

# INTERNATIONAL CAR WASH GROUP SALE-LEASEBACK

**DBA. Goo Goo**

- ❖ 20-Year Sale-Leaseback
- ❖ 1.50% Annual Rental Increases
- ❖ #1 Car Wash Operator Globally
- ❖ Absolute Triple-Net (NNN) Lease
- ❖ Corporate Guarantee; More Than 900 Locations
- ❖ Qualifies for Bonus & Accelerated Depreciation



# OFFERING MEMORANDUM



415 Norman Drive, Valdosta, GA 31601

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properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any 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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# Investment Highlights

PRICE: \$2,975,000 | CAP: 6.00% | RENT: \$178,500



## About the Investment

- ✓ **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
- ✓ **Corporate Guarantee:** The Lease will be subject to Corporate Guarantee by International Car Wash Group Ltd. (UK) "ICWG" and the More Than 900 Locations Across Europe, Australia and the U.S.
- ✓ **Accelerated Depreciation:** The Properties Qualify for 15-Year Accelerated Depreciation as well as Bonus Depreciation
- ✓ **Rental Increases:** The Lease will Include 1.50% Annual Rental Increases

## About the Tenant / Brand

- ✓ 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
- ✓ In August 2015, ICWG Entered the U.S. Market and Now Operates More Than 150 U.S. Locations, Making It One of the Country's Largest Operators.
- ✓ 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.





# Financial Analysis

PRICE: \$2,975,000 | CAP: 6.00% | RENT: \$178,500



## Property Description

Property	International Car Wash Group
Property Address	415 Norman Drive
City, State, ZIP	Valdosta, GA 31601
Year Built	2015
Building Size (SF)	2,840 SF
Lot Size	+/- 2.00 Acres
Type of Ownership	Fee Simple

## The Offering

Purchase Price	\$2,975,000
CAP Rate	6.00%
Annual Rent	\$178,500

## Lease Summary

Property Type	Net-Leased Car Wash
Guarantor	International Car Wash Group Ltd. (UK)
Original Lease Term	20 Years
Lease 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 Responsible
Rental Increases	1.50% Annually
Options to Renew	Four, Five -Year Tenant Renewal Options

## RENT SCHEDULE

Lease Year(s)	Annual Rent	Monthly Rent	Rent Escalation
Year 1	\$178,500	\$14,875	-
Year 2	\$181,178	\$15,098	1.50%
Year 3	\$183,895	\$15,325	1.50%
Year 4	\$186,654	\$15,554	1.50%
Year 5	\$189,453	\$15,788	1.50%
Year 6	\$192,295	\$16,025	1.50%
Year 7	\$195,180	\$16,265	1.50%
Year 8	\$198,107	\$16,509	1.50%
Year 9	\$201,079	\$16,757	1.50%
Year 10	\$204,095	\$17,008	1.50%
Year 11	\$207,157	\$17,263	1.50%
Year 12	\$210,264	\$17,522	1.50%
Year 13	\$213,418	\$17,785	1.50%
Year 14	\$216,619	\$18,052	1.50%
Year 15	\$219,868	\$18,322	1.50%
Year 16	\$223,166	\$18,597	1.50%
Year 17	\$226,514	\$18,876	1.50%
Year 18	\$229,912	\$19,159	1.50%
Year 19	\$233,360	\$19,447	1.50%
Year 20	\$236,861	\$19,738	1.50%

## INVESTMENT SUMMARY

Marcus & Millichap is pleased to present the exclusive listing for 415 Norman Drive in Valdosta, Georgia. 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 \$178,500 and will be subject to 1.50% annual rental escalations throughout the base term as well as the four, five-year tenant renewal option periods. 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 2,840 rentable square feet and is situated on 2.00 acres.



# Tenant Overview

## About International Car Was 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 more than 150 locations, making it one of the country's largest operators. 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.

TENANT NAME

**ICWG**

FOUNDED

**1965**

COUNTRIES

**14**

LOCATIONS

**900+**

WEBSITE

**ICWG.COM**

HEADQUARTERS

**Centennial, CO &  
London England**

## Key Brands

ICWG entered the US in August 2015 and already has over 150 sites which makes us one of the major players in the market. The US sites operate under 3 key brands – Car Wash USA Express, Goo-Goo 3 Minute Express Wash and Supersonic in the state of Utah.

### CARWASH USA

Acquired by ICWG in 2015, Car Wash USA Express now consists of over 60 sites covering Alabama, Arkansas, Colorado, Georgia, Ohio, Mississippi, Tennessee and Texas. It is currently the largest express exterior car wash in the Mid-South offering a wash that takes just 3 minutes, coupled with free vacuums.

### GOO-GOO

Since 1945 Goo-Goo 3 Minute Express Wash has met the needs of the driving public by giving customers a quality carwash with fast, economical, great service. As one of the oldest car wash brands in the United States, Goo-Goo has led the way by developing the concept to meet the needs of the driving public for over 60 years. Acquired by ICWG in July 2017, there are over 50 express wash outlets in seven states primarily in the southern United States and Ohio.

### SUPERSONIC

Supersonic Car Wash was founded in Ogden, Utah in 1959 and was Utah's only full service car wash at the time. Supersonic now has both full-service and express exterior locations in Salt Lake, Utah and Weber Counties. Acquired by ICWG in August 2015, Supersonic provides additional opportunities to grow within the state of Utah with a number of locations already identified.





# Depreciation Benefits

## Accelerated Depreciation

Assumptions	
Asset Type	Car Wash
Ownership	Fee Simple
Rent	\$178,500
Cap Rate	6.00%
Purchase Price	\$2,975,000
Loan Amount	\$1,933,750
LTV	65.00%
Interest Rate	4.45%
Amortization	25
Debt Service	\$128,323
Depreciable Basis for Improvements	80.00%
Useful Life	15
Federal Tax Rate	37.00%
Year 1 Depreciation	\$158,667
Potential Tax Savings	\$58,707

## Standard Depreciation

Assumptions	
Asset Type	QSR
Ownership	Fee Simple
Rent	\$178,500
Cap Rate	6.00%
Purchase Price	\$2,975,000
Loan Amount	\$1,933,750
LTV	65.00%
Interest Rate	4.45%
Amortization	25
Debt Service	\$128,323
Depreciable Basis for Improvements	80.00%
Useful Life	39
Federal Tax Rate	37.00%
Year 1 Depreciation	\$61,026
Potential Tax Savings	\$22,579

## Bonus Depreciation

Assumptions	
Asset Type	Car Wash
Ownership	Fee Simple
Rent	\$178,500
Cap Rate	6.00%
Purchase Price	\$2,975,000
Loan Amount	\$1,933,750
LTV	65.00%
Interest Rate	4.45%
Amortization	25
Debt Service	\$128,323
Depreciable Basis for Improvements	80.00%
Useful Life	1
Federal Tax Rate	37.00%
Year 1 Depreciation	\$2,380,000
Potential Tax Savings	\$880,600

## Ground Lease

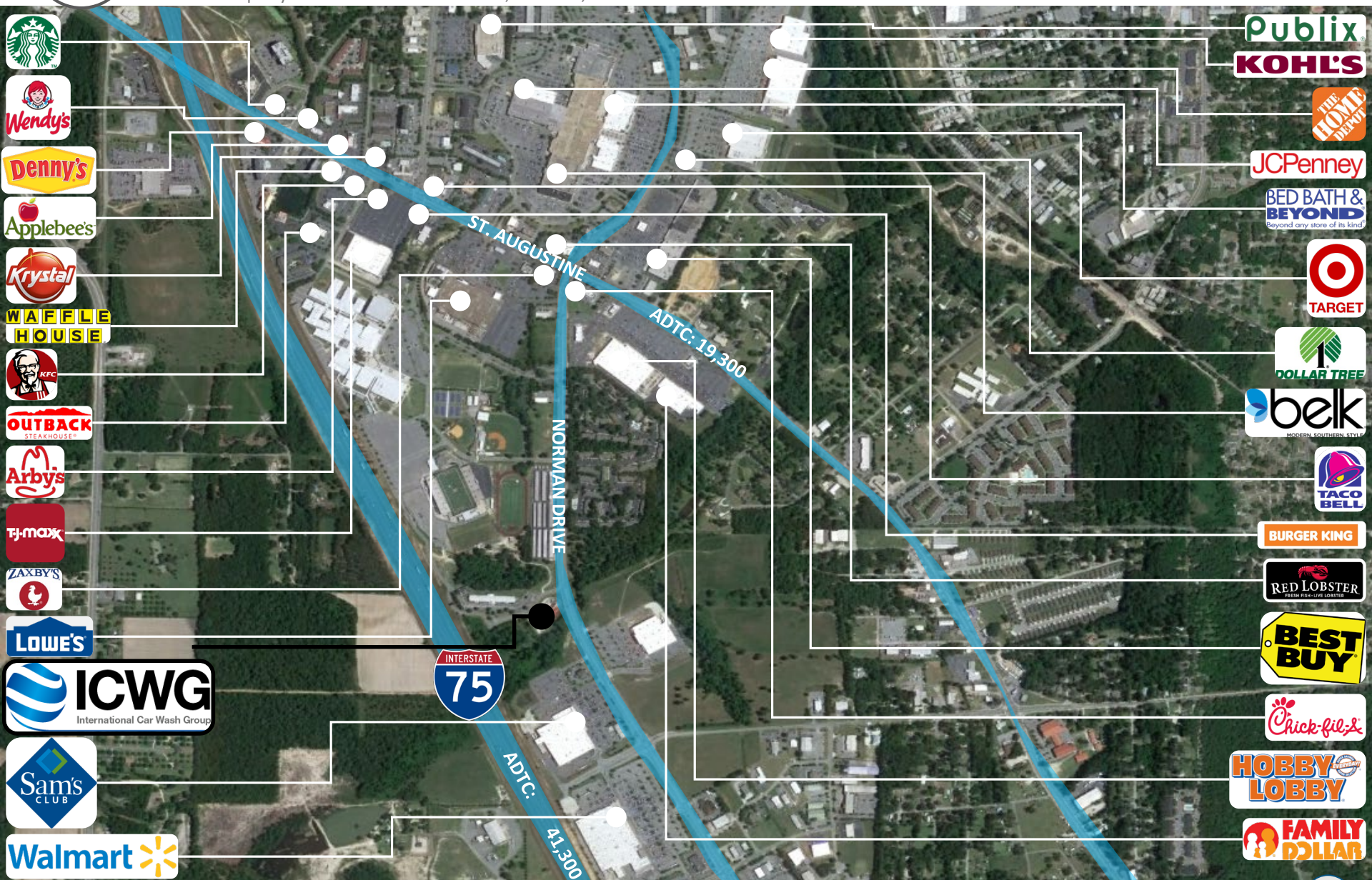
Assumptions	
Asset Type	QSR
Ownership	Ground Only
Rent	\$178,500
Cap Rate	6.00%
Purchase Price	\$2,975,000
Loan Amount	\$1,933,750
LTV	65.00%
Interest Rate	4.45%
Amortization	25
Debt Service	\$128,323
Depreciable Basis for Improvements	0.00%
Useful Life	0
Federal Tax Rate	37.00%
Year 1 Depreciation	\$0
Potential Tax Savings	\$0





# Surrounding Area

Property Address: 415 Norman Drive, Valdosta, GA 31601







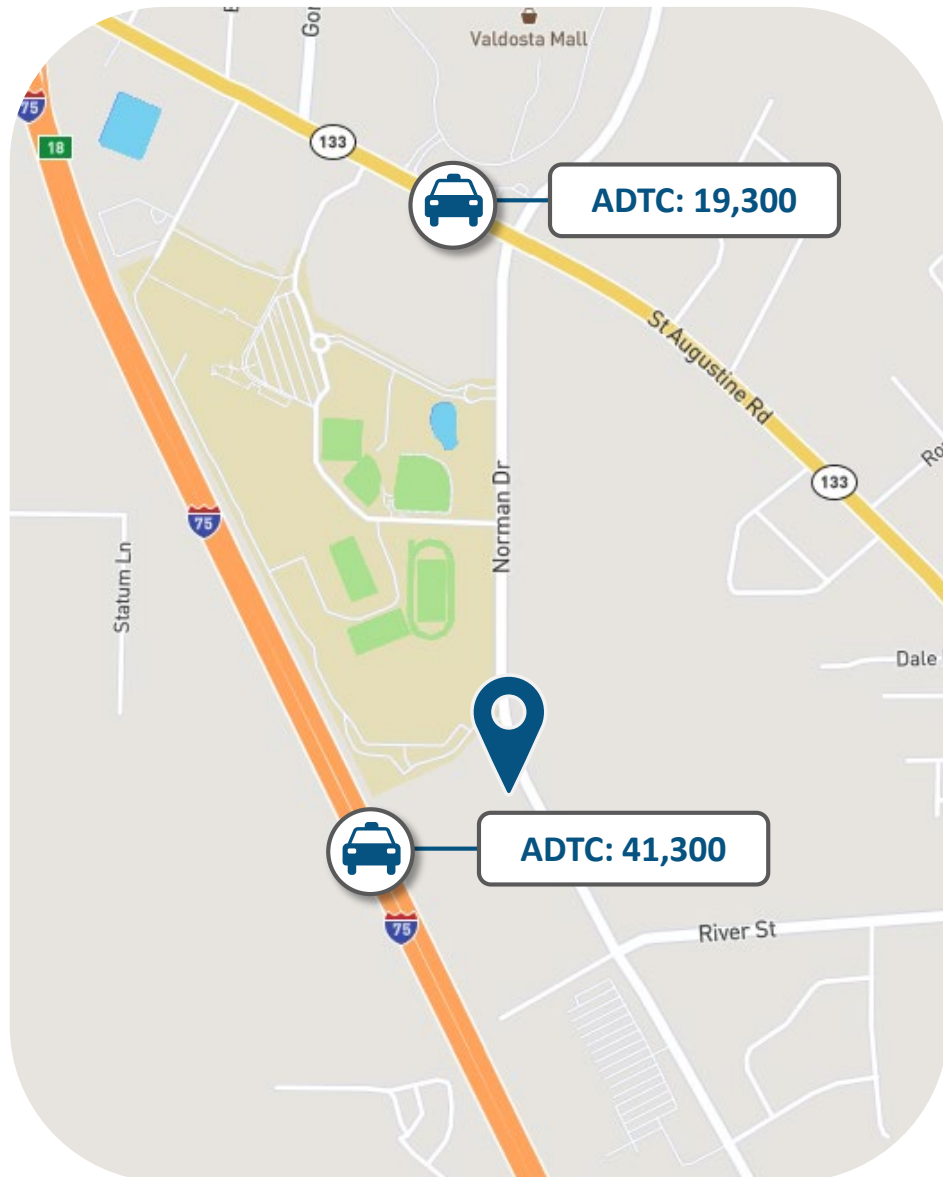
# Location Overview

Property Address: 415 Norman Drive, Valdosta, GA 31601

The subject Car Wash benefits from being well-positioned in a highly dense retail corridor consisting of national and local tenants, shopping centers, hospitality accommodations. Major national tenants in the area include: Walmart, The Home Depot, Lowes, JCPenney, Belk, Bed Bath & Beyond, Target, Dollar Tree, Family dollar, Office Max, T.J. Maxx, Sam's Club, Starbucks, McDonald's, and many more. There are also several hotel accommodations within close proximity of the subject property such as: Fairfield Inn & Suites, Super 8, Hampton Inn, Courtyard by Marriott, Comfort Suites, and more. The subject property also benefits from being located within three miles of Valdosta State University, which has a total enrollment that exceeds 11,000 students. In addition, the subject investment property is located approximately five miles from South Georgia Medical Center, which has 418 licensed-beds.

The site is situated on Norman Drive, which intersects St. Augustine Road. St. Augustine Road has average daily traffic counts of 19,300 vehicles. Additionally, Interstate 75 is in close proximity to Norman Drive, which brings an additional 41,300 vehicles into the immediate area per day. There are approximately 65,000 individuals within a five-mile radius of this property and 100,000 individuals within a ten-mile radius.

Valdosta is a city in and the county seat of Lowndes County, located on the southern border of Georgia. The city is located along Interstate 75, a major north-south artery, approximately halfway between Atlanta and Tampa. Valdosta is the home of Valdosta State University, a regional university that has a total enrollment that exceeds 11,000 students. The Dedo Maranville Fine Arts gallery is a part of Valdosta State University and exhibits student and national artists. The local public Valdosta High School has the football program with the most wins of any high school in the United States. Additionally, Valdosta is called the Azalea City, as the plant grows in profusion there. The city hosts an annual Azalea Festival in March. Valdosta is the retail center for nine counties in south Georgia and north Florida, with \$1.5 billion in sales in 2003. The surrounding area produces tobacco, naval stores, particularly turpentine, as well as pine lumber, and pulpwood. A main attraction in the area is the Wild Adventures Theme Park, which offers a variety of rollercoasters, several dining options, exotic animals, and much more. The Valdosta mall is an enclosed shopping mall located within the city limits and is comprised of more than 70 stores and restaurants in 560,000 square feet of gross leasable area. The stores that anchor this mall are Belk and JCPenney.







# Property Photo







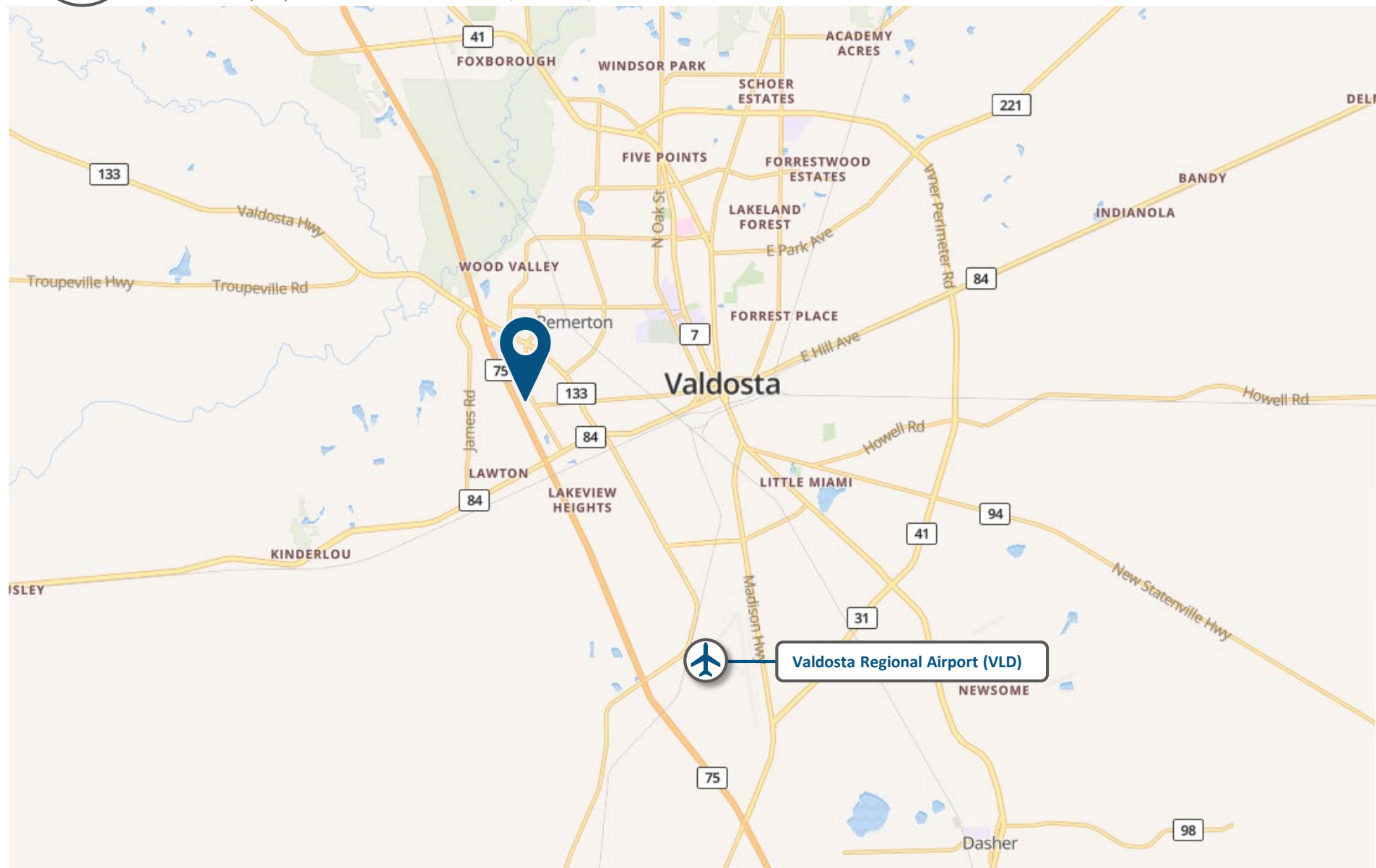
# Surrounding Area Photos





# Local Map

Property Address: 415 Norman Drive, Valdosta, GA 31601

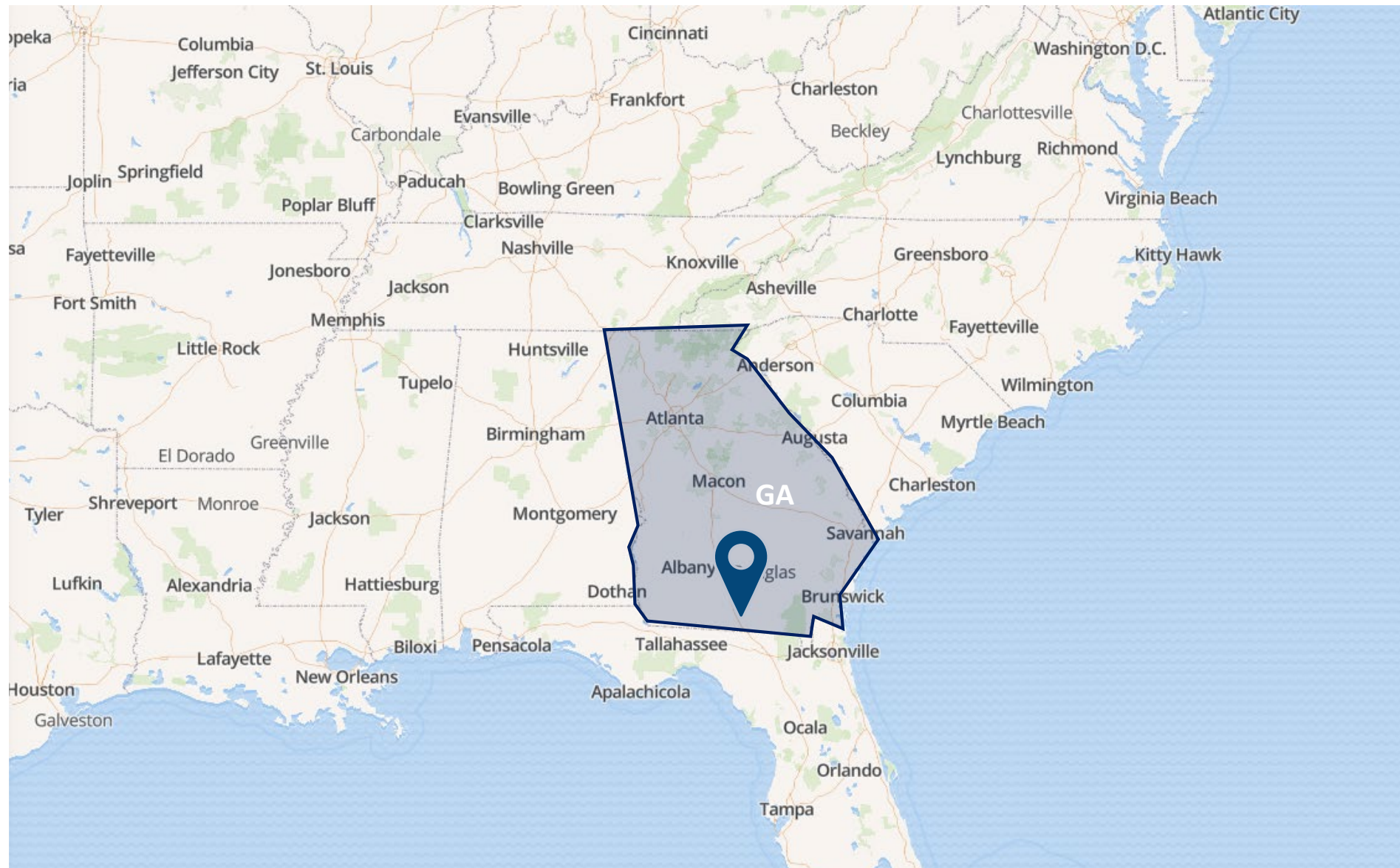






# Regional Map

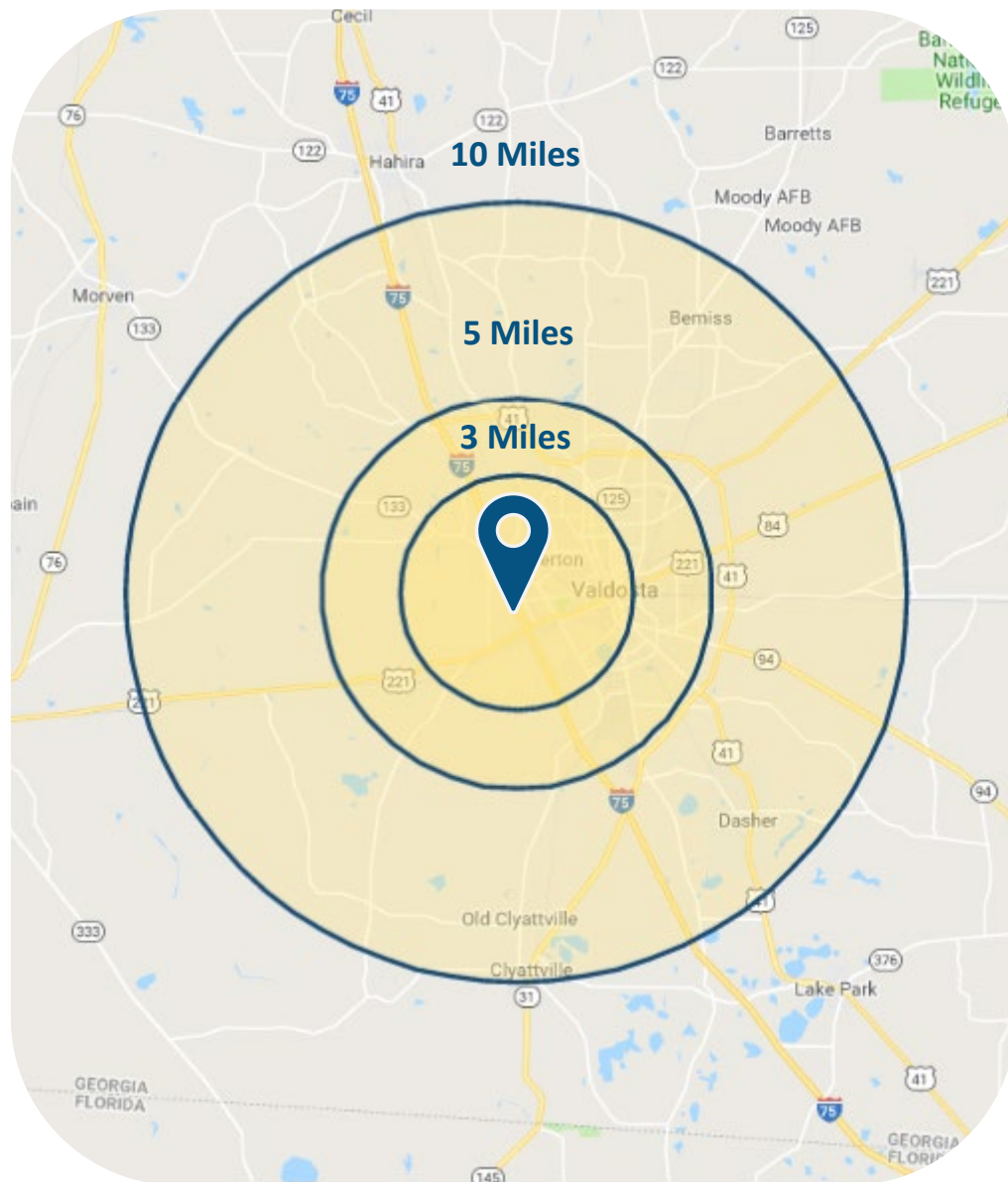
Property Address: 415 Norman Drive, Valdosta, GA 31601





# Demographics

Property Address: 415 Norman Drive, Valdosta, GA 31601



## POPULATION

	3 Miles	5 Miles	10 Miles
2023 Projection	27,214	67,073	105,925
2018 Estimate	26,958	65,019	99,836
2010 Census	25,852	61,713	92,639
2000 Census	23,404	53,172	76,136

## INCOME

	3 Miles	5 Miles	10 Miles
Average	\$49,592	\$51,877	\$57,490
Median	\$29,748	\$34,287	\$41,139
Per Capita	\$19,927	\$19,840	\$21,620

## HOUSEHOLDS

	3 Miles	5 Miles	10 Miles
2023 Projection	10,122	24,856	38,868
2018 Estimate	9,906	23,777	36,225
2010 Census	9,608	22,815	33,979
2000 Census	9,122	19,810	27,777

## HOUSING

	3 Miles	5 Miles	10 Miles
2018	\$136,248	\$128,151	\$137,983

## EMPLOYMENT

	3 Miles	5 Miles	10 Miles
2018 Daytime Population	53,416	96,220	122,087
2018 Unemployment	6.64%	5.44%	4.76%
2018 Median Time Traveled	16 Mins	17 Mins	19 Mins

## RACE & ETHNICITY

	3 Miles	5 Miles	10 Miles
White	49.13%	44.46%	53.08%
Native American	0.07%	0.12%	0.12%
African American	45.12%	49.14%	39.88%
Asian/Pacific Islander	1.44%	1.92%	1.96%





# Market Overview

City: Valdosta | County: Lowndes | State: Georgia

*Valdosta, Georgia*

**Valdosta** is a city in and the county seat of Lowndes County, located on the southern border of Georgia. The city is located along Interstate 75, a major north-south artery, approximately halfway between Atlanta and Tampa. Valdosta is the home of Valdosta State University, a regional university that has a total enrollment that exceeds 11,000 students. The Dedo Maranville Fine Arts gallery is a part of Valdosta State University and exhibits student and national artists. The local public Valdosta High School has the football program with the most wins of any high school in the United States. Additionally, Valdosta is called the Azalea City, as the plant grows in profusion there. The city hosts an annual Azalea Festival in March. Valdosta is the retail center for nine counties in south Georgia and north Florida, with \$1.5 billion in sales in 2003. The city is also a commercial center of South Georgia, with numerous manufacturing plants. The surrounding area produces tobacco, naval stores, particularly turpentine, as well as pine lumber, and pulpwood. The Valdosta mall is an enclosed shopping mall located within the city limits and is comprised of more than 70 stores and restaurants in 560,000 square feet of gross leasable area. The stores that anchor this mall are Belk and JCPenney.

Valdosta was named one of six America's Friendliest City according to USA Today in 2011. Valdosta has many attractions within the immediate area that are sure not to disappoint. A main attraction in the area is the Wild Adventures Theme Park, which offers a variety of rollercoasters, several dining options, exotic animals, and much more. The city is also close to the Banks Lake Wildlife Refuge, which has over 4,000 acres of land. The Valdosta Regional airport is located three miles south of the city's center and offers commercial flights to Atlanta, where one has access to flights all over the globe. Overall, Valdosta is a vibrant and scenic city, where southern charm, meets twenty-first-century innovation.

## Major Employers

Employer	Estimated # of Employees
South Georgia Medical Center	2,533
Georgia Board Of Regents	1,900
Zaxby's	1,189
Lowe's	1,150
Blanton Common LLC	1,017
McDonald's	689
Sage Hospitality Resources LLC	655
Wild Adventures	500
ELEAD1ONE	475
Lowndes Unit of Valdosta State	450
Smith Northview Hospital	435



Marcus & Millichap

**EXCLUSIVE NET LEASE OFFERING**

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