

10.26.12 Los Angeles Metro Area

Jack's List of

**Prequalified new-to-industry EXPRESS Exterior Tunnel CW Sites
w/ Estimated Potential Annual Revenues &
Washed Car Volumes (WCV) at capture rates of 1.0%, 1.25% & 1.5%**

Jack's Site #	Land purchase (w/ Price psf) or Ground lease; Traffic Count	Size & Type	Est. potential gross revenues at 'seasoned' washed car volume with 1.5% capture rate	WCV @ 1.0%	WCV @ 1.25%	WCV @ 1.5%
123	Land Purchase (\$66 psf); 70,000 ADT	71,000 SF Upstream site	\$2,250,600	227K	284K	341K
159	Either (SP is \$44 psf); 71,000 ADT	47,000 SF Upstream	\$2,283,600	230K	288K	346K
163	Land Purchase (\$28 psf); 59,000 ADT	57,000 SF Corner - "T" intersection	\$1,894,200	191K	239K	287K
167	Land Purchase (\$23 psf); 44,800 ADT	65,000 SF Corner	\$1,438,800	145K	182K	218K
178	Ground Lease (\$10,600 NNN/mo); 46,000 ADT	53,000 SF Corner	\$1,478,800	149K	186K	224K
182	Land Purchase (\$34 psf); 59,000 ADT	169,884 SF Corner	\$1,894,200	191K	239K	287K
189	Either (SP is \$875K or \$35 psf for 30K lot; rent is \$105,000 NNN/yr.); 41,600 ADT	Up to 66,000 SF available. i.e. 30,000 SF Corner	\$1,333,200	135K	169K	202K
191	Land Purchase (\$51 psf); 69,000 ADT	60,000 SF Corner (2)	\$2,217,600	224K	280K	336K
201	Ground Lease (\$20,000 NNN/ mo); 56,106 ADT	56,183 SF corner	\$1,801,800	182K	227K	273K
202	Either Land Purchase (\$50 psf) or Ground Lease (\$23,133 NNN / mo) 59,000 ADT	56,628 SF Upstream	\$1,898,865	191K	239K	287K

Note: Land prices vary widely from \$23 psf to \$66 psf.