

International Car Wash Group – Sale-Leaseback

dba. Zippy's

213 E Meighan Blvd, Gadsden, AL 35903

- ❖ 20-Year Sale-Leaseback
- ❖ Corporate Guarantee
- ❖ #1 Car Wash Operator Globally

- ❖ Absolute Triple-Net (NNN) Lease
- ❖ More Than 900 Locations
- ❖ Accelerated Depreciation



Representative Photo

OFFERING MEMORANDUM

EXCLUSIVE NET-LEASE OFFERING

Marcus & Millichap

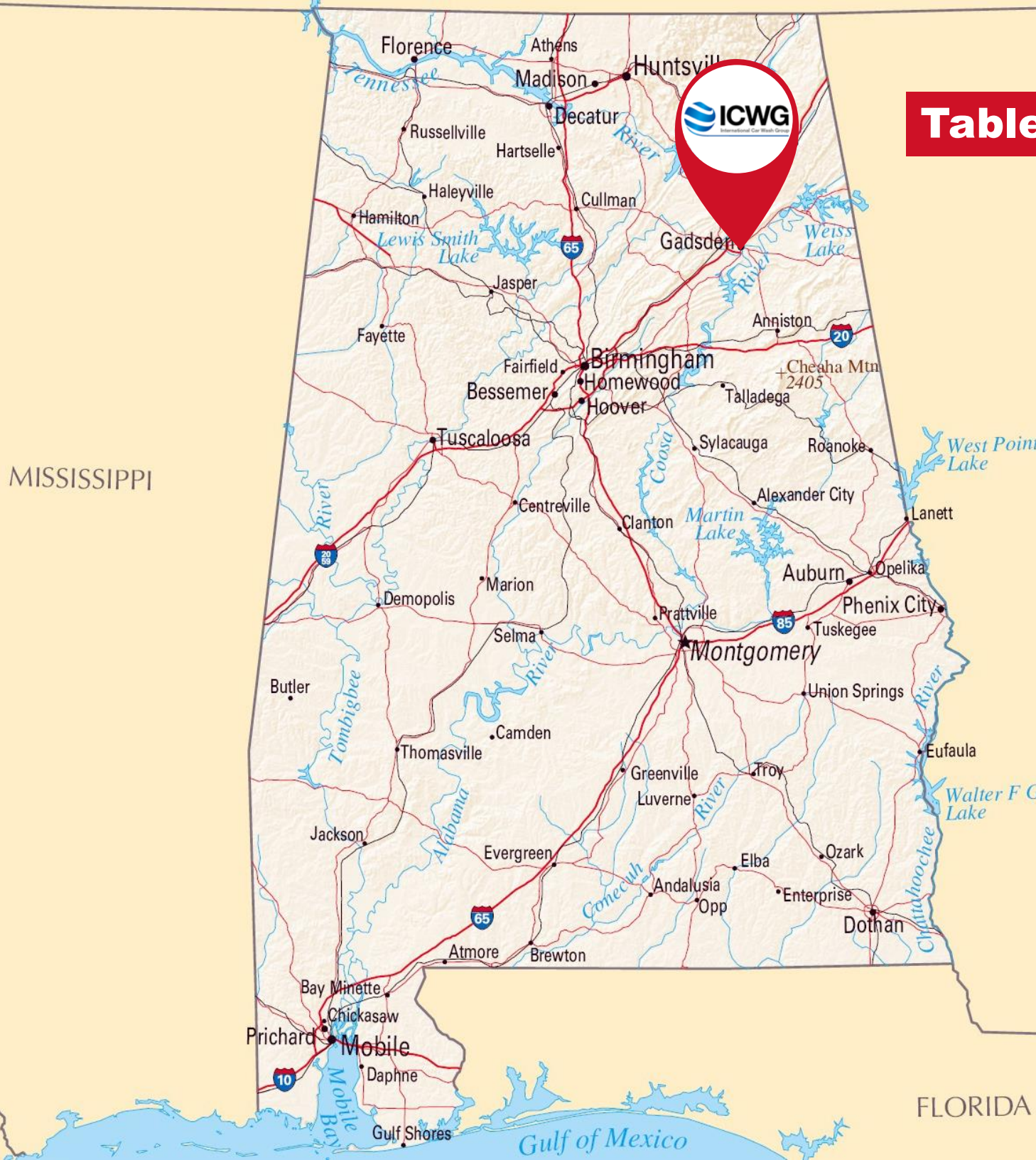


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- Population
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213 E Meighan Blvd, Gadsden, AL 35903

PRICE: \$2,900,000 | 6.25% CAP | RENT: \$181,250**PROPERTY DESCRIPTION**

Property	Zippy's
Property Address	213 E Meighan Blvd
City, State, ZIP	Gadsden, AL 35903
Building Size (SF)	3,787
Lot Size (Acres)	+/- 0.93

THE OFFERING

Net Operating Income (NOI)	\$181,250
CAP Rate	6.25%
Purchase Price	\$2,900,000

LEASE SUMMARY

Property Name	Zippy's
Property Type	Net-Leased Car Wash
Ownership	Fee Simple
Guarantor	International Car Wash Group Ltd. (UK)
Rent Commencement	Close of Escrow
Lease Expiration	20 Years from Close of Escrow
Lease Term Remaining	20 Years
Lease Type	Triple-Net (NNN)
Roof & Structure	Tenant
Rental Increases	1.5% Annually Starting Year 2
Options to Renew	Four, Five-Year Tenant Renewal Options
Rental Increases in Options	1.5% Annually

HIGHLIGHTS

- **20-Year Triple-Net (NNN) Sale-Leaseback:** At Closing the Tenant Will Execute a Brand New 20-Year Absolute Triple-Net Lease. The Lease Will Have No Landlord Responsibilities and Four, Five-Year Tenant Renewal Options.
- **Corporate Guarantee:** The Lease is Subject to a Corporate Guarantee by International Car Wash Group Ltd. (UK) "ICWG" and the More Than 900 Locations Across Europe, Australia and the U.S.
- **The World's Largest Car Wash Company:** ICWG was Founded In 1965 and is Now the World's Largest Car Wash Operator, Washing More Than 35 Million Cars Every Year.
- **Favorable Industry Trends:** In the U.S., the Percentage of Drivers that Wash their Vehicle at a Professional Car Wash has Increased from 47% in 1994 to 72% in 2014.
- **Accelerated Depreciation:** This Property Qualifies for 15 Year Accelerated Depreciation



INVESTMENT SUMMARY

Marcus & Millichap is pleased to present the exclusive listing for 213 E Meighan Blvd in Gadsden, AL. The tenant will enter into a brand new, 20-year triple-net (NNN) lease upon close of escrow with absolutely no landlord responsibilities. The base annual rent will be \$181,250 and will have 1.50% annual rental escalations through the base term as well as during the four, five-year tenant renewal options. The lease will have a corporate guarantee. International Car Wash Group operates more than 900 locations throughout the United States and Internationally. The property is 3,787 rentable square feet and is situated on 0.93 acres.

GUARANTOR OVERVIEW

ICWG is the world's largest car wash company currently operating in 14 countries around the globe, washing more than 35 million cars every year through a network of more than 900 locations. In August 2015, ICWG entered the U.S. market and now operates 135 locations, making it the country's second largest operator. ICWG is led by an experienced team of car wash and investment professionals committed to delivering value, both for their customers and investors. The team is focused on developing and growing ICWG through a combination of market expansion, continuous innovation and investment. The sites are committed to delivering unparalleled service with consistent wash quality to each customer.



ANNUALIZED OPERATING DATA

Initial Annual Rent \$181,250

Base Term Rental Escalations 1.5% Annually Starting Year 2

RENT SCHEDULE		
Lease Year	Annual Rent	Monthly Rent
Year 1	\$181,250	\$15,104
Year 2	\$183,969	\$15,331
Year 3	\$186,728	\$15,561
Year 4	\$189,529	\$15,794
Year 5	\$192,372	\$16,031
Year 6	\$195,258	\$16,271
Year 7	\$198,187	\$16,516
Year 8	\$201,159	\$16,763
Year 9	\$204,177	\$17,015
Year 10	\$207,239	\$17,270
Year 11	\$210,348	\$17,529
Year 12	\$213,503	\$17,792
Year 13	\$216,706	\$18,059
Year 14	\$219,956	\$18,330
Year 15	\$223,256	\$18,605
Year 16	\$226,605	\$18,884
Year 17	\$230,004	\$19,167
Year 18	\$233,454	\$19,454
Year 19	\$236,955	\$19,746
Year 20	\$240,510	\$20,042

CAP Rate 6.25%

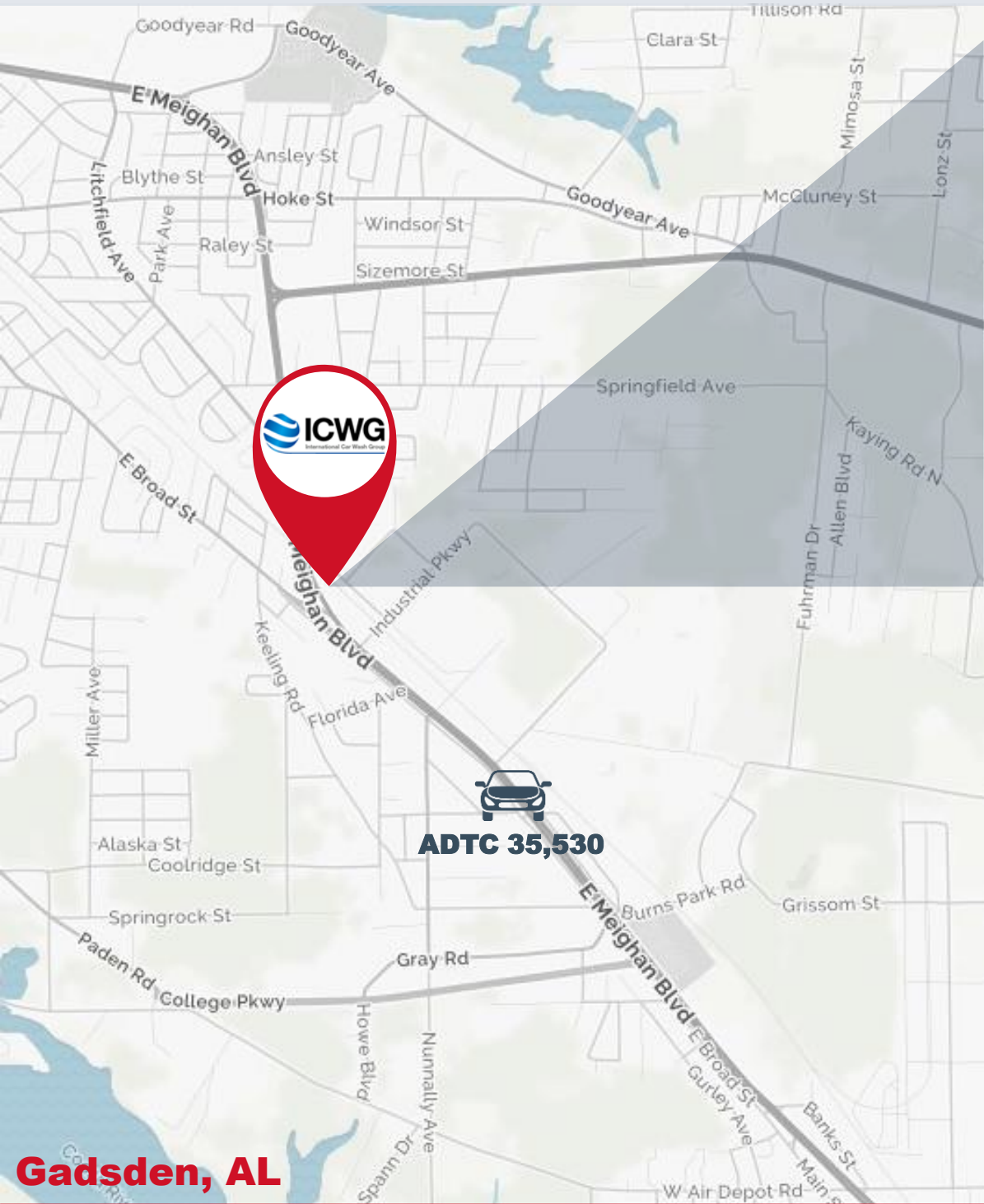
Purchase Price \$2,900,000

About International Car Wash Group

ICWG is the world's largest car wash company currently operating in 14 countries around the globe, washing more than 35 million cars every year through a network of more than 900 locations. In August 2015, ICWG entered the U.S. market and now operates 135 locations, making it the country's second largest operator. ICWG is led by an experienced team of car wash and investment professionals committed to delivering value, both for their customers and investors. The team is focused on developing and growing ICWG through a combination of market expansion, continuous innovation and investment. The sites are committed to delivering unparalleled service with consistent wash quality to each customer.

The Company has grown significantly in recent years through acquisitions, opening new sites in existing markets, investing in an extensive refurbishment program and expanding its international presence.





HIGHLIGHTS

- Located in a Dense Retail Corridor | Surrounding Retailers Include: Walmart, Hobby Lobby, Aldi, Dollar General, Sonic, Burger King, T.J. Maxx, Walgreens and Many More
- Strong Traffic Count | Meighan Boulevard Has Average Daily Traffic Counts of 35,530 Vehicles
- Strong Demographics | More Than 45,000 Individuals Residing Within a Five-Mile Radius
- Subject Property Located Within One Mile to Four Auto Part Shops
- Gadsden Regional Medical Center | Located Two Miles From the Subject Property | 346-Bed Facility

MAJOR EMPLOYERS

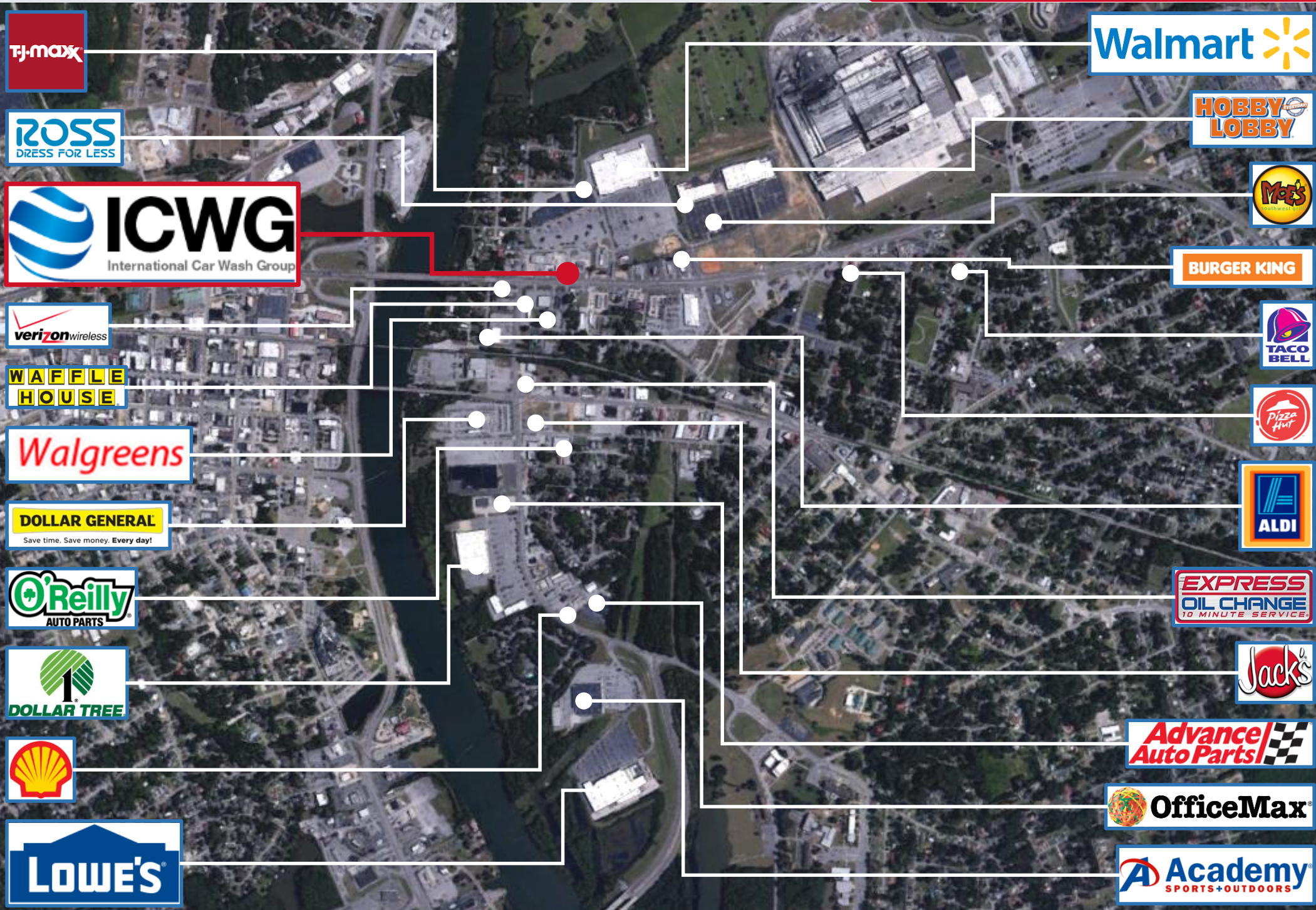
EMPLOYER	# OF EMPLOYEES *
Goodyear	1,042
QHG	1,041
Etowah County Board Education	990
Riverview Regional Med Ctr Inc	750
Koch Foods of Gadsden LLC	600
Gadsden City Board Education	563
City of Gadsden	494
Osborn	270
Walmart	270
County of Etowah	259
Air Force US Dept of	254
McGuffey Health LLC	250

* # of Employees based on 5 mile radius

Gadsden, AL



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LOCATION OVERVIEW

This International Car Wash property is located at 213 East Meighan Boulevard in Gadsden, Alabama. Gadsden is a city and the county seat of Etowah County. It is located on the Coosa River about 56 miles northeast of Birmingham.

Surrounding Retail and Points of Interest

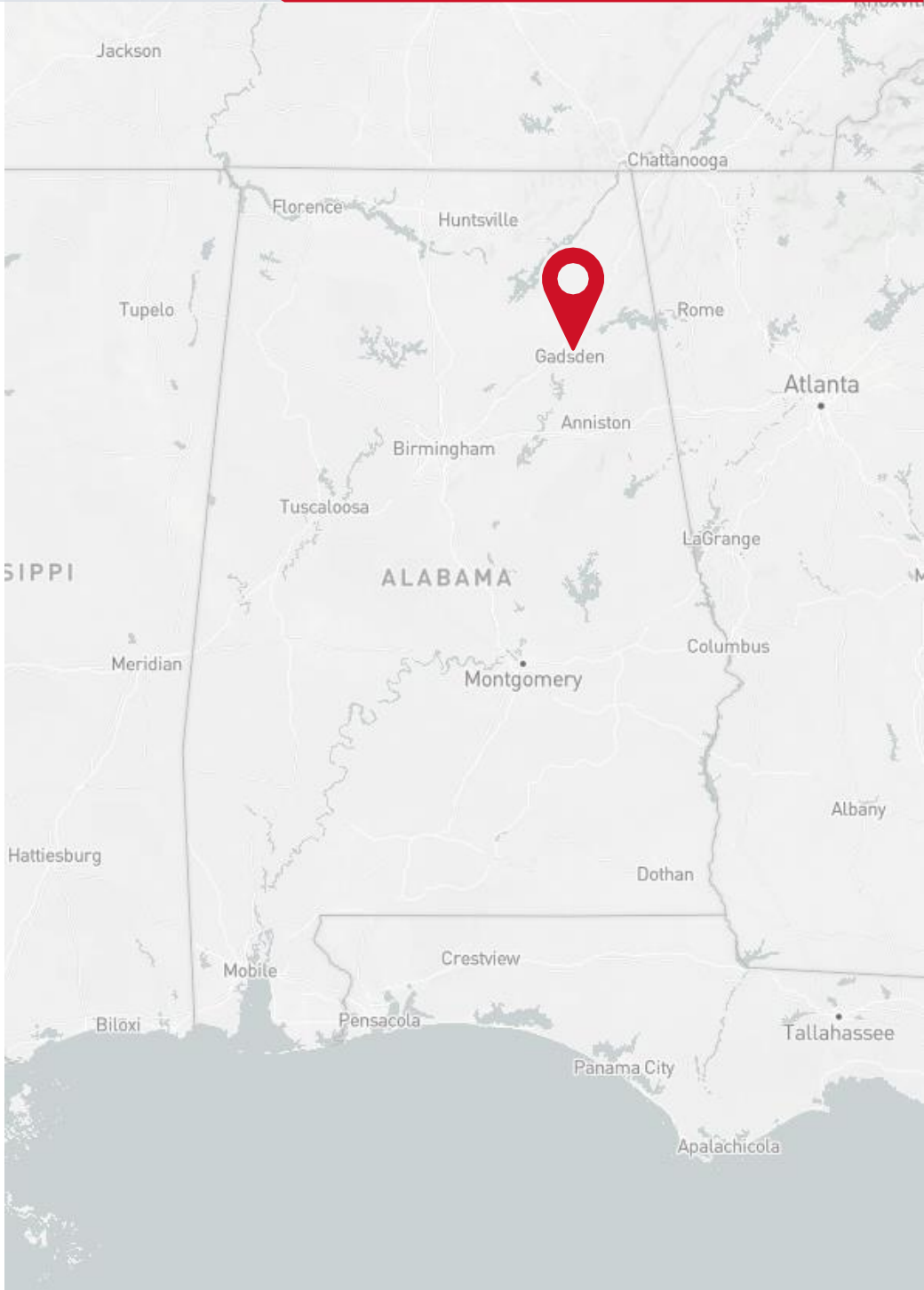
The subject property is well-positioned in the main retail corridor in Gadsden, benefiting from its close proximity to major national and local retailers. Major national tenants in the surrounding area include: Walmart, Hobby Lobby, Aldi, Dollar General, Sonic, Burger King, T.J. Maxx, Walgreens and many more. Gadsden Regional Medical Center, a 346-bed facility is located two miles from the subject property. This International Car Wash property is located within one mile from four autobody shops as well.

Traffic Counts and Demographics

This International Car Wash property has approximately 27,090 individuals residing within a three-mile radius and 49,096 individuals residing within a five-mile radius. The property is located on Meighan Boulevard which experiences average daily traffic counts of 35,530. In addition, interstate-759 brings an additional 32,740 vehicles to the immediate area.

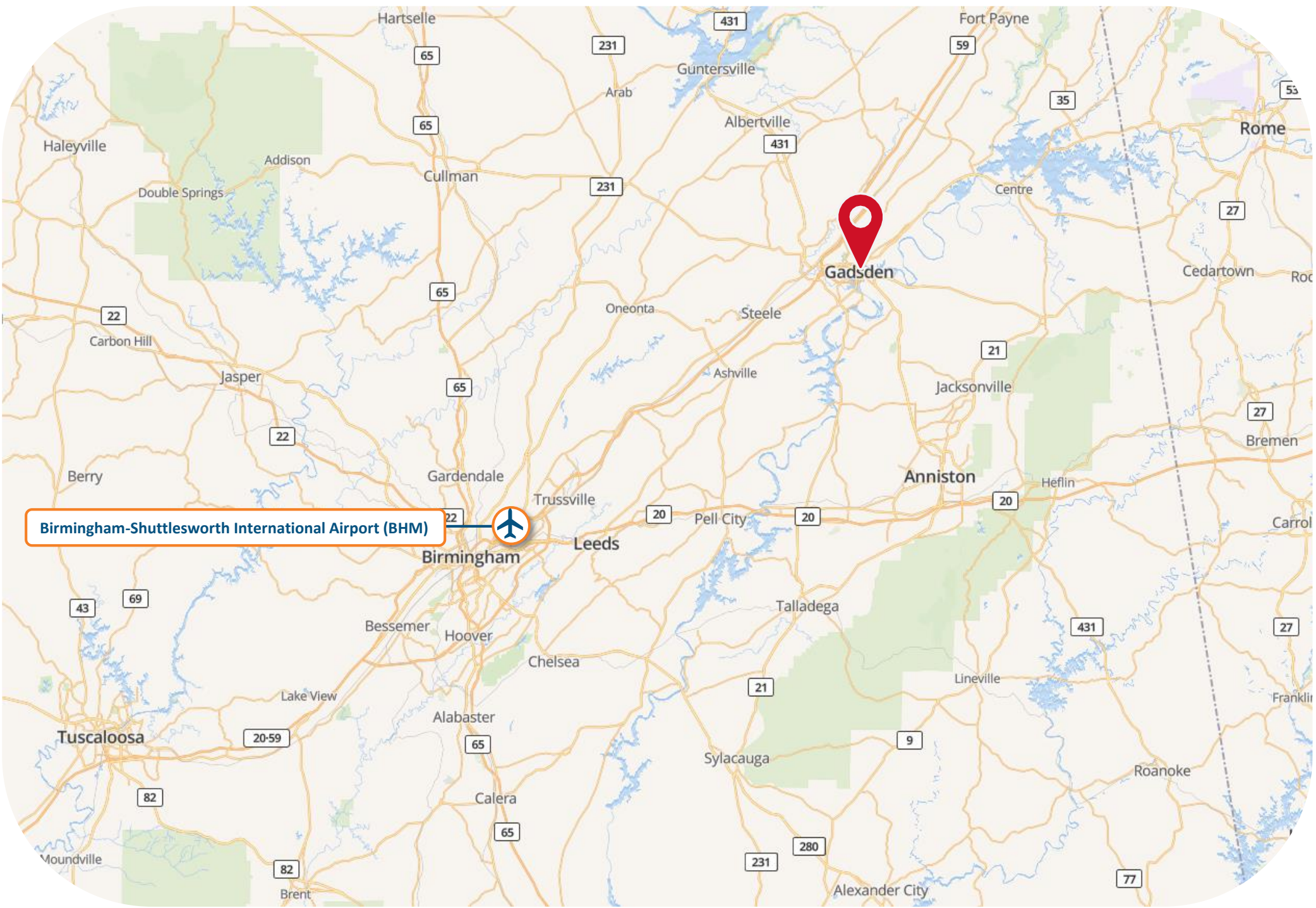
Gadsden, Alabama

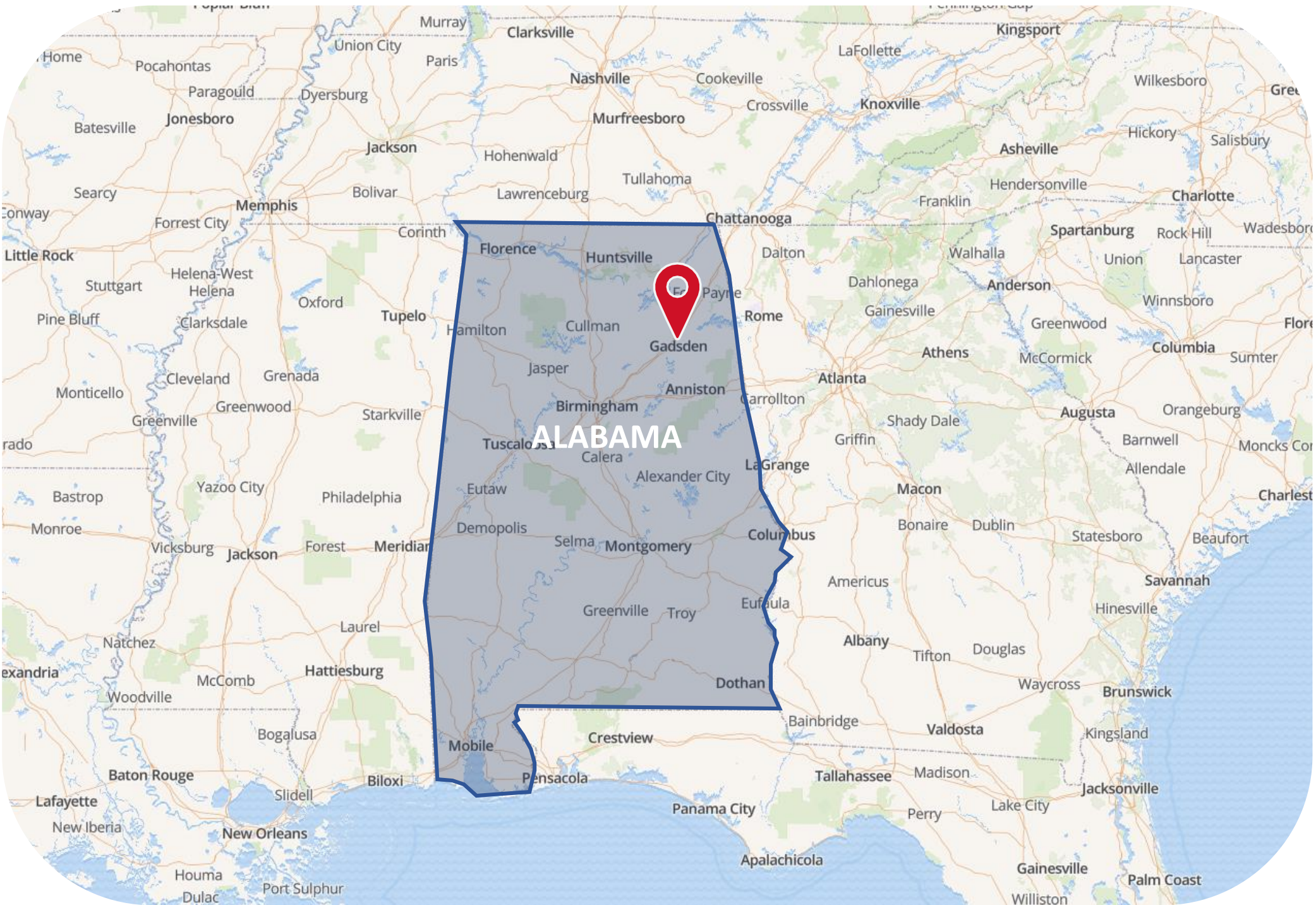
Located about 35 miles from Gadsden is the city of Birmingham. Birmingham's early days onward, the steel industry has always played a crucial role in the local economy. Though the steel industry no longer has the same prominence it once held in Birmingham, steel production and processing continue to play a key role in the economy. Steel products manufacturers American Cast Iron Pipe Company and McWane are based in the city. Birmingham is also a leading banking center, serving as home to two major banks: Regions Financial Corporation and BBVA Compass. SouthTrust, another large bank headquartered in Birmingham, was acquired by Wachovia in 2004. The city still has major operations as one of the regional headquarters of Wachovia, which itself is now part of Wells Fargo Bank. wo of the largest soft-drink bottlers in the United States, each with more than \$500 million in sales per year, are located in Birmingham.











DEMOGRAPHICS



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PROPERTY OVERVIEW



	3 Miles	5 Miles	10 Miles
POPULATION			
2022 Projection	26,195	48,224	84,938
2017 Estimate	27,090	49,096	84,954
2010 Census	27,568	49,796	86,165
2000 Census	28,761	51,080	86,448
INCOME			
Average	\$41,892	\$49,847	\$55,176
Median	\$28,672	\$35,583	\$42,126
Per Capita	\$17,813	\$21,197	\$22,747
HOUSEHOLDS			
2022 Projection	10,881	20,360	34,972
2017 Estimate	11,156	20,512	34,642
2010 Census	11,337	20,722	34,960
2000 Census	12,137	21,455	35,039
HOUSING			
2017	\$74,755	\$86,673	\$104,776
EMPLOYMENT			
2017 Daytime Population	38,070	56,538	84,832
2017 Unemployment	8.70%	7.22%	5.90%
2017 Median Time Traveled	22 Mins	22 Mins	25 Mins
RACE & ETHNICITY			
White	47.09%	63.82%	75.68%
Native American	0.48%	0.29%	0.18%
African American	44.95%	29.35%	18.70%
Asian/Pacific Islander	0.77%	1.09%	0.93%

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guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

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EXCLUSIVE NET-LEASE OFFERING

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