

Car Wash Properties & Emission Business

ESTABLISHED, WELL PERFORMING BUSINESS

Offering
Memorandum



NAI Maestas & Ward

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Offering Summary

SALES PRICE	\$3,300,000
CAP RATE	14.6%
NET OPERATING INCOME	\$482,588
TOTAL SALES MULTIPLIER	1.88

Offering Highlights

- Local Business with over 20 year track record
- Multiple locations across city
- Emissions testing and car wash properties
- Sale includes all real estate and equipment
- Seller open to training buyer upon sale

Operating Summary

	2011	2012	2013	2014	2015	2016	2017	2018
Ordinary Income/Expense								
Income								
Total Income	1,110,581.52	1,208,024.09	1,239,078.98	1,366,442.57	1,524,849.17	1,632,130.76	1,675,903.08	1,756,712.18
Total COGS	311,448.37	351,927.69	343,082.06	380,490.50	401,642.67	424,345.72	359,965.04	369,958.44
Gross Profit	799,133.15	856,096.40	895,996.92	985,952.07	1,123,206.50	1,207,785.04	1,315,938.04	1,386,753.74
Total Expense	735,990.91	740,069.91	738,106.50	834,097.28	986,556.07	1,008,423.55	1,011,861.47	1,074,149.57
Net Ordinary Income	63,142.24	116,026.49	157,890.42	151,854.79	136,650.43	199,361.49	304,076.57	312,604.17
	63,142.24	116,026.49	161,608.49	151,854.79	136,650.43	199,407.48	304,122.32	312,661.35
Adjustments (int & Dep/am)	227,163.82	205,694.63	198,208.84	189,549.05	212,646.51	207,065.11	172,648.93	169,923.82
Tot Exp After Adjust	508,827.09	534,375.28	539,897.66	644,548.23	773,909.56	801,358.44	839,212.54	904,225.75
EBITDA	290,306.06	321,721.12	359,817.33	341,403.84	349,296.94	406,472.59	476,771.25	482,585.17

Percent Change from 2011 Base Year

