

GENERIC CLIENT CANDIDATE LIST
Jack's Published & Still Available Sites a/o 10.21.09
(Exact addresses are provided only to clients under contract)

Site #	Docs Updated	Size & Description	General Location	Use Permitted	Other Comments	Price Requested	Client Comments
109.	DELETED FROM LIST						
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111.	DELETED FROM LIST						
112.	09.24.09	For Sale: Est. \$81,000 cash required; Est. \$707,000 (81%) ROC; 57,000 traffic count; 41,000 SF "A" site at signalized intersection with 300+ ft frontage for easy access.	Southern Los Angeles County	EXPRESS Exterior CW	Excel. Demos; no EXPRESS CW competition	06.12.09 was \$3.0 MIL (\$73 SF) 09.24.09 - make written offer and get "yes" or "No" answer	
115.	09.24.09	For Lease: Est. \$261,000 cash required; Est. \$843,000 (232%) ROC; 58,000 traffic count; 40,000 SF w/ 200' frontage in proposed rehab shopping center.	Southern Los Angeles County	EXPRESS Exterior CW	Excellent demos & traffic generators; no EXPRESS CW competition.	\$160,000 NNN annual start rate. Will go for \$125,000 if take smaller area.	
116.	02.20.09 UPDATE BEING SOUGHT HERE	For Sale: Est. \$724,000 cash required; Est. \$418,000 (57%) ROC; 29,000 traffic count; Existing	Highly developed area of Riverside County	N/A – Existing business w/ land	Excellent demographics, absentee owner, no nearby competition, retail shopping	\$2,895,000 for business w/ real estate.	

		EXPRESS Exterior CW w/ Detail Center on 30,000 SF lot.			district, good upside potential.		
117.	09.24.09	For Sale: Est. \$800,000 cash required; Est. \$1,270,000 (158%) ROC; 48,000 traffic count; 71,921 SF / 1.65 AC "A" site w/ 197' frontage; Expired CW C.U.P. & construction plans included.	High growth part of Riverside	Full Service or EXTERIOR Tunnel Carwash C.U.P. approved but has expired; room to add more profit centers	Excellent demographics, no EXPRESS Exterior Carwash competition.	\$1.4 Mil (\$20.35 psf) SALE PRICE* Try submitting a \$1.0 Mil offer! Was \$1.7 Mil Sale Price*; before that \$2.1 Mil; before that \$2.3 Mil first asked *Seller short of cash & can't complete project. Approved C.U.P. expired.	
118.	02.20.09 UPDATE BEING SOUGHT HERE (local source working a/o 10.16.09)	For Sale: Est. \$870,000 cash required; est. \$698,940 (80.3%) ROC; 48,000 traffic count; 82,437 SF / 1.89 AC "A" site at signalized intersection.	High growth part of Riverside	Carwash, retail shops, QSRs, etc.	Excellent demographics, no EXPRESS Exterior Carwash competition, high 48,000+ traffic count, signalized intersection	\$1,483,866 (\$18.00 psf) w/ normal 6 mos escrow + extensions. \$1,154,118 (\$14.00 psf) w/ short 90 day escrow.	
119.	DELETED FROM LIST						
121.	DELETED FROM LIST						
122.	DELETED FROM LIST						
123.	10.16.09	For Lease: Est. \$391,500 cash required; Est. \$1,173,331	Orange County	Tunnel CW permitted w/ Minor C.U.P. in front of a	One (1) EXPRESS Exterior Tunnel Carwash	\$19,000 NNN monthly rent. Listing broker reports zero activity &	

		(300%) ROC; 79,000 traffic count; 45,000 SF land w/ +/-264' frontage.		Zoning Official, not the full Planning Commission; and city has "Preliminary Review Service" for just \$262.	competitor (poor performer / ask Jack why it makes this site better) within a 3 mile ring; good demos & traffic generators.	suggests a lower offer be submitted.	
124.	09.25.09 (Portion of larger site. Ownership Changing. Check w/ new owner in November)	For Sale or Lease: Est. \$391,500 cash required; est. \$675,252 (172%) ROC w/ ground lease; 49,000 traffic count; 40,000 SF land (200' x 200').	Mid-Cites area of Los Angeles County	Tunnel CW is a permitted use with C.U.P.	Zero EXPRESS Exterior Tunnel Carwash competition within a 3 mile ring; good demos & traffic generators	\$13,333 / mo. NNN rent w/ ground lease. Make best offer if want to purchase.	
127.	DELETED FROM LIST						
128.	04.09.09 UPDATE BEING SOUGHT HERE	For Lease: Est. \$329,000 cash required; est. \$1,185,311 (360%) ROC; 79,000 traffic count; 18,000 SF lot w/ 180' frontage & convertible building in place for Twin-Tunnel Express CW.	Orange County	C.U.P. required but can be processed in just 90 days.	Zero EXPRESS Exterior Tunnel CW competition in 3 mile ring. Good demos & traffic generators.	Rent is 10% of Gross Revenues w/ \$10,000 NNN monthly minimum.	
131.	09.25.09	For Sale or Lease: Est. \$300,000 cash required for ground lease; est. \$1,289,095 (431.1%) ROC; 79,000 traffic count; 54,450 SF lot w/ 188 ft. frontage	Orange County	C.U.P. required but can be processed in 60-90 days.	Zero EXPRESS Exterior Tunnel Carwash competition within 3 mi. north and 3 mi. south of site. Good demos and traffic generators.	\$8,000 NNN / mo. (was \$15,000 NNN / mo.). \$7.0 Mil (was \$10.0 Mil) to purchase 3.46 acres.	

		(portion of 3.46 acres available)					
135.	10.05.09	<p>For Sale or Lease:</p> <p>Est. \$448,500 cash required for ground lease; est. \$747,700 (166.7%) ROC; 50,000 traffic count w/ free "U" turn; 56,057 SF "A" site at signalized corner.</p>	Southeast Los Angeles County	C.U.P. NOT REQUIRED for CW use	Good demos for ECW; no ECW competition in 3 mile ring.	<p>\$1,650,000 (\$29.43 SF) to purchase. Only \$155,000 NNN (\$12,917/mo) to lease it.)</p> <p>NOTE: Prices were \$3.4 Mil & \$250,000 NNN 12 months ago.</p>	
137.	09.25.09	<p>For Sale or Lease:</p> <p>Est. \$448,500 required to lease; Est. \$919,880 (205.1%) ROC; 63,000 traffic count; 34,876 SF corner lot at signalized intersection; up to 120,000 SF available; 100.0% ROC if land is purchased.</p>	North Orange County	C.U.P. required. City Planner says the approval process takes 3-4 mos. time.	Good demos & traffic generators for EXPRESS Exterior Tunnel Carwash and no ECW competition in the 3 mile ring.	<p>\$50 psf for the 34,876 SF corner amounts to a \$1,743,800 sale price. Start rate for a long term lease is \$0.14 psf per month or \$14,500 NNN.</p>	
138.	09.25.09	<p>For Lease:</p> <p>\$268,500 est. cash required; est. \$763,230 (248.9%) ROC; 52,000 traffic count; 14,000 SF RETROFIT building on 55,800 SF lot at signalized intersection.</p>	North Orange County	Zone change being considered now to allow the ECW use. Also need a C.U.P.	Good demos plus BIG BOX retailer across the street as a traffic generator. No EXPRESS Exterior competition for 3 miles in both directions along Katella Ave.	<p>\$21,000 NNN monthly start rate but huge \$600,000+ savings in construction compensates for this.</p> <p>Lowest cash down so far at estimated \$268,500.</p>	
140.	10.16.09	For Sale or Lease:	North Orange	CG zoning allows the	Good demos & traffic	\$2.8 Mil sale price;	

		<p>Est. \$478,500 cash required to lease; est. \$1,177,088 (246%) ROC; 79,017 traffic count; 44,025 SF corner lot.</p>	County	ECW use with just a Minor C.U.P. in front of a zoning official, not the entire planning commission.	generators. One EXPRESS Exterior competitor but it's Full Service CW conversion on a tiny lot with a short tunnel and only 7 vacuum stalls.	\$18,000 NNN lease rate.	
143.	10.02.09	<p>Lender Ordered Sale:</p> <p><i>NOTE: Twin 52' Tunnels recommended on small portion of parcel thus reserving balance for future development.</i></p> <p>Est. \$690,000 required to purchase entire 2.251 acres; \$491,704 (71.2%) ROC; 38,442 traffic count; 98,000 SF corner parcel at signalized intersection is last commercially zoned vacant one in this city.</p>	West Orange County	CG zoning allows ECW use w/ C.U.P. Lots of other uses for excess property.	Good demos & traffic generators; Zero EXPRESS Exterior competitors in a 3 mile ring.	Asking \$2,600,000 (\$26.50 / SF) for this property which sold for \$6,750,000 (\$68.84 / SF) on 03.31.06.	
145.	10.08.09	<p>For Sale or Lease:</p> <p>Est. \$699,000 cash required for purchase; est. \$826,119 (118.1%) ROC; 59,166 traffic count; 45,000 SF signalized corner lot.</p>	Mid-Cities area of Los Angeles County	C3 zoning allows ECW use w/ C.U.P.	Good demos & traffic generators; Zero EXPRESS Exterior competitors in a 3 mile ring.	Asking \$2.0 Mil (\$44 psf). Not for lease from this owner. May have 3 rd party buyer who will buy it then ground lease it at his cost + 8% w/ approval of lessee's experience	

						and financial qualifications.	
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Now is an excellent time to acquire land and build an EXPRESS Exterior Tunnel Carwash for the following reasons:

- Land values are down but hyper-inflation brought on by the unheard of Federal Spending Programs is expected to drive up prices and rents soon.
- Competing buyers and tenants (banks, drug stores, quick service restaurants, car dealers etc) have temporarily frozen their expansion plans and are waiting out the current recession / national credit crisis but SBA loans for new-to-industry carwash projects are certainly being approved when handled by financial broker specialists, not the local banks; so my clients are getting top locations not previously available because the national credit tenants took them all.
- \$500,000 cash invested in a \$1,500,000 ECW project on leased land in a good location is expected by most savvy owner-operators to yield a much higher cash-on-cash return (ROC) than the 33% average for all carwash investments nationally. ROCs for the above described business may be in excess of 150% (that's \$750,000 EBITDA annually after paying rent, property taxes & debt service) within 6-12 months of opening when the ramp-up period ends and the "seasoned volume" level of washed cars is reached / maintained.
- ECW concept targeted customers make up the largest segment of the car wash industry...those folks who wash their cars on the driveway at home. When given the choice of "\$5.00 ~ 5 Minutes ~ Free Vacuum" they see the value in patronizing an ECW. Also, lots of pressure is being exerted upon these folks to stop washing their cars at home. This pressure originates with the state and federal agencies concerned with water pollution and water shortages.

As you may already know, these pre-screened sites meeting the accepted industry criteria for the EXPRESS Exterior Tunnel Carwash concept are VERY DIFFICULT TO FIND. Also, since demand for these sites is extremely high, only well-documented, fully qualified, experienced new client candidates are being considered for broker services at this time. If you are new-to-industry, Jack will serve as your consultant until you are deemed ready for broker representation.

To obtain the exact address and detailed description of any property listed above, then personally inspect it and survey the trade area, fully qualified candidates must become Jack's client. To do so, please do the following:

1. Download, print, fill out & sign Jack's Confidentiality & 10% Buyer's Agreement available to you at http://002b3ee.netsolhost.com/images/ECW_Blank_Confidentiality_10_BuyersAgreement_062508.pdf ;
2. Email the signed agreement to Jack at jrm@4VQP.com or fax it to him at FAX # 714.826.1143; then
3. Await Jack's phone call.

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