Turnkey Preschool | Licensed for Early Education

5-Star Rated School | Est. in Affluent, High-Demand Area

Business and Real Estate included in Purchase Price

BJ Delhamer

Represented by Child Care Insite:
specializing in child care centers sales nationwide

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Outline does not represent exact parcel dimensions.

PROPERTY HIGHLIGHTS

Tiny Tot Preschool & Kindergarten

Investment Executive Summary

1680 Patricia Avenue, Simi Valley, CA 93065
Business & Real Estate | Licensed for Early Education

Tiny Tot Preschool & Kindergarten is a long-standing, five-star rated preschool located in an affluent, family-oriented neighborhood in Simi Valley, California. The offering includes both the business and real estate, with substantial upside potential through enrollment growth, tuition adjustments, and active participation in California child care subsidy programs. With over 20 years of community trust and strong market demographics, this is a rare opportunity to acquire a turnkey, legacy preschool in a supply-constrained market.

Bullet Point Summary

- Licensed for Early Education | Capacity: (Verify with CDSS)
- Current Operations in 2,961 SF Building on 0.44 Acres
- Five-Star Ventura County Rising Stars Rated Program
- Business & Real Estate Included in Sale Price
- Over 20 Years of Established Brand Recognition and Alumni Base
- Strong Fit for SBA 7(a) or Conventional Financing
- Potential to Enhance Revenue via Enrollment Growth & Tuition Increases
- Educational Zoning with Limited Local Competition
- Stable, Experienced Staff in Place
- Located in High-Income, Family-Centered Demographic

VALUE-ADD STRATEGIES

Value-Add Strategies

Unlock substantial upside to increase revenue, efficiency, and long-term asset value:

Increase Enrollment
Leverage strong local demand and the school's five-star reputation to expand enrollment toward licensed capacity, maximizing use of classrooms and outdoor space.

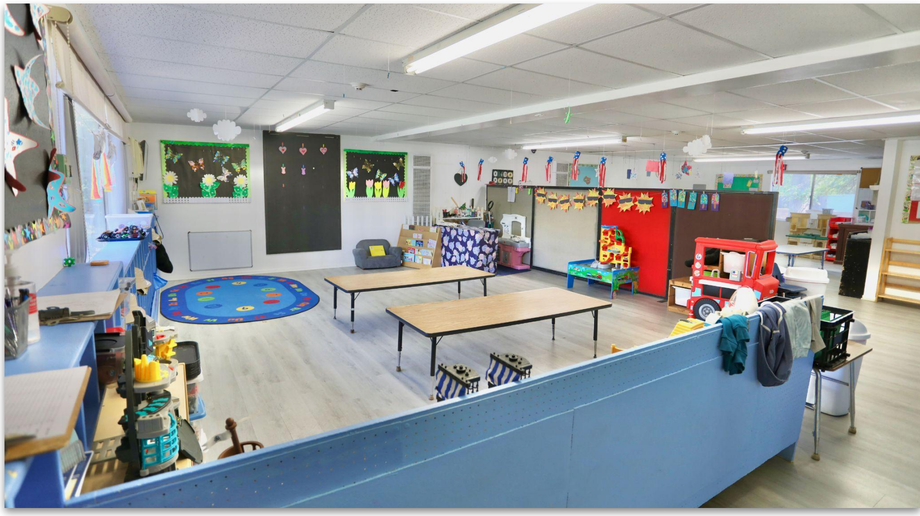
Maximize Subsidy Participation
Increase participation in CSPP, CCTR, CACFP, and other available California child care funding sources to boost per-child income without significant tuition hikes.

Right-Size Staffing for Growth
Align staffing schedules and roles with enrollment trends to maintain quality while optimizing labor costs as enrollment rises.

Adjust Tuition to Market Rates
Review and gradually adjust tuition rates across all age groups to match prevailing rates in the Simi Valley and Ventura County market.

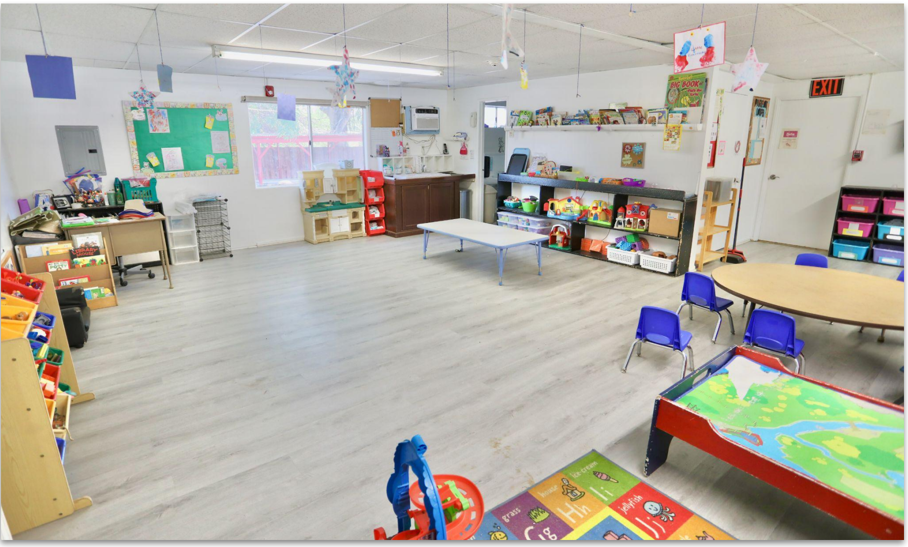
Expand Program Offerings
Add high-demand enrichment programs (STEM, art, music, language) and seasonal activities to attract new families, increase retention, and create ancillary revenue.

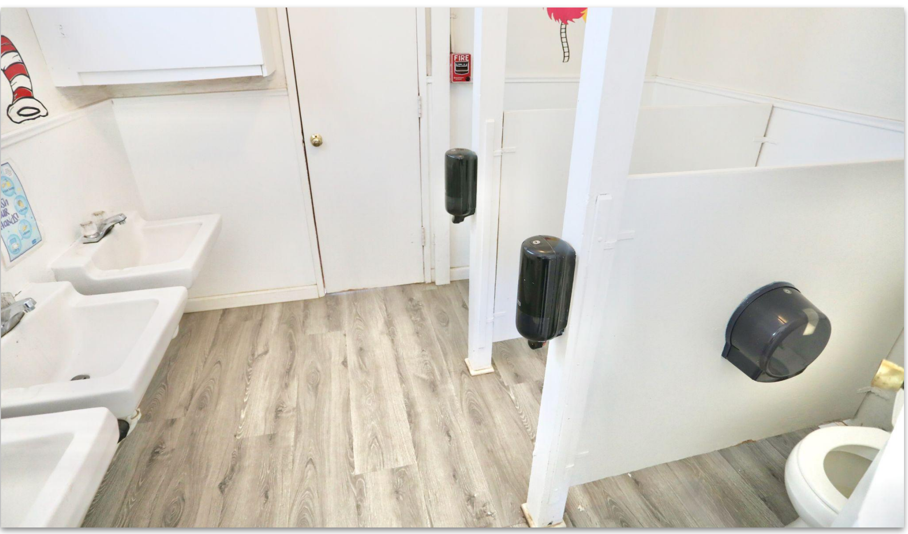
Boost Marketing & Community Outreach
Enhance digital presence, strengthen referral networks, and utilize the school's long-standing community reputation to drive consistent lead flow and enrollment growth.



Tiny Tot Preschool & Kindergarten

INVESTMENT HIGHLIGHTS





Investment Highlights

Prime Location – 2,961 SF preschool on 0.44 acres in Simi Valley's established residential corridor, surrounded by affluent, family-oriented neighborhoods.

Significant Upside – Opportunity to expand enrollment toward licensed capacity, increasing gross operating income by an estimated 35%–50% through utilization of existing facilities and resources.

Affluent Market – $118,728 median household income, strong dual-income households, and high demand for quality early education programs.

Long-Standing Legacy – Five-star Ventura County Rising Stars rated program with over 20 years of continuous operation and deep alumni relationships.

Staffing Stability – Experienced educators and administrative staff in place, maintaining compliance with California licensing ratios and operational standards.

Strong Community Visibility – Established reputation, active parent network, and potential to further increase brand presence through marketing and community engagement.

High-Value Demographics – Trade area includes segments such as Pleasantville and Savvy Suburbanites, with strong disposable income and educational spending priorities.

Facility Enhancement Potential – Minor capital improvements (estimated $25k–$50k) could elevate branding and attract additional premium-paying families.

Community Ties – Long history of parent engagement, local partnerships, and strong reputation within the Simi Valley education network.

Exit Valuation Potential – With full enrollment and market-rate tuition, projected NOI could support an exit value in the $3.0M–$3.5M range within five years.

POTENTIAL EXIT STRATEGIES

- ## Potential Exit Strategies

- **Strategic Buyer Acquisition**
  Sell to a regional or national preschool chain seeking expansion in Ventura County. Well-established, five-star rated schools with real estate often command premium multiples in strategic acquisitions.
- **Real Estate Sale & Leaseback**
  Separate and sell the property to a childcare-focused real estate investment group while retaining or selling the business. This approach can unlock significant equity while preserving operational continuity.
- **Refinance & Hold**
  After increasing enrollment to capacity and stabilizing NOI, refinance at the improved valuation to extract capital while retaining ownership and enjoying ongoing monthly income.
- **Private Equity Recapitalization**
  At full enrollment and optimal staffing levels, attract interest from early childhood education investment funds seeking stable, scalable operations in affluent markets.
- **Owner-Operator Retirement Sale**
  Position for sale to another local operator or family-run buyer as a cash-flowing turnkey operation with established staff, systems, and strong community reputation.
- **Five-Year Hold & Market Exit**
  Target a ~$3.0M–$3.5M resale value within five years, assuming stabilized enrollment, market-rate tuition, and continued real estate appreciation supported by high-income demographics and low competition.

FINANCIAL METRICS

Tiny Tot Preschool & Kindergarten

Financial Overview

Purchase Price: \$2,700,000

2025 GOI (Projected): \$440,000–\$480,000 (current enrollment base with upside from capacity growth)

2025 NOI (Projected): \$150,000–\$175,000 (34%–36% margin)

Current Cap Rate: 5.6%–6.5% (\$150k–\$175k NOI ÷ \$2.7M)

2029 Pro Forma GOI: ~\$600,000 (full enrollment and market-rate tuition)

2029 Pro Forma NOI: \$200,000–\$240,000 (33%–36% margin)

Equity Multiple: 1.5x–1.7x (5-year hold, \$3.0M–\$3.5M exit)

Cash-on-Cash Return: 7%–9% (Year 1, leveraged, SBA loan)

DSCR: 1.3–1.5 (Year 1, \$150k–\$175k NOI ÷ \$115,000 debt service)

Debt Yield Ratio: 5.6%–6.5% (\$150k–\$175k NOI ÷ \$2.55M SBA loan)

NPV: \$2.45M–\$2.6M (10% discount rate, 5-year cash flows)

MIRR: 7.8%–9.4% (5% reinvestment, 9.75% finance rate)

LTV (SBA Loan): 85% (\$2.55M loan ÷ \$2.7M purchase)

Exit Valuation (2029): \$3.0M–\$3.5M (8% cap rate, \$200k–\$240k NOI)

CHILD CARE INSITE
COMMERCIAL REAL ESTATE

SECTOR OUTLOOK

Operational Overview

Day-to-Day Operations

- Open Monday through Friday, 7:00 AM to 6:00 PM
- Licensed for early childhood education (capacity to be confirmed via CDSS)
- Programs offered for preschool and kindergarten-aged children, with potential to expand enrichment and extended care services
- Five-star Ventura County Rising Stars rated program with a focus on creativity, social skills, and foundational learning
- Curriculum blends academic readiness with hands-on activities including art, music, storytelling, nature exploration, and imaginative play
- Active community engagement through seasonal events such as Halloween parades, holiday activities, and safety education programs
- On-site meals provided, with eligibility for food reimbursement programs (CACFP)
- Parent communications managed through a combination of digital and in-person touchpoints to support strong family relationships

Staff Structure

- Experienced, long-tenured teaching staff familiar with California early education standards and compliance requirements
- 1 Onsite Director overseeing daily operations, curriculum implementation, and licensing compliance
- Teaching team includes lead teachers, assistant teachers, and support staff for both classroom and administrative functions
- Staff training and professional development in place to maintain quality standards and meet continuing education requirements

Ownership & Management

- Privately owned and operated, with hands-on involvement from ownership in both administrative and strategic functions
- Strong reputation and continuity in leadership have contributed to stable enrollment and parent trust over decades of operation

FINANCIAL METRICS

Growth & Value-Add Potential

Revenue Growth Levers

- **Enrollment Upside:** School is operating below full licensed capacity. Increasing enrollment toward maximum levels could add an estimated 30–40% in gross revenue with minimal incremental staffing or overhead.
- **Tuition Adjustment Opportunity:** Current tuition rates are competitive but slightly below prevailing rates in Simi Valley and Ventura County. A phased 5–10% increase would align pricing with market benchmarks and deliver a direct boost to EBITDA.
- **Extended Care & Enrichment Programs:** Demand from working families supports expansion of before- and after-school care, as well as the addition of fee-based enrichment programs (STEM, art, music, language) to increase per-student revenue.

Operational Efficiencies

- **Experienced Team:** Stable, long-tenured staff in place, minimizing recruitment costs and ensuring consistent quality of care and instruction.
- **CACFP Eligibility:** On-site meal service qualifies for federal food reimbursement programs, which can offset operating costs and improve margins.
- **Streamlined Administration:** Established systems for billing, scheduling, and parent communication reduce administrative workload and support scalability.

Exit Strategy Friendly

- **SBA Financeable:** Clean financial records and consistent cash flow make the business an attractive candidate for SBA 7(a) or conventional financing.
- **Scalable Model:** Strong brand reputation, favorable location, and replicable operational systems provide an ideal platform for multi-site expansion or integration into an existing operator portfolio.
- **Real Estate Included:** Owning the property enhances lender confidence and increases buyer pool by appealing to both owner-operators and investors.

PROPERTY VIDEOS

Click on the video to the right to view the walkthrough video on YouTube.

Click on the video to the right to view the aerial video on YouTube.

CHILD CARE INSITE
COMMERCIAL REAL ESTATE

LICENSE(S)

State of California

Department of Social Services

Facility Number: 566208929

Effective Date: 10/21/2002 Total Capacity: 59

In accordance with applicable provisions of the Health and Safety Code of California, and its rules and regulations; the Department of Social Services hereby issues

this License to

NARE COPORATION

to operate and maintain a

DAY CARE CENTER

Name of Facility

TINY TOT PRESCHOOL & KINDERGARTEN
1680 PATRICIA AVE.
SIMI VALLEY, CA 93065

This License is not transferable and is granted solely upon the following:

AMBULATORY ONLY, CHILDREN AGES 2 TO KINDERGARTEN WITH TODDLER OPTION FOR 14 CHILDREN AGES 18 TO 30 MONTHS. NOT TO EXCEED TOTAL CAPACITY OF 59.

Client Groups Served:

CHILDREN

Complaints regarding services provided in this facility should be directed to:

CENTRAL COAST-CHILD (805) 682-7647

Jo Frederick

Deputy Director,
Community Care Licensing Division

Michelle Rembton, LPA

Authorized Representative of Licensing Agency

LIC203A (03/07) FAS
Print Date 06/12/2009

POST IN A PROMINENT PLACE

CU-TAO18b

DEPARTMENT OF SOCIAL SERVICES

Tiny Tot Preschool & Kindergarten

Facility Detail

TINY TOT PRESCHOOL & KINDERGARTEN Stay Updated

Status: Licensed

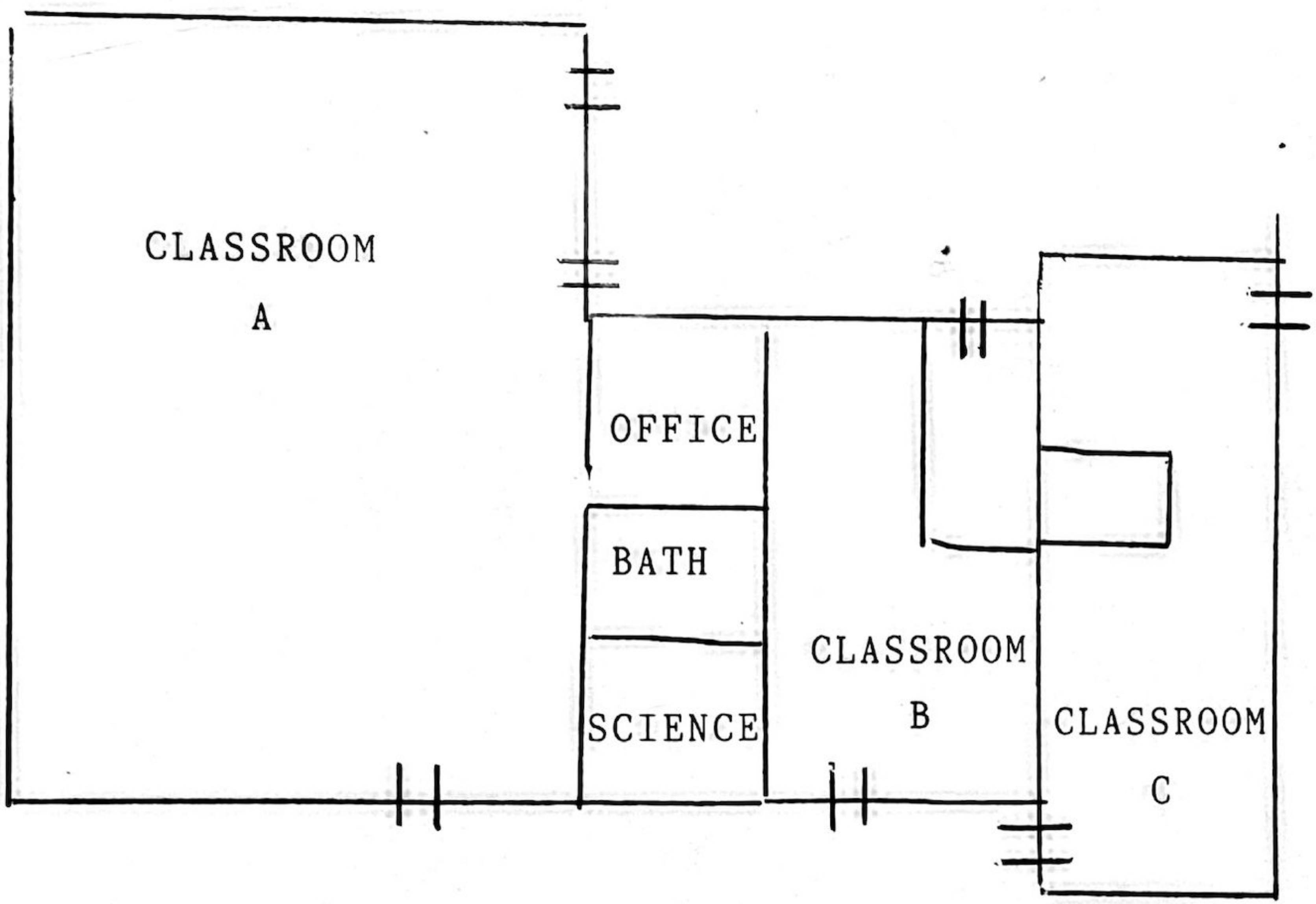
Lic. Date: 10/21/2002

Address:
1680 PATRICIA AVE.
SIMI VALLEY, CA 93065
Licensee Name: NARE COPORATION

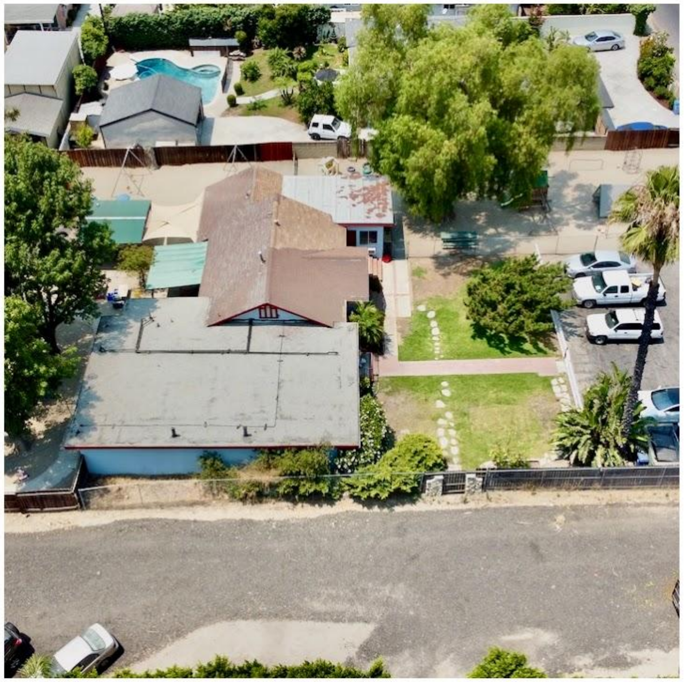
Phone: (805) 526-1959
Facility Number: 566208929
Facility Capacity: 59
Facility Type: DAY CARE CENTER

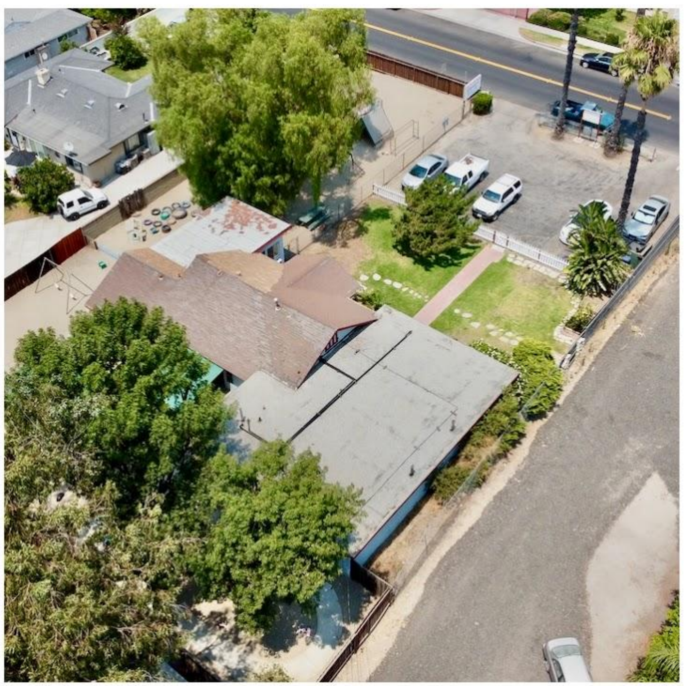
State Licensing Office Contact Information
Regional Office: **SANTA BARBARA CC RO**
Address: 6500 HOLLISTER AVE., SUITE 200
GOLETA, CA 93117
Phone: (805) 562-0400

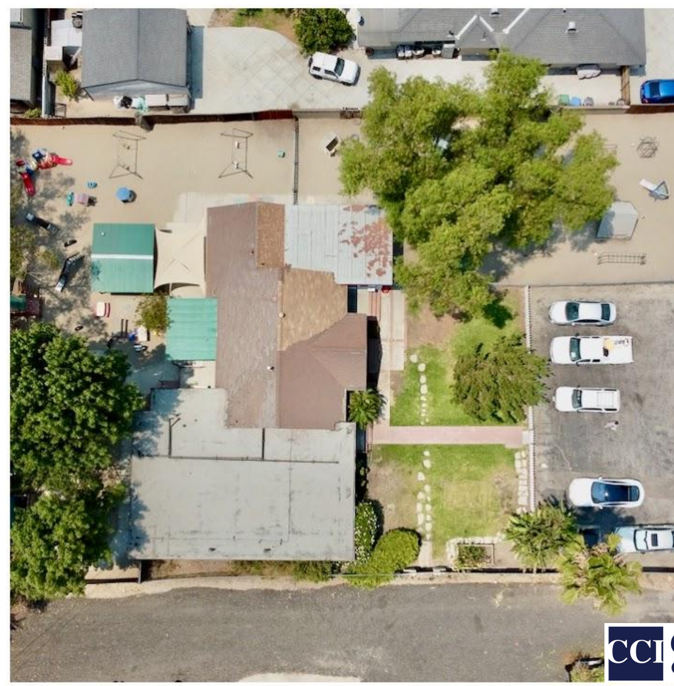
FLOOR PLAN



PHOTOS OF PROPERTY

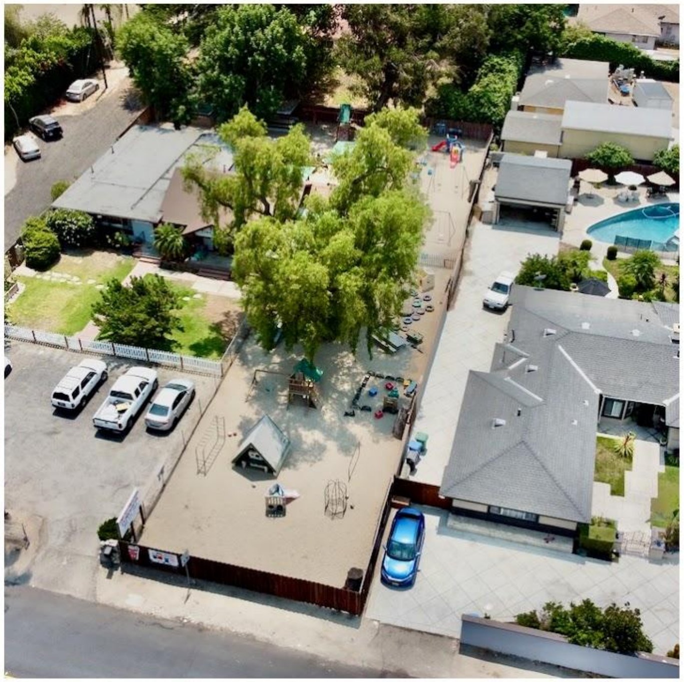






PHOTOS OF PROPERTY

Tiny Tot Preschool & Kindergarten




CHILD CARE INSITE
COMMERCIAL REAL ESTATE

PHOTOS OF PROPERTY



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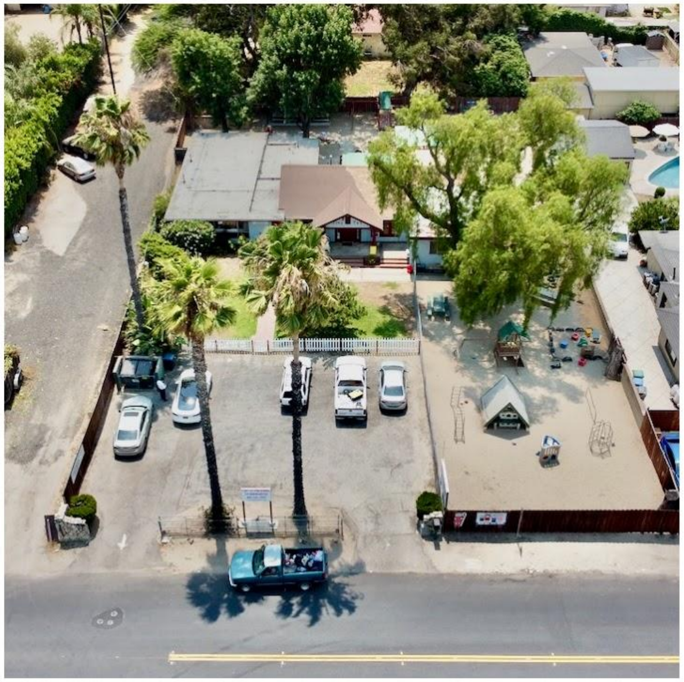

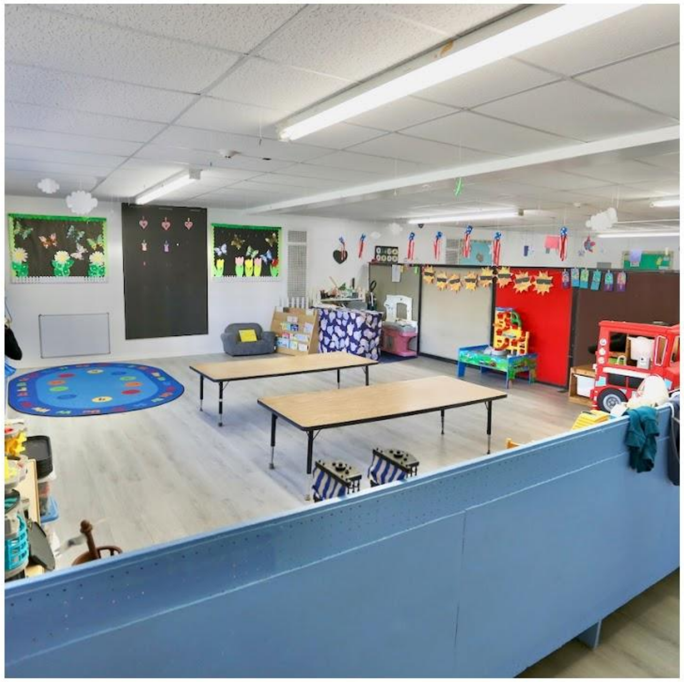

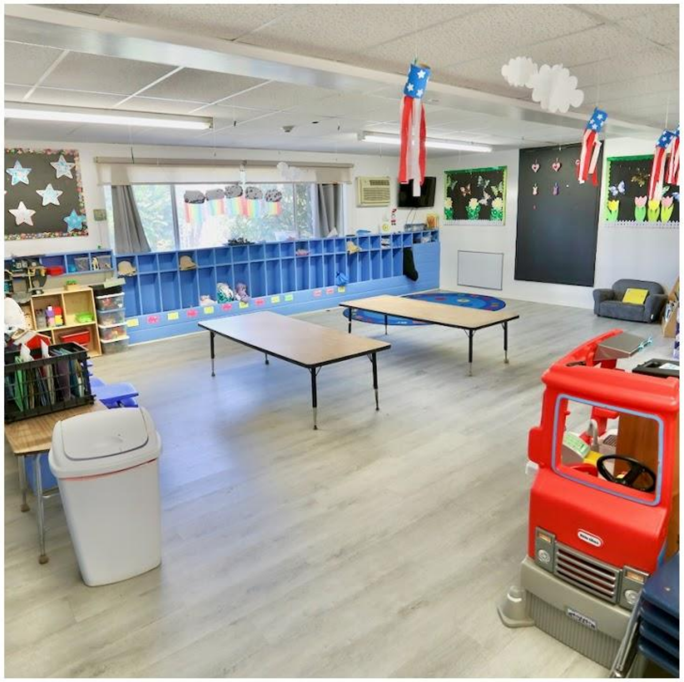

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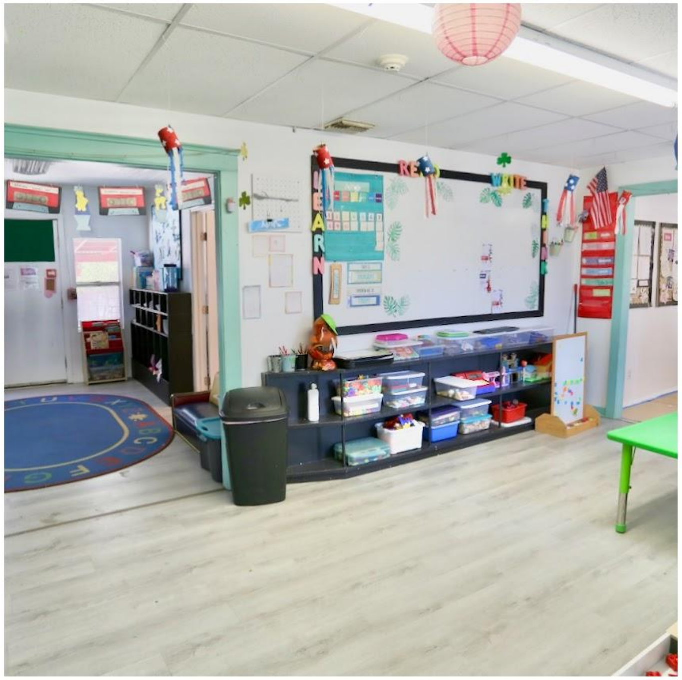

PHOTOS OF PROPERTY

Tiny Tot Preschool & Kindergarten

CHILD CARE INSITE
COMMERCIAL REAL ESTATE

PHOTOS OF PROPERTY

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Tiny Tot Preschool & Kindergarten

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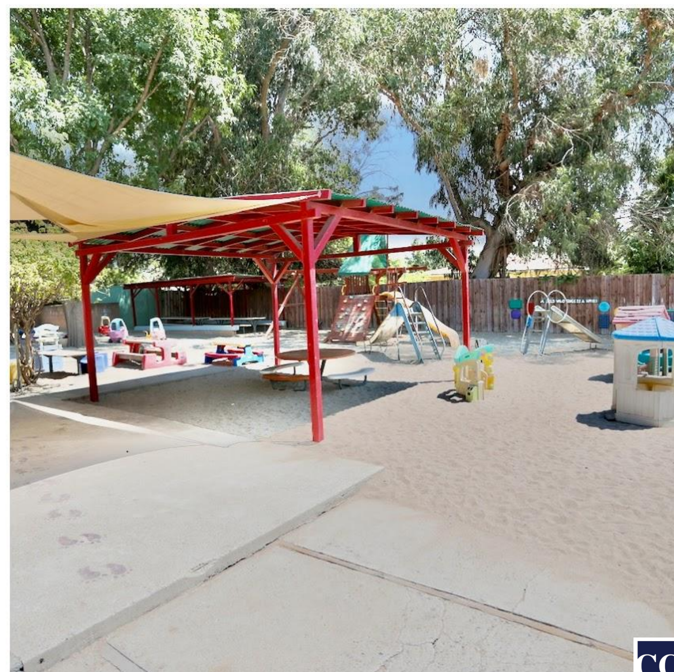


PHOTOS OF PROPERTY

AREA OVERVIEW

Median Household Income	Median Age	Total Population	1st Dominant Segment
$118,728	41.5	73,557	Pleasantville

Consumer Segmentation

Life Mode

What are the people like that live in this area?

Upscale Avenues

Prosperous married couples living in older suburban enclaves

Urbanization

Where do people like this usually live?

Suburban Periphery

The most populous and fastest-growing among Urbanization groups, Suburban Periphery includes one-third of the nation's population

Top Tapestry Segments	**Pleasantville**	**Workday Drive**	**City Lights**	**Savvy Suburbanites**	**Enterprising Professionals**
% of Households	6,631 (26.8%)	3,998 (16.1%)	2,897 (11.7%)	2,128 (8.6%)	1,718 (6.9%)
% of Simi Valley	11,596 (26.9%)	5,054 (11.7%)	6,442 (14.9%)	4,342 (10.1%)	2,507 (5.8%)
Lifestyle Group	Upscale Avenues	Family Landscapes	Middle Ground	Affluent Estates	Upscale Avenues
Urbanization Group	Suburban Periphery	Suburban Periphery	Urban Periphery	Suburban Periphery	Suburban Periphery
Residence Type	Single Family	Single Family	Multi-Units; Single Family	Single Family	Multi-Units; Single Family
Household Type	Married Couples	Married Couples	Married Couples	Married Couples	Married Couples
Average Household Size	2.84	2.87	2.56	2.78	2.48
Median Age	42.6	39.5	40.2	44.1	36.9
Diversity Index	73	62.9	82.9	49.7	78.9
Median Household Income	$122,800	$116,800	$97,500	$142,800	$113,000
Median Net Worth	$684,200	$579,100	$226,900	$988,200	$262,300
Median Home Value	$581,300	$406,900	$617,500	$513,900	$545,000
Homeownership	83.6 %	84.8 %	53.4 %	90.7 %	51.7 %
Employment	Professional or Mgmnt/Bus/Financial	Professional or Mgmnt/Bus/Financial	Professional or Mgmnt/Bus/Financial	Professional or Mgmnt/Bus/Financial	Professional or Mgmnt/Bus/Financial
Education	Bachelor's Degree	Bachelor's Degree	Bachelor's Degree	Bachelor's Degree	Bachelor's Degree
Preferred Activities	Enjoy outdoor gardening . Go to the beach, theme parks, museums.	Prefer outdoor activities and sports . Family-oriented purchases and activities dominate.	Believe in equal opportunity and attuned to the environment . Spend 7+ hours exercising per week.	They like to cook and prefer natural or organic products. . Pursue a number of sports, from skiing to golf.	Travel to foreign and domestic destinations . Eat organic and natural foods, run and do yoga.
Financial	Invest conservatively	Well insured, invest in a range of funds, high debt	Save for the future, steer away from risky investments	Not afraid of debt	Own 401(k) through work
Media	Use all types of media equally (newspapers, magazines, radio, Internet, TV).	Connected, with a host of wireless devices	Use their cell phones frequently for news and entertainment	Well-connected and use techonology to stay current	Use smartphones for news and buy digital books for tablet reading.
Vehicle	Prefer imported SUVs	Own 2+ vehicles (minivans, SUVs)	Own one vehicle, but rely on public transportation	Prefer late model, family-oriented vehicles:	Own or lease an imported sedan

AREA OVERVIEW

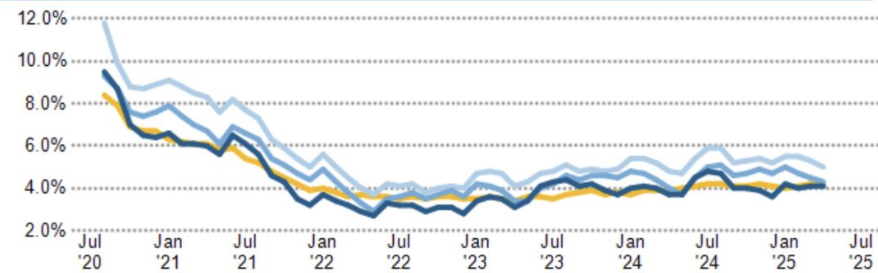
Unemployment Rate

This chart shows the unemployment trend in an area, compared with other geographies.

Data Source: Bureau of Labor Statistics via PolicyMap

Update Frequency: Monthly

- Simi Valley
- Ventura County
- California
- USA

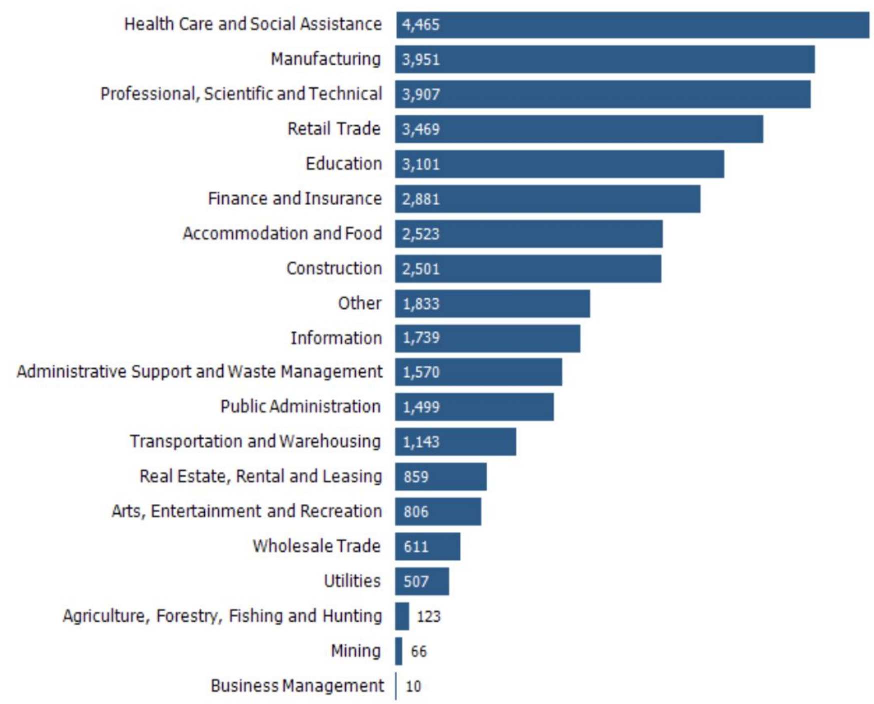


Employment Count by Industry

This chart shows industries in an area and the number of people employed in each category.

Data Source: Bureau of Labor Statistics via Esri, 2024

Update Frequency: Annually



Tiny Tot Preschool & Kindergarten

AREA OVERVIEW

Simi Valley, CA 93065: Economic Comparison

Average Household Income

This chart shows the average household income in an area, compared with other geographies.

Data Source: U.S. Census American Community Survey via Esri, 2024

Update Frequency: Annually

2024
2029 (Projected)

Median Household Income

This chart shows the median household income in an area, compared with other geographies.

Data Source: U.S. Census American Community Survey via Esri, 2024

Update Frequency: Annually

2024
2029 (Projected)

Per Capita Income

This chart shows per capita income in an area, compared with other geographies.

Data Source: U.S. Census American Community Survey via Esri, 2024

Update Frequency: Annually

2024
2029 (Projected)

Average Disposable Income

This chart shows the average disposable income in an area, compared with other geographies.

Data Source: U.S. Census American Community Survey via Esri, 2024

Update Frequency: Annually

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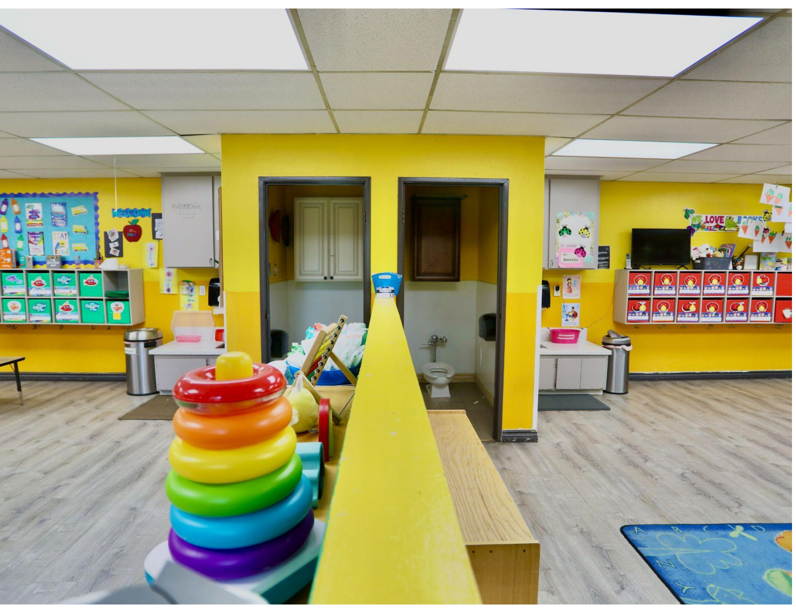
AREA OVERVIEW



Simi Valley, CA 93065: Age Comparison

Median Age

This chart shows the median age in an area, compared with other geographies.

Data Source: U.S. Census American Community Survey via Esri, 2024

Update Frequency: Annually

2024

2029 (Projected)

Population by Age

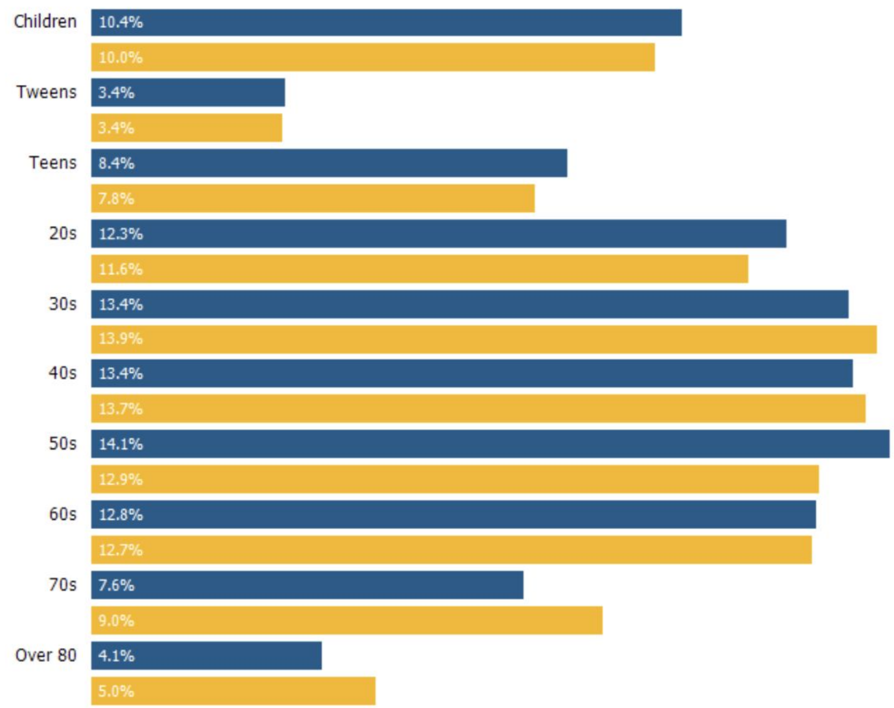
This chart breaks down the population of an area by age group.

Data Source: U.S. Census American Community Survey via Esri, 2024

Update Frequency: Annually

2024

2029 (Projected)



AREA OVERVIEW

Simi Valley, CA 93065: Home Value Comparison

Median Estimated Home Value

This chart displays property estimates for an area and a subject property, where one has been selected. Estimated home values are generated by a valuation model and are not formal appraisals.

Data Source: Valuation calculations based on public records and MLS sources where licensed

Update Frequency: Monthly

12 mo. Change in Median Estimated Home Value

This chart shows the 12-month change in the estimated value of all homes in this area, the county and the state. Estimated home values are generated by a valuation model and are not formal appraisals.

Data Source: Valuation calculations based on public records and MLS sources where licensed

Update Frequency: Monthly

Median Listing Price

This chart displays the median listing price for homes in this area, the county, and the state.

Data Source: Listing data

Update Frequency: Monthly

12 mo. Change in Median Listing Price

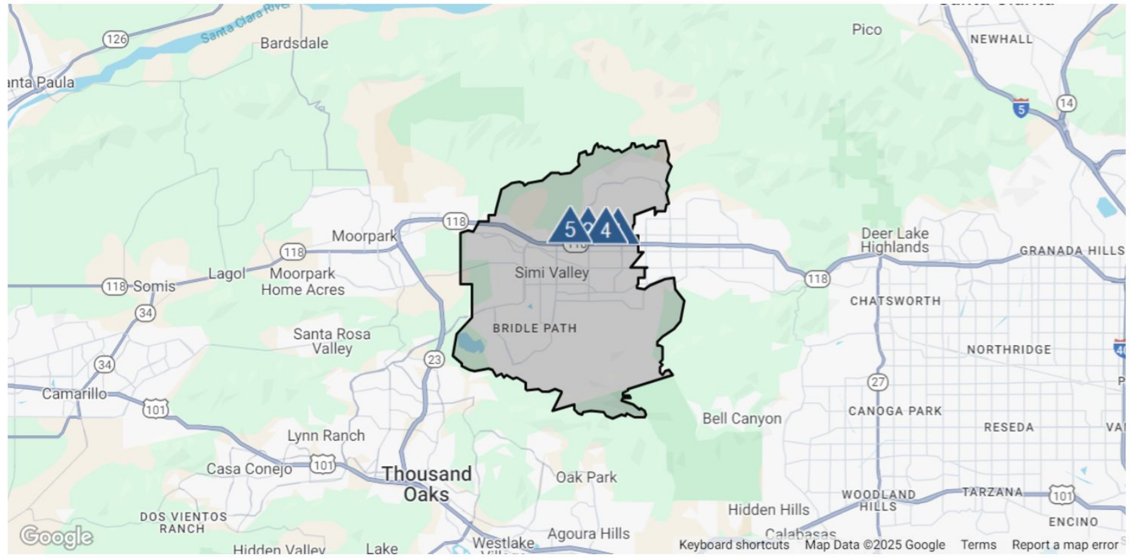
This chart displays the 12-month change in the median listing price of homes in this area, and compares it to the county and state.

Data Source: Listing data

Update Frequency: Monthly

AREA OVERVIEW

Traffic Counts



Daily Traffic Counts: Up 6,000 / day | 6,001 – 15,000 | 15,001 – 30,000 | 30,001 – 50,000 | 50,001 – 100,000 | Over 100,000 / day

1

131,506

2024 Est. daily traffic counts

Street: **118**
Cross: **–**
Cross Dir: **–**
Dist: **–**

Historical counts

Year	Count	Type
2018	129,000	AADT

2

124,370

2024 Est. daily traffic counts

Street: **118**
Cross: **–**
Cross Dir: **–**
Dist: **–**

Historical counts

Year	Count	Type
2018	122,000	AADT

3

122,000

2018 Est. daily traffic counts

Street: **118**
Cross: **Erringer Rd**
Cross Dir: **W**
Dist: **0.48 miles**

Historical counts

Year	Count	Type
2012	113,000	AADT
2010	112,000	AADT
2008	117,000	ADT
2007	117,000	ADT

4

121,567

2024 Est. daily traffic counts

Street: **Ronald Reagan Fwy**
Cross: **Erringer Rd**
Cross Dir: **W**
Dist: **–**

Historical counts

Year	Count	Type

5

111,741

2024 Est. daily traffic counts

Street: **Ronald Reagan Fwy**
Cross: **1st St**
Cross Dir: **W**
Dist: **–**

Historical counts

Year	Count	Type

NOTE: Daily Traffic Counts are a mixture of actual and Estimates (*)

DISCLAIMERS

CONFIDENTIALITY DISCLAIMER & EXCLUSIVE AGENCY MEMORANDUM

This Exclusive Agency Memorandum ("Memorandum") was prepared by Insite Commercial Real Estate Advisors ("IC") on behalf of ("Seller") and is confidential and furnished to prospective purchasers of the Property described herein subject to the terms of the Confidentiality Agreement previously provided to and executed by such prospective purchasers. This Memorandum is intended solely to assist prospective purchasers in their evaluation of the Property and their consideration of whether to purchase the Property. It is not to be used for any other purpose or made available to any other person without the prior written consent of IC.

This Memorandum is subject to errors, omissions, changes or withdrawal without notice and does not constitute a recommendation or endorsement as to the value of the Property by Seller/IC and their sources. Financial projections are provided as a reference and are based on assumptions made by Seller/IC and their sources. Prospective purchasers should make their own projections and reach their own conclusions of value. Certain portions of this Memorandum merely summarize or outline property information and are not intended to be complete descriptions.

This Memorandum was prepared on the basis of information available to the Seller and IC in connection with the sale of the Property. It contains pertinent information about the Property and the surrounding area but does not contain all the information necessary for a complete evaluation of the Property. The projected cash flow and other financial information contained herein is for general reference only.

Although the information contained in this Memorandum is believed to be accurate and reliable, neither the Seller nor IC guarantees its accuracy or completeness. Because of the foregoing and because the Property will be sold on an "as-is" basis, prospective purchasers should make their own independent assessments, investigations, and projections regarding the Property. Although additional material, which may include engineering, environmental, or other reports, may be provided to certain prospective purchasers as appropriate, such parties should confer with their own engineering and environmental experts, counsel, accountants, and other advisors and should not rely upon such material provided by Seller or IC.

Neither Seller nor IC nor any of their respective officers, advisors, agents, shareholders or principals has made or will make any representation or warranties, express or implied, as to the accuracy or completeness of the Memorandum or any of its contents, and no legal commitment or obligation shall arise by reason of the Memorandum or the contents. Analysis and verification of the information contained in the Memorandum is solely the responsibility of the prospective purchaser.

The Seller expressly reserves the right, in its sole discretion, to reject any offer to purchase the Property or to terminate any negotiations with any party at any time, with or without notice. The Seller shall have no legal commitment or obligation to any prospective purchaser unless and until a written Purchase and Sale Agreement has been fully executed and delivered and any and all conditions to the Seller's obligations thereunder have been fully satisfied or waived. The Seller is responsible for any commission due to IC in connection with the sale of the Property. No other party, including IC, is authorized to make any representation or agreement on behalf of the Seller. This Memorandum remains the property of the Seller and IC and may be used only by parties approved by the Seller and IC.

BJ DELHAMER

Vice Principal

Insite Commercial Real Estate

bjd@insitecommercialadvisors.com

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