

EXPRESS Exterior Tunnel Carwash model

A sampling of operating units & a few under construction in the Los Angeles Metro Area Marketplace

NOTE: The comments below are made based upon the assumption that Jack's Los Angeles Metro Area clients all want traffic counts of 50,000 ADT or higher (40,000 ADT minimum in special cases) in order to be able to achieve 'seasoned' washed car volumes at high levels (i.e. 50,000 ADT x 1.5% capture rate = 750 washed cars daily x 325 wash days per year = 243,750 washed cars per year x \$6.60 average ticket = \$1,608,750 annual revenues x 60% = \$965,250 annual cash flow before ground rent, if any; debt service, if any; and property taxes). Added to the foregoing income is that which comes from the residences in the neighborhood backup, if any.

Throughout most of the country, the site criteria places the minimum traffic count at 30,000 ADT because that is a high count almost everywhere else. As such, many unsophisticated people are guided by the criteria published by national carwash associations or some manufacturers of carwash equipment who also adhere to the national industry standards. The Los Angeles Metro Area is blessed with much higher traffic counts than are found elsewhere across the U.S. Those high traffic count locations which satisfy the rest of the site criteria for the EXPRESS Exterior Tunnel Carwash (ECW) model are difficult to find because many of them are sold or ground leased without ever being exposed to the general marketplace by way of a listing agreement with a commercial brokerage firm. Also, national credit tenants want to acquire these sites.

Most of the locations listed below do not satisfy the high washed car volume ECW site criteria. It's believed that some of those which do so could achieve higher washed car volumes using the twin-tunnel design.

One well organized, well financed, new-to-industry, EXPRESS Exterior Tunnel Carwash developer appears to be using the national site criteria right now but is so far only applying it at signalized, corner locations (those 1/2 acre, 150' x 150' corners routinely chosen by oil companies back in the 1960s & 1970s for the old style gas stations). Their trade name is H2Go Express Car Wash. You may see what their units look like by visiting their web site at www.H2GoExpress.com.

Many others may be found by Googling "Express Exterior Car Wash" along with the city that interests you. Quite a few poorly located, poorly designed, poorly

operated units may be found throughout the Los Angeles Metro Area which claim to be the "Express Exterior" car wash model but are nothing of the sort.



#1 - El Segundo, CA

El Segundo 5 Minute Express Car Wash

125 N. Sepulveda Blvd (upstream of El Segundo Blvd).

<http://www.elsegundowash.com>

COMMENT:

New-to-industry unit. Excellent location & design. Has washed over 30,000 cars monthly and may still be doing so even after increasing the menu of prices. Opened 5-6 years ago. Held the record for the highest washed car volume car wash in the nation.



#2 - Hawthorne, CA

Green Forest Car Wash

4649 W. Rosecrans Ave.

Located between Inglewood Ave & Hawthorne Blvd.

<http://www.greenforestcarwash.com/>

COMMENT:

New-to-industry unit. Prototype of "Entertainment Element" ECW to be franchised in the future. Poor location with low traffic count. But very busy after 2-3 years of promos. See 05.04.13 picture below.





#3 - Inglewood, CA

La Brea Express Carwash

868 So. La Brea Ave - NEC Arbor Vitae St.

At signalized intersection on La Brea Ave (northerly extension of Hawthorne Blvd) below Manchester Blvd.

Tel: 310.674.7566

COMMENT:

New-to-industry unit. EXTREMELY SMALL property. Otherwise it's a good corner location.

HIGH DENSITY - LOW INCOME - HIGH CRIME Trade Area!! Very, very busy. Customers queue up out onto the street during peak hours (i.e. the above pic was shot at 3:15 pm on Sat. 05.04.13).



#4 - Torrance, CA

JUNI EXPRESS WASH

20509 So. Western - SWC, Western & 205th

COMMENT:

Fairly good new-to-industry location. Not sure of the traffic count. If 40,000+, high washed car volume may be achieved assuming aggressively marketed throughout the heavily populated nearby employment centers.



#5 - Garden Grove, CA
Express Car Wash & Lube
8034 Garden Grove Blvd.

SEC Beach Blvd & Garden Grove Blvd at rear of large, mixed use development (Chevron Gas Station & QSRs). Use I-405 south, exit onto the 22 Fwy eastbound, then exit Beach Blvd northbound. It is adjacent to the Beach Blvd north off ramp for westbound 22 Fwy traffic.

COMMENT:

This one is a converted Full Service Carwash. It just recently opened as a Flex Wash offering both Full Service and Express Exterior services. Huge traffic count of 100,000+ ADT but less than desirable access. Achievement of a high washed car volume will require extensive marketing.



#6 - Westminster, CA

H2GO Express Car Wash

6491 Westminster Blvd.

NWC Westminster Blvd & Edwards St - H2GO unit.

www.H2GoExpress.com

COMMENT:

New-to-industry EXPRESS Exterior on small corner lot which opened in January, 2013. Unsure of traffic count but think it is under 40,000 ADT.



#7 - Norwalk, CA

H2GO Express Car Wash

12616 Imperial Hwy.

SEC Imperial Hwy & Bloomfield Ave - H2GO unit.

www.H2GoExpress.com

COMMENT:

Well designed, new-to-industry unit. High traffic count. Questionable access since up to 65% of the customers are female. This one and the one above in the City of Westminster are being done by a well financed group who hired the experienced, savvy person who developed the one on Sepulveda in El Segundo, CA as its Operations V.P.



#8 - Anaheim, CA
EXPRESS CARWASH
590 N. Magnolia Ave.
SEC Crescent & Magnolia

COMMENT:

Well designed new-to-industry unit on a smaller corner lot with a low traffic count. One of the 1/2 acre former gas station sites mentioned above.



#9 - Buena Park, CA

Wildwater Express Carwash

7995 Knott Ave.

NWC Knott & La Palma Aves.

<http://www.wildwaterexpress.com/>

COMMENT:

Older new-to-industry unit. Good location. Medium sized lot...maybe 30,000 SF. Old style order entry system increases labor expense. Successful owner-operator who has this new-to-industry unit, a FSCW-to-ECW conversion unit in Huntington Beach mentioned below and a ECW profit center addition behind a busy gas station cited below in Costa Mesa.



#10 - Santa Ana, CA

Santa Ana Express Carwash

202 E. First St.

SEC First St & Cypress Ave (1 blk. east of Main St)

www.expcarwash.com

COMMENT:

Excellent new-to-industry location at signalized intersection. Good design. Good sized lot...maybe 50,000 SF. Washed car volume is still ramping up every month. It's already exceeding the expected 'seasoned' high washed car volume. It is believed to be already washing over 1,000 cars per day...most days each month.



#11 - Los Angeles, CA

Blue Wave Express Car Wash

1838 S. Western Ave.

East side of Western Ave., downstream (north) from the I-10 Fwy.

<http://www.yelp.com/biz/blue-wave-express-car-wash-los-angeles> .

COMMENT:

New-to-industry unit. Bad location. Fairly good design. A wealthy Korean M.D. already owned the land, saw El Segundo, went wild with enthusiasm and slapped it on this lot. He claims to be adding other stuff behind and north of the car wash property (c-store, office space, who knows what else?). There is no telling what he will do here since the 99.9% Korean demographics are so far unpredictable. They may blow past all the conventional site criteria wisdom and achieve high washed car volume here anyway...but that would be unexpected.



#12 - Hawaiian Gardens, CA

Five Star Express Car Wash

12245 Carson St.

Carson St. westbound, 1 lot upstream of Norwalk Blvd.

<http://fivestarexpresscarwash.com>

COMMENT:

New-to-industry unit. Not expected to generate high washed car volume. Good design. Owner chose to acquire lower priced land. Should do lower washed car volume due to lower traffic count...well below 40,000 ADT.

NOTE: Owner has three new-to-industry units under development. The other two are located in Costa Mesa, CA and in Santee, CA.



#13 - Huntington Beach, CA

H2Go site (Former COCO's Restaurant)

7377 Edinger Ave.

NWC, Edinger & Gothard - H2Go unit to be developed here

www.H2GoExpress.com

COMMENT:

New-to-industry unit coming soon. Questionable new location to be developed by the H2Go Express Car Wash firm mentioned above. Large lot uncharacteristic of the others developed to date by this firm. Uncertain of traffic count but believe it to be less than 40,000 ADT. However, extensive new developments nearby including a very strong traffic generator may greatly improve the traffic count making this a more successful location.



#14 - Huntington Beach, CA
Wildwater Express Carwash

17042 Beach Blvd.

SEC Beach & Warner

<http://www.wildwaterexpress.com/>

COMMENT

Full Service Carwash conversion to EXPRESS Exterior model. Unfavorable property size and shape. Poor ingress & egress. Crowded on site vehicular circulation. No automated pay station at tunnel entry. Above factors typically scare off the female customer who represents up to 65% of ECW clientele. Huge traffic count estimated at 125,000 ADT. In spite of the many negatives, this unit is very busy proving that the traffic count is king! Owners told city it washed 700 cars on Saturday and 300-350 the other days. Wildwater is an experienced owner-operator. It has the one below in Costa Mesa and the one noted above in Buena Park.



#15 - Costa Mesa, CA

Wildwater Express Carwash

1195 Baker St. (behind the gas station)

SEC, Baker & Fairview Rd.

<http://www.wildwaterexpress.com/>

COMMENT:

Uncertain about the origin of this one. It is either an existing Full Service Carwash conversion to the EXPRESS Exterior model or it's a new-to-industry EXPRESS Exterior Tunnel Carwash built alongside an existing gas station. Lots of negatives at this location but it was very busy at 11:00 am on a Monday in April, 2013.



#16 - Carson, CA

AQUAMAX Express Carwash & free standing C-Store

16101 S. Avalon Blvd.

SWC Alondra Blvd & Avalon Blvd.

<http://www.aquamaxcarwash.com>

COMMENT:

New-to-industry Express Exterior unit with a full blown C-Store as a second profit center. The C-Store with its outdoor seating patio crowds the 30,000 SF corner property and reduces the possible number of free vacs for the Express Car Wash customer's use. It also eliminates the use of high-speed pay stations thus increasing the timeframe needed to process the customer. The 30,000 ADT traffic count limits the washed car volume potential. Aside from all of that, the owner says it is currently washing 10,000 cars monthly which evidences the high demand for the EXPRESS Exterior Tunnel Carwash concept.



#17 - Huntington Beach, CA

Newland Express Carwash

8471 Warner Ave.

NWC, Newland St.

<http://www.yelp.com/biz/newland-express-carwash-huntington-beach> .

NOTE: Located about 0.5 mi. east of an existing, very busy ECW at the SEC, Beach & Warner. City was sued by the Beach & Warner ECW owner but it unanimously approved this unit anyway. See 08.09.10 O.C. Register article at <http://www.ocreger.com/articles/carwash-261288-city-council.html> . The above linked O.C. Register article says owner claims his family has 2 other car washes in Long Beach, CA.

COMMENT:

Extremely small lot estimated at about 15,000 SF. Attendants used at tunnel entry to accept payment and at tunnel exit to towel-dry each washed car. Free vacs are limited in number. Very good site plan considering the too-tight turning radii and reverse layout tunnel placement. Classy tunnel exterior design helped obtain city approvals needed. Limited washed car volume potential due to low traffic count, short tunnel and very tight onsite vehicle circulation which should not appeal to female customers which typically comprise up to 65% of the ECW clientele.



#18 - Long Beach, CA
3 Minute Carwash
130 W. Anaheim
SEC, Pacific Ave.

COMMENT:

New-to-industry ECW unit. Bad location. Lot is too small. Tunnel is very short. Too many improvements are crammed onto the lot. Low 'seasoned' washed car volume is expected. Good customer reviews at <http://www.yelp.com/biz/3-minute-carwash-long-beach> .



#19 - Long Beach, CA

\$5 Express Car Wash

1400 E. Pacific Coast Hwy.

SEC ,Gundry (across from LBCC)

COMMENT:

New-to-industry ECW unit built along rear side of new retail store spaces w/ free vacs at egress end of tunnel. Poor ECW location, low traffic count, wash tunnel designed for high volume. Low 'seasoned' washed car volume is expected. Lot size estimated at about 23,000 SF. Good customer reviews at <http://www.yelp.com/biz/express-car-wash-long-beach>



#20 - Long Beach, CA
Tommy's Express Carwash
1625 W. Willow, NEC, Santa Fe

COMMENT:

Appears to be an older, unattractive gas station to EXPRESS Exterior Car Wash conversion. Very small lot est. at less than 10,000 SF. Not designed for high washed car volume but was very, very busy with a steady queue of waiting customers. Good customer reviews at <http://www.yelp.com/biz/tommys-express-carwash-long-beach> .



#21 - Long Beach, CA

Long Beach Gateway Car Wash

a.k.a. LBG Express Carwash

4141 E. Willow St., NWC, Lakewood Blvd. at I-405 Fwy.

<http://www.lbgcarwash.com/>

COMMENT:

Recently opened new-to-industry ECW unit. Very large lot with wash tunnel not visible to the very high traffic count Lakewood Blvd. It is obscured from that view by a large retail shop space building. That huge traffic count above 75,000 ADT will see the large Car Wash I.D. Sign on the high corner pole but not the carwash building. If improvements had been correctly designed and constructed with the offer to the public aggressive and continuing, this would be a "slam dunk" high washed car volume unit expected to reach a 'seasoned' level within 6-12 months with results at or even exceeding the following amounts:

- 1245 average number of washed cars per day
- 404,625 washed cars per year
- 33,718 washed cars per month
- \$2,670,525 Gross Revenue per year
- \$1,602,315 EBITDA per year before property taxes, ground rent (if any) and debt service (if debt capital was used in funding this project)

Sadly, the above POTENTIAL high washed car volume at this excellent site may never be achieved.



#22 - Fontana, CA

ProWash Xpress Car Wash

10520 Sierra Ave

Fontana, CA 92337

(909) 356-5812

<http://www.prowashxpress.com/>

Note: See more photos of this one at [ProWash Xpress: Photos](#)

COMMENT:

None, since I've not yet personally inspected this property. But looking at the pictures linked above... it appears that this is a very busy unit.



#23 - Costa Mesa, CA

Five Star Express Car Wash

2167 Harbor Blvd. (Harbor Blvd. southbound, 3rd lot upstream of Victoria Ave.)

<http://fivestarexpresscarwash.com>

Comment:

New-to-industry ECW which opened in mid-2013. Small lot shortens length of tunnel and tightens the onsite flow of traffic. Good demographics. Traffic count estimated to be around 40,000 ATD. Location is not positioned, sized or designed for high washed car volume. However, the cost of the land may have been low enough to make this potentially lower volume unit an excellent investment.



#24 - Irvine, CA

FAST 5 XPRESS CAR WASH

3080 Main Street

Irvine, CA 92614

Tel: 949.477.9274

www.Fast5Xpress.com

COMMENT:

This appears to be a new-to-industry ECW. It's located in an Irvine Company developed & owned "Auto Plaza" along with a Shell Gas Station w/ C-Store, a Jiffy Lube, some Auto Repair services and, on 04.06.13, a closed / abandoned Burger King. This is an 'inside location' with an estimated low traffic count. The trade area is packed with high-end demographics which, so far, have not generally been the targeted customer profile. This unit is not likely to generate a 'seasoned' high washed car volume in the immediate future in spite of the Los Angeles Times Orange County 04.06.13 edition front page 'above the fold' "sticker-type peel off ad" offering "FREE EXPRESS CAR WASH w/ sticker thru 04.15.13, 7 AM - 7 PM, 7 Days a Week. Experience State of the Art Car Wash Equipment."

The firm web site indicates added locations are coming soon in:

- Monrovia
- Norwalk
- Costa Mesa
- Murrieta



#25 - Hesperia, CA

Xpress 5-Minute Car Wash

14076 Main St, NWC Topaz Ave.

Hesperia, CA 92645

(760) 956-8688

<http://www.xpresscarwash.com/>

COMMENT:

Back in 2009-2010 this unit was built with the idea of collecting some Retail Space Rent Income. Therefore, it was set well back from the main street because the owner believed the closer-to-the-street pads would be taken by rent-paying retailers. I have yet to see an ECW successfully employ this strategy and achieve a high washed car volume on a 'seasoned' basis.



#26 - Victorville, CA

Victorville Speedwash

12147 Industrial Blvd. / NEC Bear Valley Rd.

Victorville CA 92395

(760) 962-9700

<http://victorvillespeedwash.com>

COMMENT:

Twin conveyors under a single tunnel, high washed car volume EXPRESS Exterior unit believed to be washing well over 1,000 cars daily. On Tuesday 04.23.13 at 11:00 am, more than thirty (30) customers were observed using the free vacuums.



#27 - Lawndale, CA

FSCW conversion to EXPRESS Exterior Tunnel Carwash model (under construction on 05.04.13).

SWC Hawthorne Blvd & 171st Street, Lawndale, CA 90260

Web: www.goecoexpress.com

COMMENT:

High ADT Traffic count, large property, "\$6 - 6 Min. or less - Free Vacuum" offer, twin pay stations, 44 free vacuums. The developer must expect high washed car volume.



#28 - Whittier, CA

5 'n Go EXPRESS Carwash

SEC Carmenita & Leffingwell, Whittier, CA 90605

(562) 944-0458

<http://www.yelp.com/biz/five-and-go-express-wash-whittier-2>

COMMENT:

High ADT Traffic count, signalized intersection with a free "U" Turn, large property, good site plan, multiple pay stations with plenty of queuing, plenty of room for lots of free vacuums, bounded by 3 paved streets plus an alley, high density / lower income, highly Latino neighborhood. The developer of this new-to-industry ECW must expect high washed car volume and I think his expectations will be met...or even exceeded.



#29 - Temple City, CA

Bellagio Express Car Wash

5637 Santa Anita Ave / Live Oak

Temple City, CA 91780

(626) 821-6399

<http://www.bellagioexpresscarwash.com/>

COMMENT:

None, since I've not yet personally inspected this property. But noting the Yelp.com postings at <http://www.yelp.com/biz/bellagio-express-carwash-temple-city> it appears popular with its patrons.



#30 - Ontario, CA
So. Cal. Express Car Wash
1151 W. Holt Blvd,
Ontario, CA 91766
(909) 988-1860
www.SoCalExpressCarWash.com

COMMENT:
None, since I've not yet personally inspected this property.



#31 - Santa Ana, CA

ProWash Xpress Car Wash (under construction on 02.11.14)

SEC, 1st & Newhope

<http://www.prowashxpress.com> (discusses owner's other ECW on Sierra Ave. in Fontana, CA - See ECW #22 above)

COMMENT:

Strong site with high traffic count believed to be near 50,000 ADT. Tight lot facing the secondary street. Excellent demographics. Good layout of facilities. With an aggressive and continuing offer, this unit should achieve high washed car volume despite its physical deficiencies.



#32 - Norwalk, CA

Fast 5 Express Car Wash (still under construction on 02.11.14)

11301 Firestone Blvd at NWC Orr & Day Rd.

www.Fast5Xpress.com

COMMENT:

Good site with high traffic count. Difficult ingress & egress. Should achieve 'seasoned' high washed car volume assuming an aggressive and continuing offer is employed.



#33 - Anaheim, CA

Cruizers Express Car Wash

1725 S. Brookhurst St. (Southbound upstream of Katella Ave.)

Tel: 714.780.0235

<http://cruizersexpresscarwash.com/>

COMMENT:

Poor location. Small, mid-block lot. Poor facilities design. Estimated traffic count is less than 40,000 ADT. Good customer comments at Yelp web site. Go to <http://www.yelp.com/biz/cruizers-express-car-wash-anaheim> .

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Updated.02.11.14 by:

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