

	Flow:	in fee \$978,215 w/ ground lease			
		**Est. EBITDA & R.O.I. Unleveraged & <u>Ground Leased</u>	\$681,928 45.6%	\$853,987 57.1%	\$1,087,333 72.7%
		**Est. EBITDA & R.O.I. Unleveraged w/ <u>Land in fee</u>	\$793,460 30.3%	\$995,519 38.1%	\$1,198,865 45.9%
138 - 139 Deleted from list					
140 - Available	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd: *Est. Net Cash Flow:	Corner Orange County SF - \$3.0 Mil Not for lease 44,000 SF 73,000 ADT <u>Minor</u> C.U.P. \$690K \$1,104,000			
		**Est. EBITDA & R.O.I. Unleveraged & <u>Ground Leased</u>	NOT	FOR	LEASE
		**Est. EBITDA & R.O.I. Unleveraged w/ <u>Land in fee</u>	\$974,855 21.2%	\$1,218,394 26.5%	\$1,473,220 32.0%
141 - 144 Deleted from list					
145 - Available	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd: *Est. Net Cash Flow:	Corner L.A. County Not for sale R - \$120-\$154K NNN 45,000 SF 48,800 ADT C.U.P. \$226K \$651K			
		**Est. EBITDA & R.O.I. Unleveraged & <u>Ground Leased</u>	\$447,106 29.7%	\$505,120 33.5%	\$761,134 50.5%
		**Est. EBITDA &	NOT	FOR	SALE

		R.O.I. Unleveraged w/ <u>Land in fee</u>			
146 - 147 Deleted from list					
148 - Available	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd: *Est. Net Cash Flow:	Upstream Orange County SP - \$3.2 Mil Not for lease 77,600 SF 71,000 ADT C.U.P. \$721K \$987K **Est. EBITDA & R.O.I. Unleveraged & <u>Ground Leased</u> **Est. EBITDA & R.O.I. Unleveraged w/ <u>Land in fee</u>	NOT \$881,356 18.3%	FOR \$1,109,155 23.0%	LEASE \$1,338,241 27.8%
149 - Available	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd: *Est. Net Cash Flow:	Corner Orange County SP - \$1,250,000 Not for lease 26,000 SF 57,000 ADT C.U.P. \$420,000 \$1,024,456 **Est. EBITDA & R.O.I. Unleveraged & <u>Ground Leased</u> **Est. EBITDA & R.O.I. Unleveraged w/ <u>Land in fee</u>	NOT \$829,899 23.4%	FOR \$1,029,276 29.0%	LEASE \$1,228,654 34.6%
150 - Available	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion	Corner or Upstream L. A. Co. SP - \$1.1 - \$2.7 Mil Not for lease 25K - 36K - 48K SF 47,000 ADT Note: <u>Use is OK</u> <u>w/o C.U.P.</u> \$465K - \$630K or			

	Req'd: *Est. Net Cash Flow:	\$710K (3 diff. sizes) Will vary. Pick size and will calculate this **Est. EBITDA & R.O.I. Unleveraged & <u>Ground Leased</u> **Est. EBITDA & R.O.I. Unleveraged w/ <u>Land in fee</u> (25,417 SF corner)	NOT	FOR	LEASE
			\$583,890 22.1%	\$734,469 27.8%	\$886,335 33.6%
151 - 154 Deleted from list					
155- <u>Complicated status.</u> Note: Client has this under contract and is seeking 3 tenants. If unsuccessful, it will again become available. Also possible to ground lease a +/- 22,500 SF corner pad if other 2 tenants happy with inside pads. Strategy: Standing by for updates from client.	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd: *Est. Net Cash Flow:	Corner L. A. County SP - \$2.6 Mil Not for lease 66,000 SF 63,000 ADT C.U.P. \$690K TBD **Est. EBITDA & R.O.I. Unleveraged & <u>Ground Leased</u> **Est. EBITDA & R.O.I. Unleveraged w/ <u>Land in fee</u>	NOT ??????? TBD	FOR ??????? TBD	LEASE ??????? TBD
156 - 158 Deleted from list					
159 - Available	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd: *Est. Net Cash Flow:	Downstream Orange County SP - \$2.0 Mil R - \$96,000 NNN / yr 47,000 SF 71,000 ADT C.U.P. \$532K \$1,138,000			

	Cash Insertion Req'd. and Est. Net Cash Flow:	C.U.P. if Express CW TBD - Depends upon use chosen **Est. EBITDA & R.O.I. Unleveraged & <u>Ground Leased</u> **Est. EBITDA & R.O.I. Unleveraged w/ <u>Land in fee</u> if R&R as EXPRESS Exterior CW	NOT	FOR	LEASE
			\$602,676 18.5%	\$753,255 23.2%	\$903,834 27.8%
174 - 177 Deleted from list					
178 - Available	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd: *Est. Net Cash Flow:	Corner LAX area Not for sale \$15,900 NNN / mo 53,230 SF 46,000 ADT C.U.P. \$232K \$623K **Est. EBITDA & R.O.I. Unleveraged & <u>Ground Leased</u> **Est. EBITDA & R.O.I. Unleveraged w/ <u>Land in fee</u>	\$415,800 26.8% NOT	\$576,138 37.2% FOR	\$736,477 47.6% SALE
179 Deleted from list					
180 - Available	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd: *Est. Net Cash Flow:	Corner L. A. County Not for sale \$8,000 NNN/mo 22,450 SF 60,000 ADT A.U.P.(Admin. Official has OK) \$232K \$1,032K **Est. EBITDA & R.O.I. Unleveraged	\$720,008 46.5%	\$933,328 60.3%	\$1,145,254 74.0%

		& <u>Ground Leased</u>			
		**Est. EBITDA & R.O.I. Unleveraged w/ <u>Land in fee</u>	NOT	FOR	SALE
181 - Available	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd: *Est. Net Cash Flow:	Corner Orange County Not for sale \$11,670 NNN/mo 39,000 SF 59,000 ADT C.U.P. \$225K \$864K			
		**Est. EBITDA & R.O.I. Unleveraged & <u>Ground Leased</u>	\$594,290 39.7%	\$783,479 52.4%	\$973,955 65.1%
		**Est. EBITDA & R.O.I. Unleveraged w/ <u>Land in fee</u>	NOT	FOR	SALE
182 - Available	Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd: *Est. Net Cash Flow: Existing NOI:	Corner Orange County SP - \$5,880,000 - \$33sf Not for lease 3.9 AC-169,884 SF 59,000 ADT C.U.P. TBD TBD \$304,932 / 5.46% Cap Rate			
		<u>DEVELOPER SITE-3.9 acres!!</u>			
		**Est. EBITDA & R.O.I. Unleveraged & <u>Ground Leased</u>	NOT	FOR	LEASE
		**Est. EBITDA & R.O.I. Unleveraged w/ <u>Land in fee</u>	TBD	TBD	TBD

<p>183 - Available</p> <p>Note: Realignment in progress. Size available is being reduced. ECW use can have corner parcel soon. Recalculate everything then.</p>	<p>Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd: *Est. Net Cash Flow:</p>	<p>Corner Orange County SP - \$3.4Mil/ \$51.51sf Can be ground leased</p> <p>1.53AC-66,700 SF 55,000 ADT C.U.P. TBD</p> <p>TBD</p> <p>**Est. EBITDA & R.O.I. Unleveraged & Ground Leased</p> <p>**Est. EBITDA & R.O.I. Unleveraged w/ Land in fee</p>	<p>TBD</p> <p>TBD</p>	<p>TBD</p> <p>TBD</p>	<p>TBD</p> <p>TBD</p>
<p>184 - 188 Deleted from list</p>					
<p>189 - Available</p>	<p>Type: Area: Sale / Lease: Price / Rent: Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd: *Est. Net Cash Flow:</p>	<p>Corner Orange County \$35.00 psf 10% NNN You pick up to 60K SF</p> <p>41,600 ADT C.U.P. \$232K</p> <p>\$657K</p> <p>**Est. EBITDA & R.O.I. Unleveraged & Ground Leased</p> <p>**Est. EBITDA & R.O.I. Unleveraged w/ Land in fee</p>	<p>\$480,258 31.0%</p> <p>\$559,008 23.9 %</p>	<p>\$625,260 40.4%</p> <p>\$704,010 30.1%</p>	<p>\$770,262 49.8%</p> <p>\$849,012 36.3%</p>
<p>190 - Still working. Not yet ready for this list.</p>					
<p>191 - Available</p>	<p>Type: Area: Sale / Lease: Price / Rent:</p>	<p>FULL BLOCK Orange County \$3,500,000 / \$51 psf Not for lease</p>			

	Size: Traffic Count: Entitlements Req'd: Cash Insertion Req'd: *Est. Net Cash Flow:	60,750 SF - 1.4 AC 69,000 ADT C.U.P. \$750K \$1,332K **Est. EBITDA & R.O.I. Unleveraged & <u>Ground Leased</u> **Est. EBITDA & R.O.I. Unleveraged w/ <u>Land in fee</u>	NOT	FOR	LEASE
			\$840,500 16.8%	\$1,061,500 21.2%	\$1,284,500 25.7%

*Estimated Net Cash Flow with 85% leveraged project funding and a 1.5% capture rate at 'seasoned volume' of wash cars which may be achieved 6-12 months after opening for business.

**Estimated EBITDA & R.O.I. with unleveraged project funding and a 1.5% capture rate at 'seasoned volume' of wash cars which may be achieved 6-12 months after opening for business.

SAMPLE NEW CONSULTING CLIENT ACTION ITEMS LIST

Suggested Strategy for Goal Achievement

Goal: Develop 5-8 new-to-industry EXPRESS Exterior Tunnel Carwash (ECW) units in 10 years.

Recommended Right Actions (partial list designed to get unit #1 on stream)

1. Complete a crash course on the carwash industry with a tight focus on the EXPRESS Exterior Tunnel Carwash model.
2. Meet key people who can shorten your learning curve and provide needed support on an ongoing basis.
3. Select a carwash equipment manufacturer.
4. Select a specialty debt capital loan broker.
5. Create your site criteria.
6. Analyze new-to-industry sites found by client.
7. Analyze potential existing Full Service Carwash Conversion To EXPRESS Exterior sites found by client.
8. Locate & qualify potential high washed car volume sites.
9. Package your candidacy for presentation to decision makers (seller, landlord, lender, city officials, etc.)
10. Select site for development.
11. Hire an architect with experience doing ECW site plans, C.U.P. applications, construction plans, construction supervision.
12. Negotiate acquisition of the land in fee or via a long term ground lease.
13. Process debt capital application(s).
14. If necessary, hire an experienced Zoning Expeditor (PR firm) to lead your entitlements gathering team.
15. Apply for jurisdictional entitlements.
16. Obtain needed permissions and building permits.
17. Bid out the construction project.
18. Choose an experienced general contractor.
19. Build the facilities.
20. Install and test the carwash & vacuum equipment, computers, etc.
21. Complete some carwash training.
22. Conduct pre-opening activities (bank account, employees selection, opening day events, etc.).
23. Obtain your certificate of occupancy from the jurisdictional authority.
24. Open for business.
25. Repeat much of the above process for the 2nd unit.
26. After have 6 months with the 'seasoned' washed car volume on the books, refinance the whole thing to obtain debt capital to fund the development of unit #2.

Jack's Compensation as Consultant or Real Estate Broker

Jack's Compensation as your consultant includes the following:

1. \$250 / hour against pre-paid retainers via wire transfer;
2. Reimbursement of travel expenses, if any; and
3. \$100,000 bonus payable at closing if client chooses to acquire a site located by consultant.

Jack's Compensation as your real estate broker includes the following:

1. Zero payments per hour;
2. Zero prepaid retainers;
3. Reimbursement of travel expenses, if any;
4. Guaranteed 6% - 10% commission paid at closing with credit for anything received from Seller / Landlord; and
5. \$100,000 minimum commission per transaction.

J. R. / Jack Muellerleile
RETAIL PETROLEUM & CARWASH INDUSTRY
Consultant ~ Investor ~ Broker
ECHO SOURCES, INC & VINCENT JAMES, LTD - DRE Lic 01355056
500 Newport Center Drive, Suite 800
Newport Beach, CA 92660
V. 714.220.1806 ~ F. 714.826.1143 ~ C. 714.865.6494
E. jrm@4VQP.com ~ W. www.4VQP.com

jrm.rev.11.03.11