

International Car Wash Group – Sale-Leaseback dba. Car Wash USA

355 Oil Well Rd, Jackson, TN 38305

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

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



OFFERING MEMORANDUM

EXCLUSIVE NET-LEASE OFFERING

Marcus & Millichap

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355 Oil Well Rd, Jackson, TN 38305

PRICE: \$3,800,000 | 6.25% CAP | RENT: \$237,500**PROPERTY DESCRIPTION**

Property	Car Wash USA
Property Address	355 Oil Well Rd
City, State, ZIP	Jackson, TN 38305
Building Size (SF)	5,576
Lot Size (Acres)	+/- 0.80

THE OFFERING

Net Operating Income (NOI)	\$237,500
CAP Rate	6.25%
Purchase Price	\$3,800,000

LEASE SUMMARY

Property Name	Car Wash USA
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 355 Oil Well Rd in Jackson, TN. 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 \$237,500 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 5,576 rentable square feet and is situated on 0.80 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 \$237,500

Base Term Rental Escalations 1.5% Annually Starting Year 2

RENT SCHEDULE		
Lease Year	Annual Rent	Monthly Rent
Year 1	\$237,500	\$19,792
Year 2	\$241,063	\$20,089
Year 3	\$244,678	\$20,390
Year 4	\$248,349	\$20,696
Year 5	\$252,074	\$21,006
Year 6	\$255,855	\$21,321
Year 7	\$259,693	\$21,641
Year 8	\$263,588	\$21,966
Year 9	\$267,542	\$22,295
Year 10	\$271,555	\$22,630
Year 11	\$275,628	\$22,969
Year 12	\$279,763	\$23,314
Year 13	\$283,959	\$23,663
Year 14	\$288,219	\$24,018
Year 15	\$292,542	\$24,378
Year 16	\$296,930	\$24,744
Year 17	\$301,384	\$25,115
Year 18	\$305,905	\$25,492
Year 19	\$310,493	\$25,874
Year 20	\$315,151	\$26,263

CAP Rate 6.25%

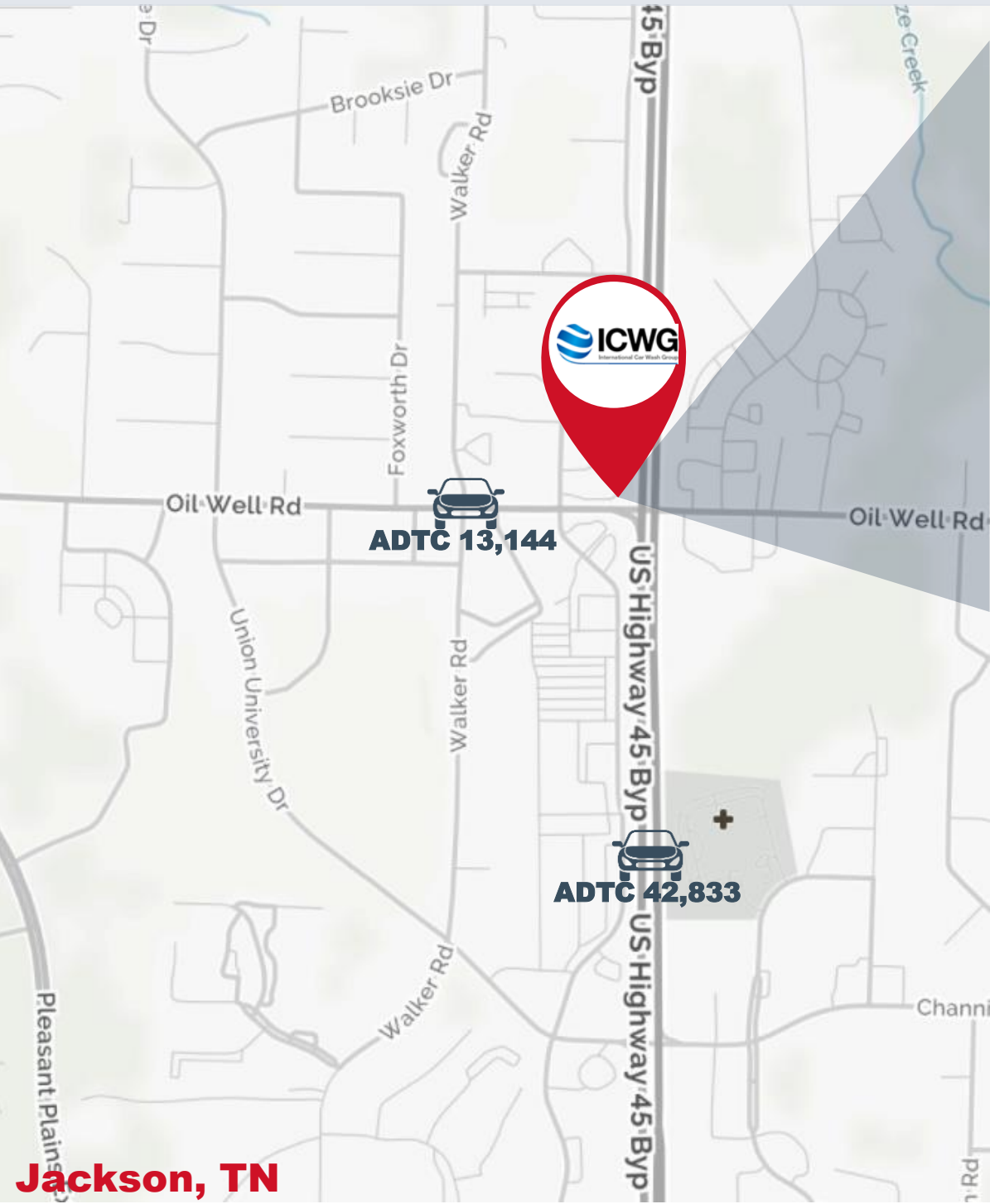
Purchase Price \$3,800,000

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, Walgreens, McDonald’s, Kroger, Target, Best Buy, Red Lobster, Starbucks, Wendy’s, The Home Depot, Panera, Exxon, Dunkin’ Donuts, and Many More
- Union University, one of the top ranked regional universities in the South, is less than two miles from the subject property and currently has over 4,300 students enrolled
- Tennova Healthcare- Regional Jackson Hospital, a 152 bed facility with over 175 healthcare professionals, is located less than two miles from the subject property
- McKellar-Spies Regional Airport is located just four miles west of the central business district of Jackson, Tennessee. It is owned and operated by the city

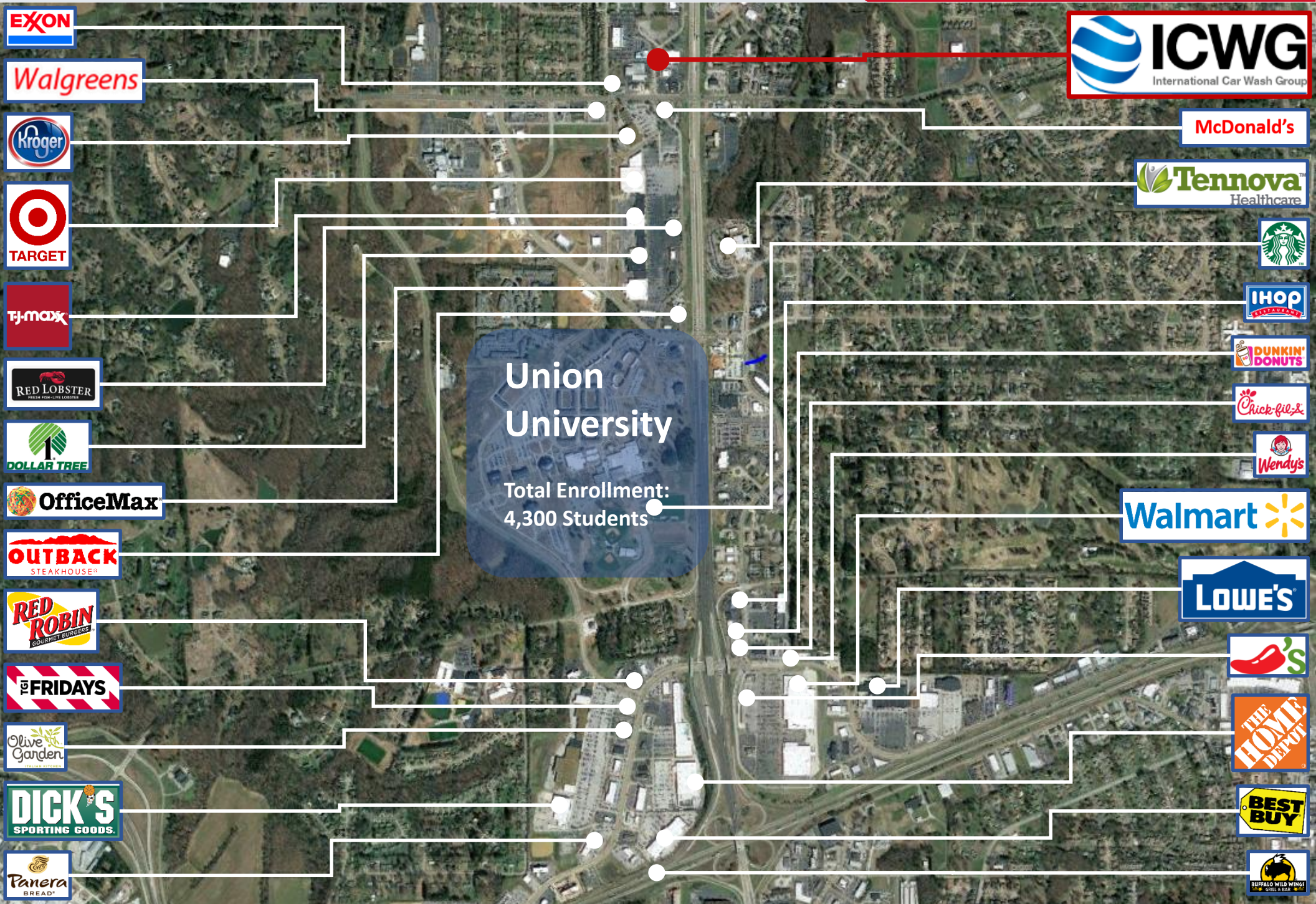
MAJOR EMPLOYERS

EMPLOYER	# OF EMPLOYEES *
WEST TENNESSEE HEALTH CARE	3,500
Health Partners	2,627
Porter Cable/Delta Machinery	1,000
Devilbiss Air Power Company	870
Carlstar Group LLC	603
Jackson Tennessee Hosp Co LLC	600
Heart & Vascular Center W Tenn	504
Walmart	500
Union University	430
Gerdau Ameristeel	400
Murray Guard	400
The Jackson Clinic Prof Assn	400

* # of Employees based on 5 mile radius



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LOCATION OVERVIEW

This International Car Wash property is located at 355 Oil Well Road, in Jackson, Tennessee. Jackson is a city in Madison County, Tennessee. Jackson is the primary city of the Jackson, Tennessee metropolitan area. It is Madison County’s largest city.

Surrounding Retail and Points of Interest

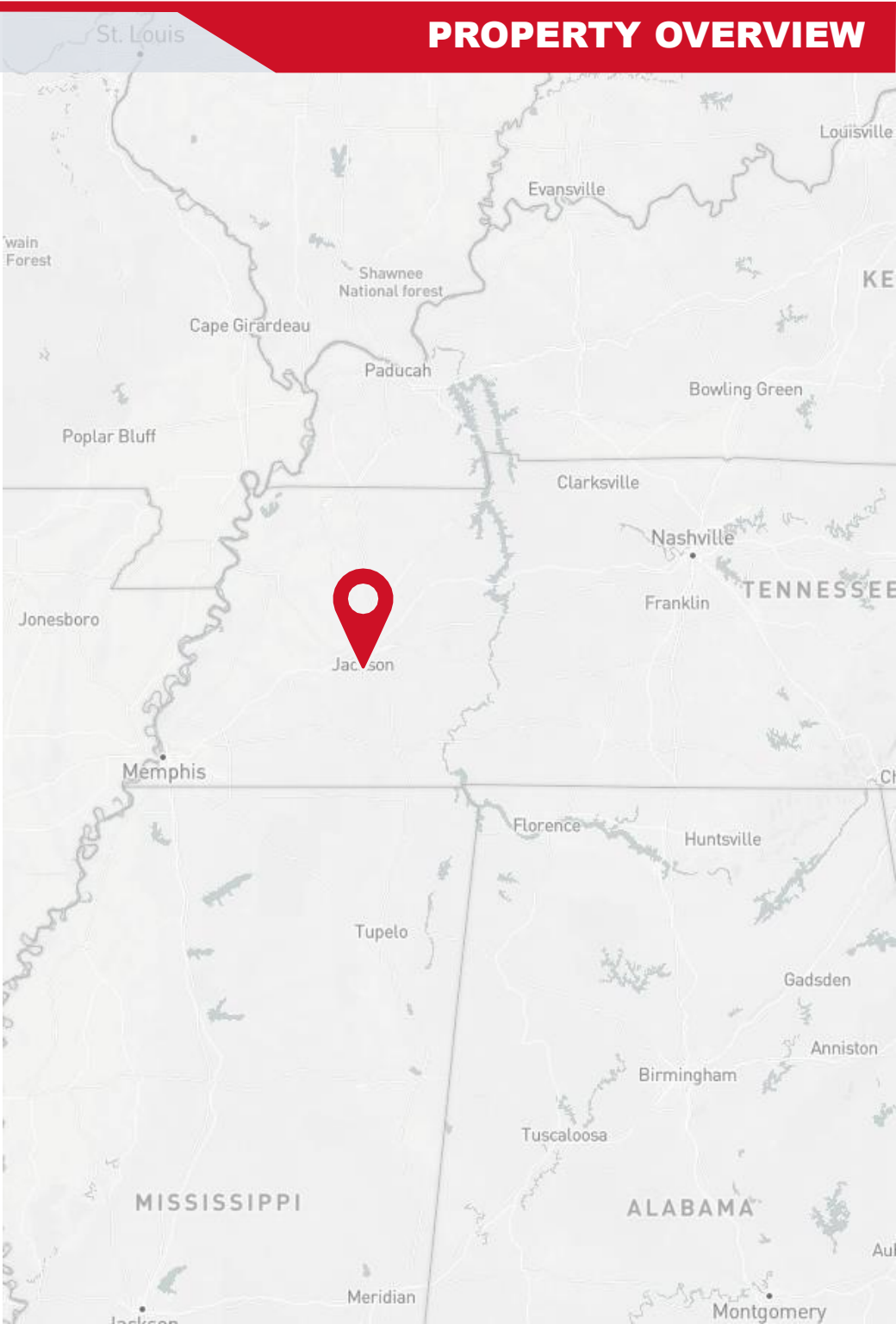
The subject property is well-positioned in the main retail corridor in Jackson, benefitting from its close proximity to major national and local tenants. Major national tenants in the surrounding area include: Walmart, Walgreens, Kroger, Target, McDonald’s, Best Buy, Starbucks, The Home Depot, Lowe’s, Wendy’s, Chili’s, Dunkin’ Donuts, Red Lobster, Exxon, Panera, Dollar Tree, Office Max, The Olive Garden, IHOP, Buffalo Wild Wings as well as many others. Additionally, Union University is located within a mile of the International Car Wash property, with a total enrollment of 4,300 students. Also within a mile from the subject property is Tennova Healthcare-Regional Jackson Hospital, a 152 bed facility with over 175 healthcare professionals.

Traffic Counts and Demographics

Jackson has a robust population with approximately 36,498 individuals residing within a three-mile radius of the subject property and 61,691 within a five-mile radius. The property is located on the corner of Oil Well Road and U.S. Highway 45. Oil Well Road experiences average daily traffic counts of over 13,144 vehicles per day. In addition, U.S. Highway 45 brings an additional 42,833 vehicles to the immediate area.

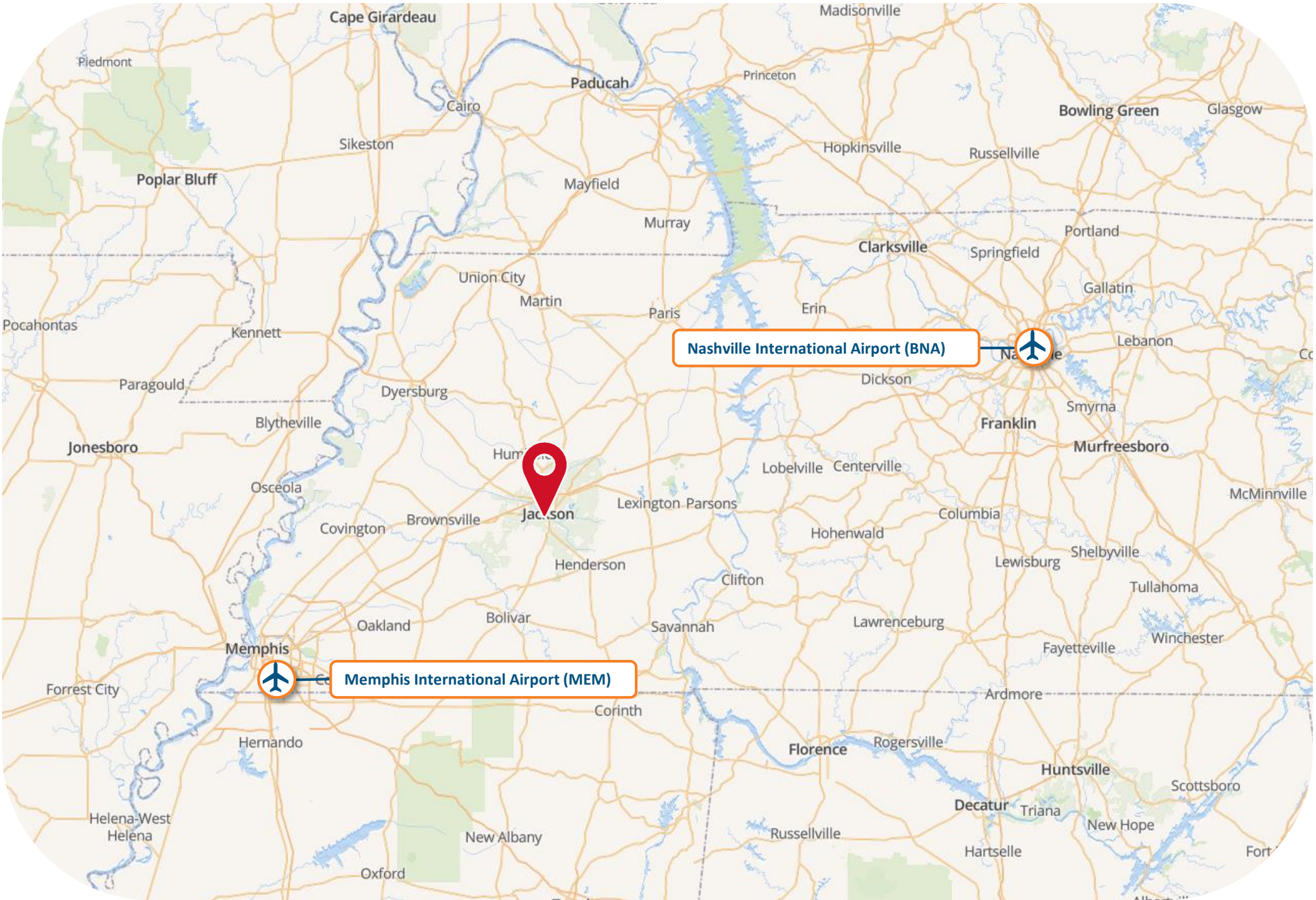
Jackson, TN

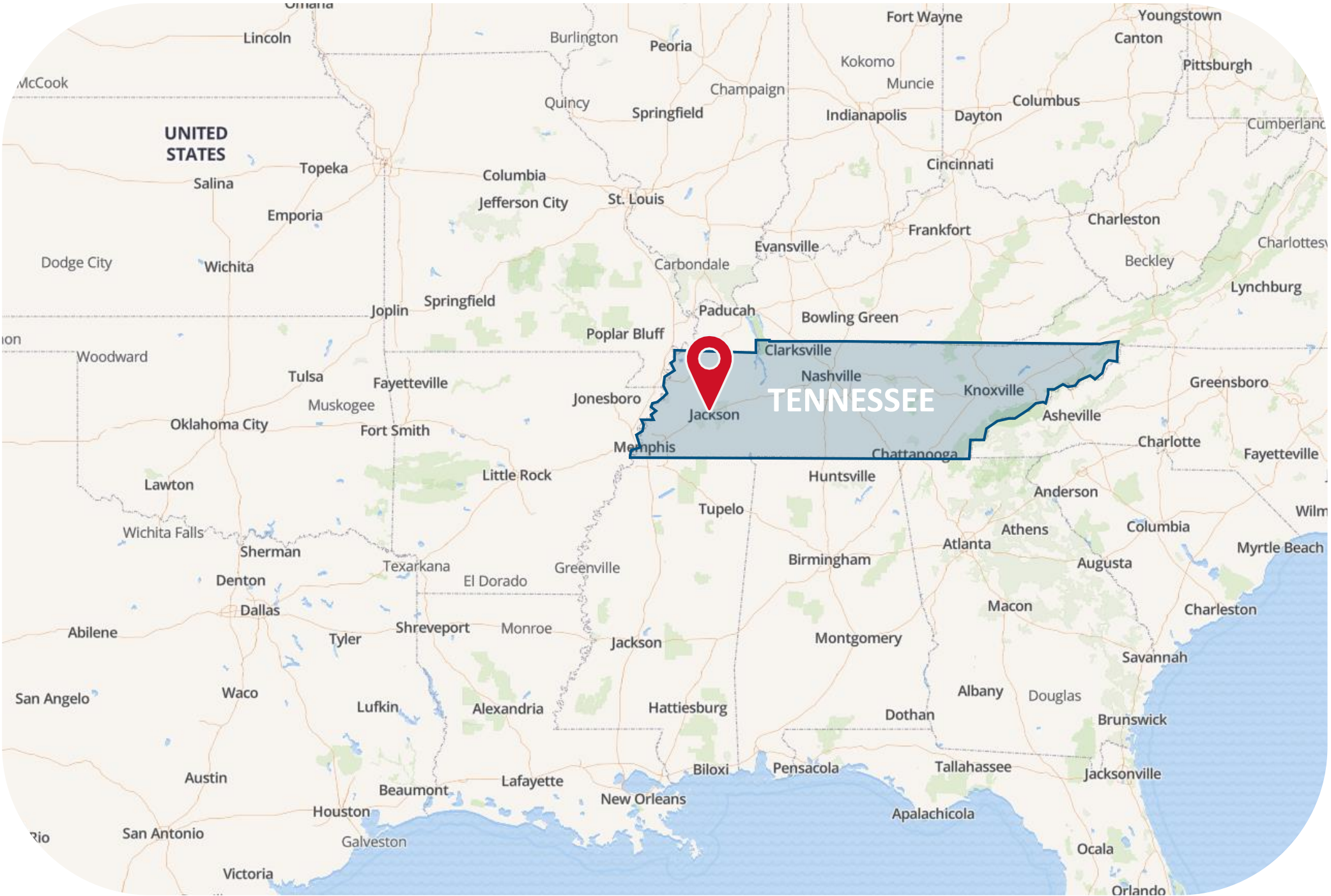
Jackson is the county seat of Madison County, Tennessee. Jackson is seated roughly halfway between Memphis and Nashville on Interstate-40, which brings in an average of 48,794 vehicles per day. Located east of Memphis, it is the regional center of trade for West Tennessee. The population has steadily increased over the last twenty years. Additionally, the city has four major roadways including: Interstate 40, U.S. Route 45, U.S. Route 412, and U.S. Route 70. McKellar-Spies Regional Airport serves the city and the Jackson Transit Authority provides intra-city bus service throughout the area. There are five major colleges in this area, with Union University being the closest.













POPULATION

	3 Miles	5 Miles	10 Miles
2022 Projection	37,834	59,578	99,838
2017 Estimate	35,194	56,623	96,473
2010 Census	34,208	55,581	95,303
2000 Census	27,472	48,128	87,682

INCOME

Average	\$84,957	\$74,665	\$64,879
Median	\$58,919	\$52,781	\$45,927
Per Capita	\$33,825	\$29,570	\$25,523

HOUSEHOLDS

2022 Projection	15,041	23,445	38,756
2017 Estimate	13,831	22,068	37,126
2010 Census	13,479	21,721	36,768
2000 Census	10,556	18,851	34,081

HOUSING

2017	\$154,695	\$134,336	\$117,236
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EMPLOYMENT

2017 Daytime Population	43,338	68,842	119,690
2017 Unemployment	4.14%	4.60%	5.59%
2017 Median Time Traveled	19 Mins	19 Mins	20 Mins

RACE & ETHNICITY

White	64.51%	58.35%	56.68%
Native American	0.06%	0.06%	0.04%
African American	27.96%	35.09%	38.05%
Asian/Pacific Islander	2.28%	1.73%	1.12%

DEMOGRAPHICS



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Marcus & Millichap



Marcus & Millichap

EXCLUSIVE NET-LEASE OFFERING

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