Commercial (off premises).
9. Catering—Commercial (on or off premises).
10. Child-care facility.
11. Civic club.
12. College, university or seminary.
13. Commercial artist or photographer's studio.
14. Commercial bus station.
15. Computer and network services.
16. Craft brewery (not to exceed production of 10,000 barrels per year. May or may not be associated with a restaurant).
17. Cultural arts center.
18. Dry cleaning/garment processing facility, retail, less than 3,000 square feet.
19. Dry cleaning pick-up facility.
20. Event center/meeting hall.
21. Financial institution.
22. Garden center.
23. Greenhouse or nursery.
24. Hospital.
25. Hotel or motel.
26. Household equipment and appliance service.
27. Institute for special education and training.
28. Interior design and decorating shop.
29. Laundromat.
30. Lawn mower service.
31. Locksmith.
32. Medical or dental laboratory.
33. Medical or dental office and clinic.
1. Mortuary, funeral home (except in shopping centers or shopping malls).
2. Motor vehicle parts, retail.
3. Neighborhood retail and fulfillment center, up to 30,000 square feet in gross floor area.
4. Nursing or convalescent care facility.
5. Office.
6. Office equipment sales, lease, and service.
7. Optical and eye care facility.
8. Pet store, in accordance with the provisions of section 32-400.24.
9. Photographic processing laboratory.
10. Place of religious worship or assembly.
11. Private school (no boarding).
12. Quick service food store.
13. Radio or TV broadcasting station.
14. Recording studio.
15. Recreation facility, commercial (indoor).
16. Recycling collection points, subject to the standards in section 32-250.84.
17. Religious institution.
18. Restaurant.
19. Restaurant, carry-out.
20. Retail store, less than 80,000 square feet.
21. School of special instruction.
22. Shoe repair.
23. Shopping center A, B, C or D (See Part 100).
24. Tailor, seamstress shop.
25. Theater (drive-in).
26. Theater (indoor).
27. Tool and equipment rental (minor).
28. Trade, conference or convention center.
29. Trade, technical and vocational school.
30. Travel agency.
31. Veterinary hospital.
32. Wedding Chapel (except in shopping centers or shopping malls).



AREA OVERVIEW

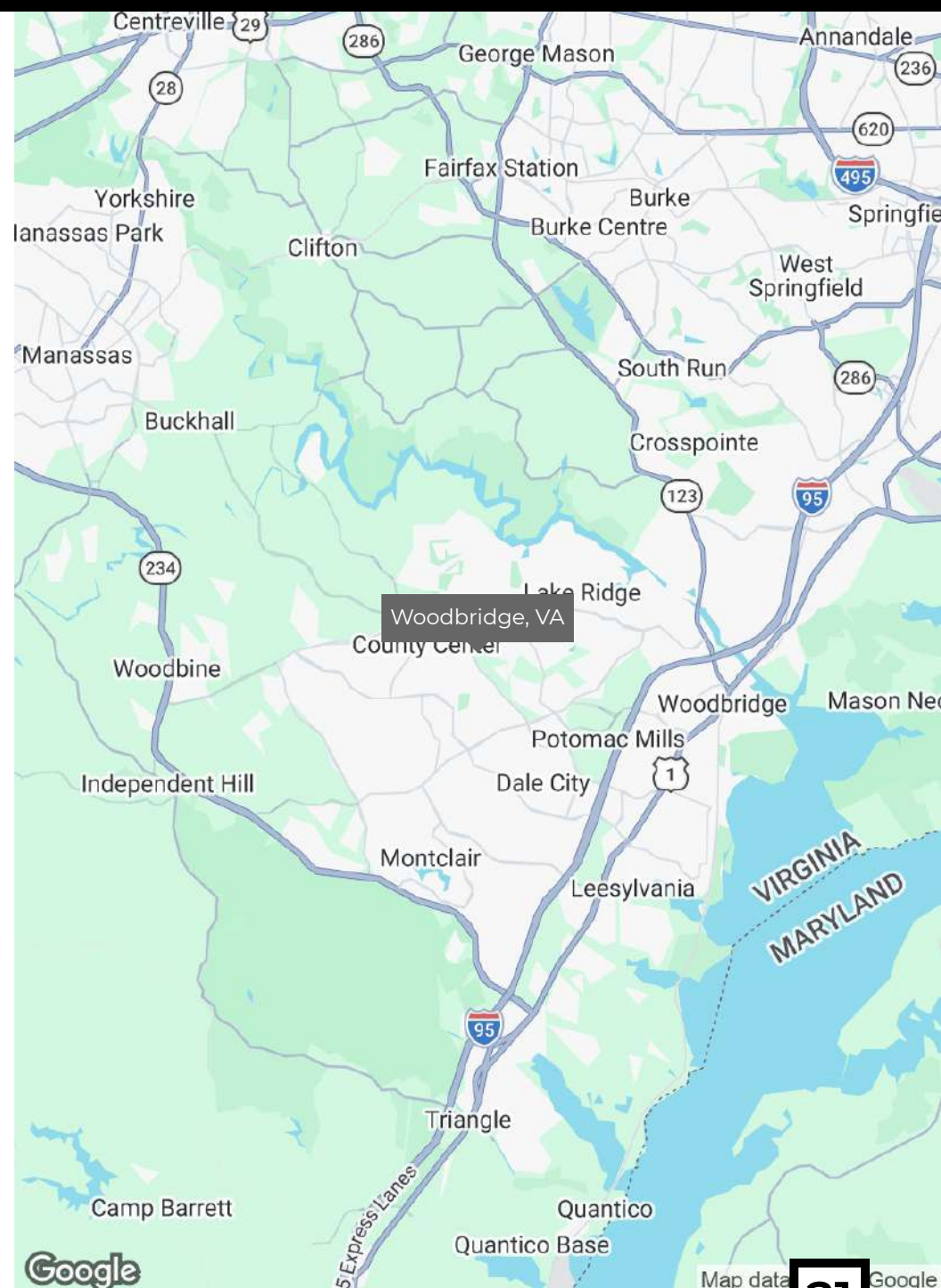
CITY INFORMATION

LOCATION DESCRIPTION

Prince William County is one of the strongest family-oriented growth markets in Northern Virginia, providing a solid foundation for sustained childcare demand. The County's population is estimated at approximately 497,000 as of 2024, reflecting growth of just over 3% since 2020 and nearly 95,000 new residents since 2010. Average household size is roughly 3.1 persons, signaling a heavy concentration of family households. Median household income exceeds \$131,000, supporting the ability to pay for higher-quality early education. Importantly for childcare operators, approximately 26% of the population is under age 18 and more than 6.5% is under age five, while labor force participation among working parents—particularly women—remains high. Continued residential development and long average commute times further reinforce demand for full-day childcare, before- and after-care programs, and early education centers.

Within this broader context, Woodbridge stands out as one of the County's most dense and family-driven submarkets. Woodbridge has a population of roughly 44,700 residents and an average household size of just over 3.0 persons, closely mirroring countywide family demographics. Nearly one-quarter of the population is under the age of 18, with more than 6% under age five, creating a consistent pipeline of childcare-age children. Median household income in Woodbridge is approximately \$105,000, which, while slightly below the County average, remains well above national norms and supports demand for licensed, professionally operated childcare facilities. Labor force participation among working parents is strong, and commute times remain lengthy, further reinforcing the need for reliable, full-day childcare solutions close to home or employment centers.

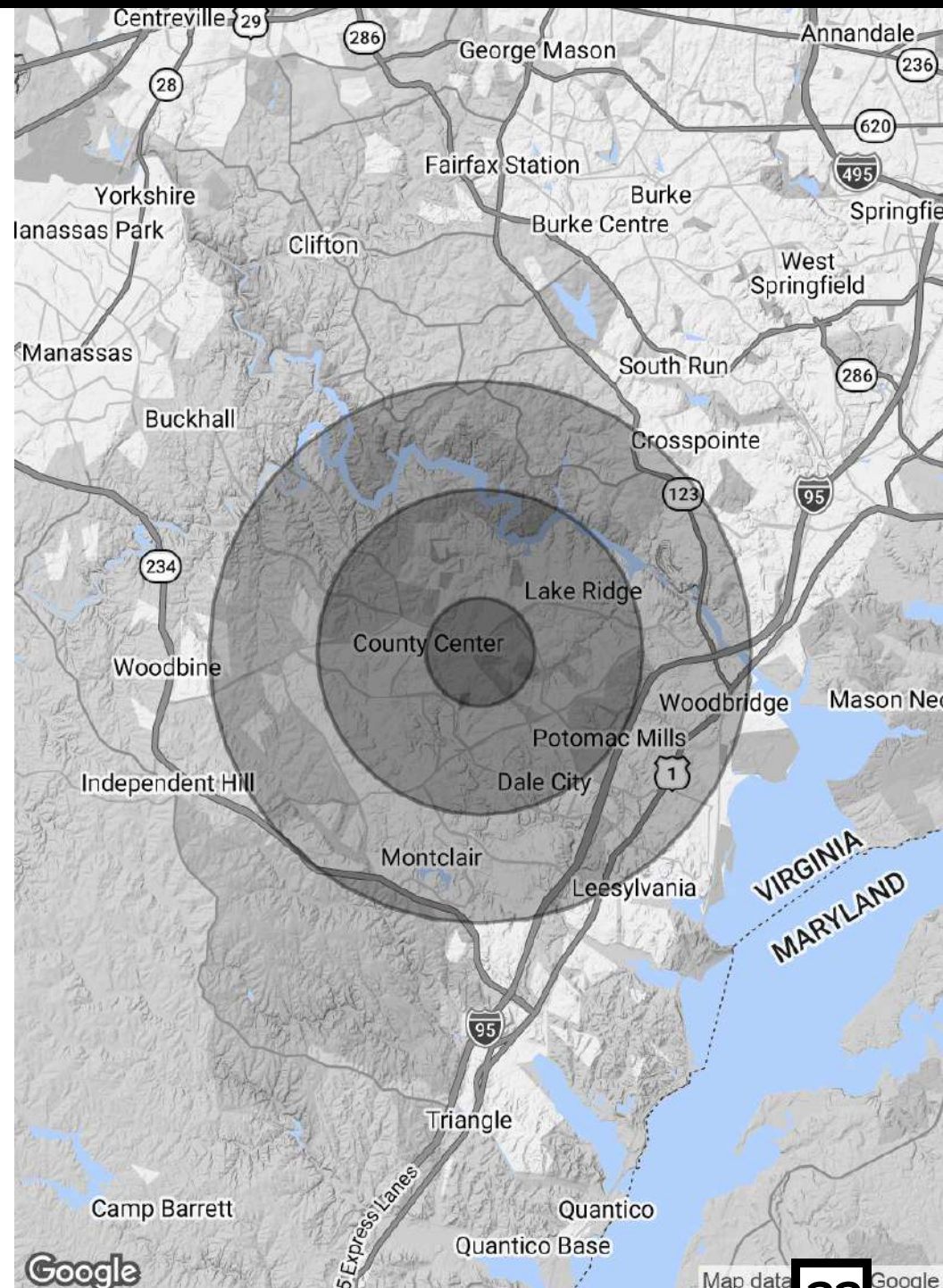
For a childcare user at 12960 Troupe Street, these demographics translate into a fundamentally supply-constrained, demand-supported market. Prince William County's ongoing population growth, combined with larger household sizes, high workforce participation, and a meaningful share of young children, creates durable demand for early education facilities. In an environment where childcare availability often lags population growth, well-located centers in Woodbridge benefit from consistent enrollment pressure, stable occupancy, and long-term operational viability driven by the surrounding residential base.



DEMOGRAPHICS MAP & REPORT

POPULATION	1 MILE	3 MILES	5 MILES
TOTAL POPULATION	17,301	107,319	221,557
AVERAGE AGE	37	37	37
AVERAGE AGE (MALE)	36	36	36
AVERAGE AGE (FEMALE)	38	38	38
HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
TOTAL HOUSEHOLDS	5,428	33,506	70,134
# OF PERSONS PER HH	3.2	3.2	3.2
AVERAGE HH INCOME	\$158,216	\$152,507	\$153,692
AVERAGE HOUSE VALUE	\$503,683	\$503,662	\$523,631

Demographics data derived from AlphaMap



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2022
BEST OF
LOUDOWN
Loudoun Times-Mirror
WINNER

2023
BEST OF
LOUDOWN
Loudoun Times-Mirror
WINNER

2024
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LOUDOWN
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WINNER

2025
BEST OF
LOUDOWN
Loudoun Times-Mirror
WINNER

B R O K E R

I N F O R M A T I O N

ABOUT SERAFIN REAL ESTATE



Serafin Real Estate is a boutique commercial real estate brokerage headquartered in Loudoun County, Virginia, exclusively focused on the Northern Virginia market. Founded in 2019 by Joe Serafin, the firm has closed more than \$730 million in transactions since inception, with Joe surpassing \$1 billion in career sales volume. By **intentionally concentrating on the Northern Virginia region**, the firm provides owners with hyper-local market knowledge, real-time data insight, and deep relationships with the area's most active buyers and investors. Serafin Real Estate has been recognized multiple times as a Best of Loudoun winner and is consistently regarded as one of the region's top-performing commercial brokerages.

Rather than spreading geographically, the firm has built its reputation on becoming the market expert within Northern Virginia, understanding zoning nuances, buyer demand trends, capital sources, and property-level dynamics at a granular level. Through advanced technology, proprietary databases, and a curated network of qualified local, regional, and 1031 exchange buyers, Serafin Real Estate positions each listing to **drive competition and maximize value**. Clients benefit from institutional-level strategy combined with the accountability, responsiveness, and hands-on execution of a focused, owner-led brokerage.

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MEET THE TEAM



JOE SERAFIN
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Joe is an 21-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 Willam 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 \$1B 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.



JENNIFER CUPITT
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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.



SEAN KLINE
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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.



PETER POKORNY
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Peter has over ten years of experience in commercial real estate transactions with an expertise in office and retail leasing. He advises owners, investors and businesses in all aspects of buying and selling commercial properties. Peter's geographic focus includes Alexandria, Arlington, Eastern Fairfax County, and Eastern Prince William County.