

CHILD CARE INSITE

COMMERCIAL REAL ESTATE ADVISORS

Asking Price: \$2,600,000

CONFIDENTIAL OFFERING MEMORANDUM

Montessori School of Novato

Established Child Care Business & Real Estate | Bulk Sale Opportunity

1466 South Novato Boulevard · Novato, California 94947 · Marin County

Brent J. Delhamer

Broker | CA DRE #01720232

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Confidentiality & Disclaimer

This Confidential Offering Memorandum (the “Memorandum”) has been prepared by Child Care Insite Commercial Real Estate Advisors (“CCI”) solely for the use of prospective purchasers evaluating the possible acquisition of the Montessori School of Novato business and the associated real property located at 1466 South Novato Boulevard, Novato, California (the “Property”).

By accepting this Memorandum, the recipient agrees to hold its contents in strict confidence, not to reproduce or distribute it in whole or in part, and not to contact ownership, employees, families, or vendors of the school directly. All inquiries, tours, and requests for additional information must be directed exclusively to CCI. The continued confidentiality of this offering is essential to protecting the ongoing operations of the school.

The information contained herein has been obtained from the seller and from sources deemed reliable; however, CCI has not verified it and makes no representation or warranty, expressed or implied, as to its accuracy or completeness. Certain figures are seller estimates that have not been independently validated. Financial projections are provided for reference only. Prospective purchasers are expected to conduct their own independent investigation and due diligence, including verification of licensing, zoning, square footage, permits, and financial performance, and to rely solely on that investigation in any decision to acquire the business or Property.

ACCESS TO CONFIDENTIAL RECORDS

Detailed financial statements, tax returns, payroll information, enrollment reports, and other confidential operating records are available only to qualified buyers.

To receive the confidential financial package, prospective purchasers will be asked to provide:

- Executed Non-Disclosure Agreement
- Proof of funds or lender prequalification
- Buyer profile / acquisition background

Child Care Insite is the nation's premier brokerage specializing exclusively in child care center transactions.

THE OPPORTUNITY

Executive Summary

Child Care Insite is pleased to present Montessori School of Novato, a long-established Marin County child care business and 0.91-acre real estate offering available in a bulk sale.

Operating from the same South Novato Boulevard location since approximately 1985, the school serves toddler and primary-age children through a Montessori program led by long-tenured staff, including Montessori-credentialed primary head teachers. The toddler teacher follows Montessori guidelines under the supervision of the primary head teachers. Day-to-day admissions, staffing, billing, and administration have been delegated to senior staff, allowing the retiring owner to remain largely hands-off.

With 2025 revenue of \$880,497 and regular school-year enrollment of 48 children against a licensed capacity of 60, the school offers stable cash flow and clear upside. Enrollment is seasonally lower during the summer, then builds again after school resumes in late August and typically returns to normal levels by January. Additional upside may include enrollment growth to the current license and a potential 18-month toddler program, subject to licensing, staffing, and facility approvals.

\$880K

2025 REVENUE

QuickBooks accrual P&L

60

LICENSED CAPACITY

48 enrolled during the regular school year
Summer enrollment is seasonally lower

40 Yrs

OPERATING HISTORY

Same location since ~1985

0.91 Ac

CAMPUS

Business + real estate



Welcoming Entrance at 1466 S. Novato Blvd.

Investment Highlights



40-Year Institution

Serving Novato families from the same campus since approximately 1985; a trusted local brand.



Business + Real Estate

Fee-simple 0.91-acre campus included.



Licensed for 60

Established license with 48 children enrolled during the regular school year across three classrooms. Summer enrollment is seasonally lower.



Tenured Teaching Team

Montessori-credentialed primary head teachers, supported by an experienced toddler teacher, assistants, and aftercare staff; 11 employees in total.



Delegated Operations

Admissions, staffing, and billing handled by senior staff. Minimal owner involvement.



Growing Revenue

Revenue increased from \$771K (2024) to \$880K (2025).



Waitlist Demand

Waitlist typically forms by October–November; waitlisted families historically enroll at nearly 100%.



Clear Upside

Enrollment runway to the existing 60-child license. Because licensed capacity is based in part on available square footage, a future building addition may support additional capacity, subject to zoning, building, fire, parking, staffing, and licensing approvals.

Business Overview

For four decades, Montessori School of Novato has provided an enriching environment for toddlers and preschool-aged children. Using the Montessori approach, the school helps children develop their inherent joy in learning, a sense of responsibility, and respect for themselves, others, and their environment.

The school operates two primary classrooms (ages 3–5) and one toddler classroom (age 2), following an authentic Montessori work-period model with morning and afternoon daycare from 7:00 AM to 5:30 PM. The program runs on a 180-day school year that closely follows the Novato Unified School District calendar, with summer programming.



Authentic Montessori: Montessori-credentialed primary head teachers; the toddler teacher follows Montessori guidelines under their supervision; ‘help me to do it by myself’ philosophy.



Training & Credentials: Primary head teachers hold Montessori credentials. All staff are CPR and First Aid certified, and assistants hold a minimum of 12 ECE units.



Structured Admissions: Private tours October–March; \$100 application; March acceptance cycle with sibling priority.



Community Reputation: Multi-generational families. Alumni now teach at, and enroll their children in, the school.



Enrollment & Licensing Overview

CLASSROOM	PROGRAM	ENROLLED*	CAPACITY
Primary Classroom 1	Primary (ages 3–5)	21	24
Primary Classroom 2	Primary (ages 3–5)	14	18
Toddler Classroom	Toddler (age 2)	13	18
Total	Licensed for 60 children	48	60

Afternoon daycare (2:30–5:30 PM) currently serves 33 children, with most staying until 5:30 PM. A meaningful driver of full-day tuition rates.

80%

REGULAR SCHOOL-YEAR UTILIZATION

Based on 48 regular school-year students against a 60-child license. Summer utilization is seasonally lower.

Oct–Nov

WAITLIST FORMS

Waitlisted families historically enroll at ~100%

7:00–5:30

DAILY COVERAGE

Morning care, Montessori work periods, aftercare



Prepared Montessori environment

*Enrollment figures reflect the regular school year. Enrollment declines during the summer as graduates transition to public pre-K and some families attend summer camps. Enrollment begins rebuilding after school resumes in late August, remains lighter through approximately October, and typically returns to normal levels by January.

Staffing & Operations

The school employs a team of 11, anchored by Montessori-credentialed primary head teachers and an experienced toddler teacher. The toddler teacher does not hold a Montessori credential but follows Montessori guidelines under the supervision of the primary head teachers. Staff tenures at the school reach back as far as 1997, including the school Director and a teacher who attended the school as a child. Assistant and aftercare staff round out the team, all CPR and First Aid certified.

Critically for a buyer, day-to-day administration has already been institutionalized. Two lead teachers manage admissions, staffing, billing, and daily operations. The retiring owner's remaining role is limited to occasional maintenance and property oversight, making this a rare, genuinely management-in-place acquisition.



Primary Head Teachers

Montessori-credentialed, long-tenured leadership already in place.



Toddler & Support Team

Experienced toddler teacher supported by eight assistant and aftercare employees, several with alumni or long-term family ties to the school.



Admissions, Billing & Staffing

Fully delegated to senior staff and managed through Brightwheel and QuickBooks Payroll.



Minimal Owner Hours

Owner involvement limited to maintenance and oversight. Structured for absentee-style ownership.



Classroom

Tuition & Revenue Model

ANNUAL TUITION — EFFECTIVE SUMMER 2026 (5 DAYS / WEEK)

PROGRAM HOURS	PRIMARY (3–5)	TODDLER (2)
8:30 AM – 12:30 PM	\$15,600	\$16,250
8:30 AM – 2:30 PM	\$17,350	\$17,950
8:30 AM – 4:00 PM	\$18,450	\$19,050
8:30 AM – 5:30 PM (full day)	\$19,500	\$20,200

Early care (7:00–8:30 AM) available at \$2,100/yr. Three- and four-day schedules are also offered at the rates shown in the current tuition schedule.

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180-Day School Year: Tuition is based on a 180-day school year that closely follows the Novato Unified School District calendar and is paid in 10 monthly installments. Summer tuition is payable in two monthly installments.
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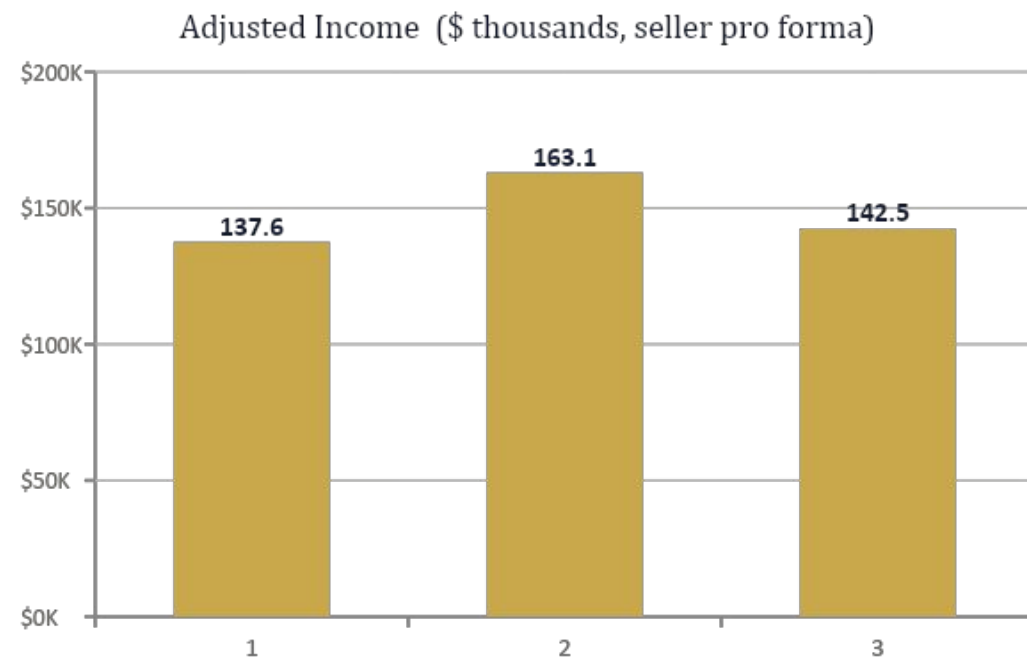
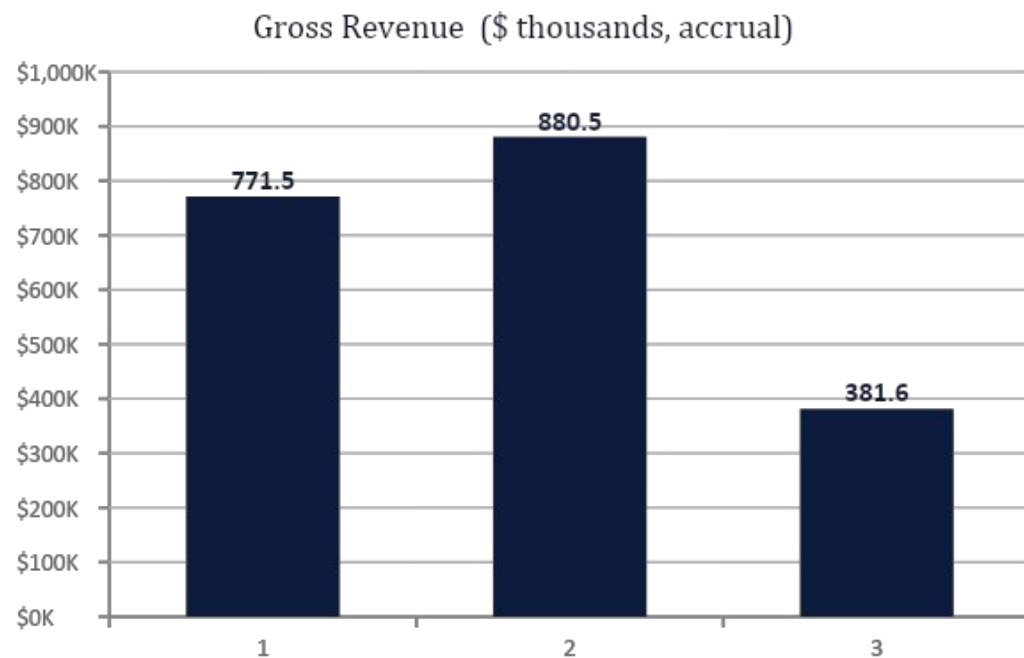
Consistent Annual Increases: Tuition has historically been reviewed and adjusted annually.
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Priced Below Nearby Markets: Rates remain competitive locally and below many Montessori programs in higher-priced neighboring communities, preserving headroom.



Daily-rhythm spaces support full-day programming

High-Level Financial Overview



*2026 YTD reflects January–April 2026 (four months). Adjusted Income reflects EBITDA plus seller-identified add-backs, including non-recurring repairs and owner discretionary items, per the seller’s normalization schedule. Approximately \$60,000 of annual rent is currently paid to ownership; its treatment depends on transaction structure. Organized QuickBooks records with deferred-tuition (accrual) accounting provide an unusually clear picture of operating performance.

Detailed financial statements, tax returns, payroll information, enrollment reports, and other confidential records are available to qualified buyers upon submission of proof of funds or lender prequalification.

THE PROPERTY

Real Estate Overview

The school occupies a 39,600-square-foot, 0.91-acre fee-simple parcel fronting South Novato Boulevard, a primary arterial carrying roughly 16,000–20,000 vehicles per day. The campus includes a permanent main building, a 960-square-foot modular classroom added approximately 1988–89, and an approximately 1,000-square-foot detached garage used for storage, surrounded by generous fenced play yards, gardens, and mature trees.

The seller reports that all major additions were completed under building permits and are reflected in licensing documentation. Buyers should independently verify square footage, permits, and zoning during due diligence.

SITE	39,600 SF lot (0.91 acres)
IMPROVEMENTS	1,958 SF main building per public record; 960 SF modular classroom; approximately 1,000 SF detached storage garage per seller, measurement pending
PARCEL / APN	152-041-32 · Marin County
YEAR BUILT	Public records indicate 1954 for the main building; buyer to verify; modular added ~1988–89
PROPERTY TAXES	\$10,795 (2025 assessment)
FLOOD ZONE	Zone X (unshaded) minimal hazard
FRONTAGE	S. Novato Blvd up to ~19,800 ADT nearby
ZONING	R1-10, seller-reported; buyer to verify
OPPORTUNITY ZONE	Seller reports that the property is located within a designated Opportunity Zone. Buyers should consult their tax advisors regarding eligibility and potential tax benefits.



Property Condition & Recent Improvements

Ownership has invested consistently in the campus in recent years. The seller reports no significant deferred maintenance, with interior repainting the only improvement anticipated over the next three to five years.



HVAC / Heat Pump

Main-building HVAC installed in 2019; modular classroom heat pump installed in 2026.



Roof Program

New modular classroom roof (2025); main roof ~15–20 years into a 40-year life.



Exterior Renewal

All buildings repainted (2025); dry rot repaired; trees trimmed.



Outdoor Investments

New gazebo, deck, and sandbox; landscaped play yards and garden beds.



Systems in Good Condition

Seller reports plumbing, electrical, and roofing all in good repair.



Routine Care in Place

Landscaping, janitorial, and pest-control services under regular contract.





MARIN COUNTY, CALIFORNIA

An irreplaceable location in a supply-constrained Marin County child care market

Novato's established residential neighborhoods, high household incomes, and limited licensed capacity create a durable moat around a 40-year operating history. Highway 101 and downtown Novato minutes away.

Market Overview

Novato anchors northern Marin County, one of the wealthiest counties in the United States. The 94947 trade area combines affluent, educated families with the stable, owner-occupied neighborhoods that sustain long-term preschool enrollment.

\$137.8K

MEDIAN HOUSEHOLD INCOME

94947 ZIP • \$186K average

\$1.02M

MEDIAN HOME VALUE

+3.4% over trailing 12 months

24,347

TRADE-AREA POPULATION

2.58 average household size

52.6%

BACHELOR'S DEGREE +

vs. 39.2% statewide

~19,800

VEHICLES / DAY

S. Novato Blvd corridor counts

\$150.5K

MARIN COUNTY MEDIAN HHI

Projected \$177K by 2029

Sources: Esri / U.S. Census ACS via Realtors Property Resource® (2025); traffic counts are estimates within one mile of the site.



The Campus



Outdoor Learning Environments



Classrooms & Interiors



Growth Opportunities



Add an 18-Month Toddler Program

Existing space appears available to accommodate a younger toddler cohort, the first expansion the seller would pursue if remaining in business. Younger entry points feed the primary classrooms and lengthen customer lifetime. Subject to licensing, staffing, and facility approvals.



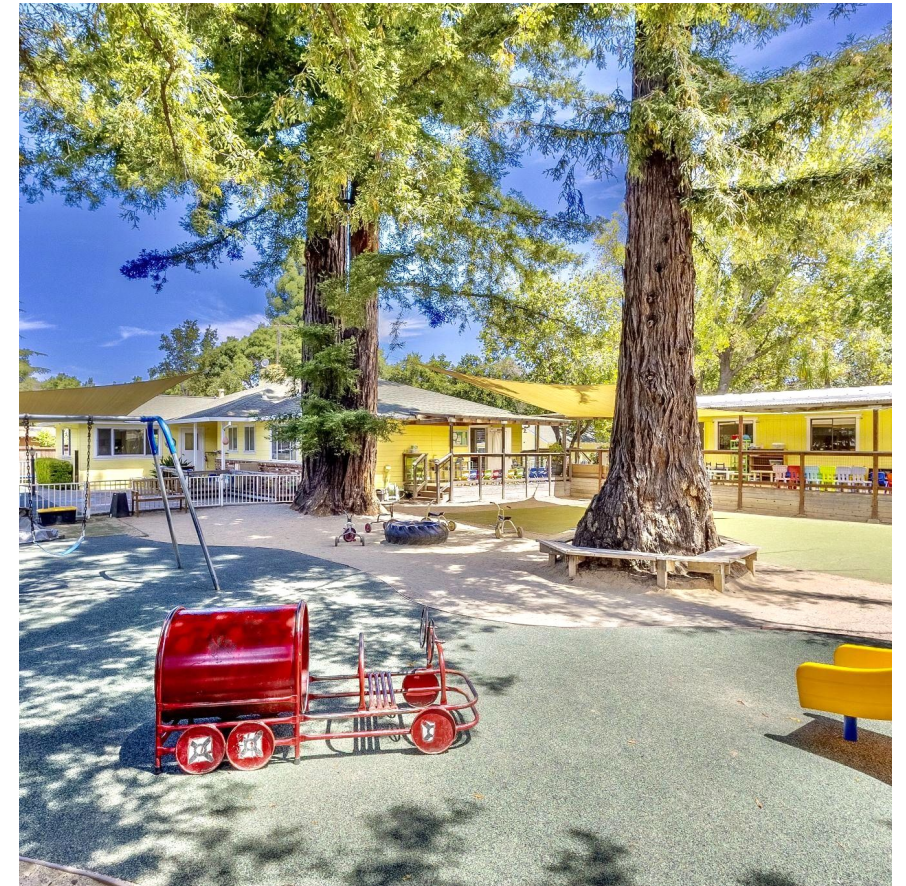
Enroll to or Expand the License

Regular school-year enrollment is 48 against a 60-child license. Summer enrollment declines seasonally before rebuilding from late August through the fall. Because licensed capacity is based in part on available square footage, a future building addition may create additional capacity upside, subject to zoning, building, fire, parking, staffing, and licensing approvals.



Continue Annual Tuition Discipline

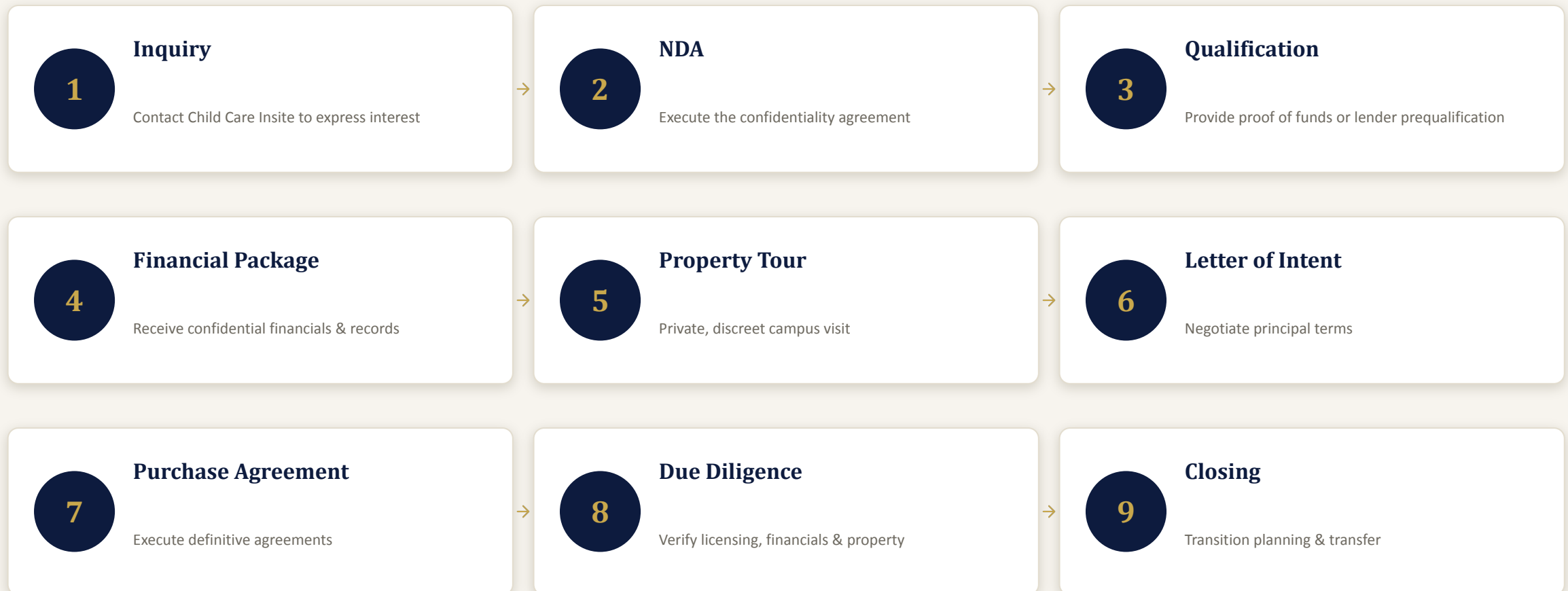
A long-established pattern of yearly increases, with rates still below many nearby Montessori programs, offers room to keep pace with Marin County incomes.



Outdoor space supports program expansion

Acquisition Process

Child Care Insite manages a structured, confidential process designed to protect the school's operations while moving qualified buyers efficiently to closing.



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NEXT STEPS

Request the Confidential Financial Package

Qualified buyers are invited to execute a Non-Disclosure Agreement and provide proof of funds or lender prequalification to receive detailed financial statements, enrollment reports, and property records for the Montessori School of Novato.

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This document is confidential and intended solely for the recipient. Information is deemed reliable but not guaranteed; buyers must verify all facts independently.