

FOR SALE

**Prime Car Wash + Real Estate & Express
Conversion Opportunity**



5720 SAN FERNANDO RD, GLENDALE, CA 91202

Listed by: Arthur Ambarchyan

Keller Williams Real Estate Services
DRE #01351863



INTRODUCTION

Introducing a prime Glendale car wash investment offering full-service operations, fee-simple land ownership, an operating 80' tunnel, and fully approved 96' express conversion plans. This exceptional opportunity provides a proven business with strong 2023–2025 financial performance and the rare chance to acquire both a fully operational wash and its underlying land along one of Glendale's most established automotive corridors.

EXECUTIVE SUMMARY

01

This offering delivers the ideal combination of stable in-place operations and significant upside, making it suitable for owner-operators, private investors, PE-backed roll-ups, and any operator seeking to expand or modernize their portfolio.

PROPERTY & LOCATION OVERVIEW

02

The improvements and structural plans provide a robust backbone for upgrading equipment and implementing the express concept with minimal entitlement risk.

BUSINESS & OPERATIONS OVERVIEW

03

This is an ideal profile for an express model, where high-volume packages drive predictable, repeatable revenue.

FINANCIAL PERFORMANCE

04

The operation shows consistent year-over-year growth, with 2025 already nearly matching all of 2024's net profit in just 10 months. Current financials demonstrate strong operational stability—a foundational advantage before transitioning into an express model.

EXPRESS CONVERSION OPPORTUNITY

05

The entitlements create a shovel-ready, low-risk path to significantly higher revenue, lower operating costs, and a meaningfully higher exit value.

EXECUTIVE SUMMARY

5720 San Fernando Road presents investors with a rare opportunity to acquire a fully operational full-service car wash, the underlying fee-simple real estate, and approved plans to convert the facility into a modern, high-efficiency express tunnel car wash—located in one of Glendale's most established, high-traffic automotive corridors.

The property consists of a $\pm 5,343$ sq ft building on a $\pm 23,427$ sq ft lot, currently operating a full-service wash complete with an 80-foot wash tunnel, interior/exterior services, detailing, engine cleaning, and accessory retail sales. The business benefits from strong average ticket prices, high annual car counts, and a loyal customer base, with positive year-over-year revenue trends through 2023, 2024, and into 2025.

A major value driver: the property includes fully approved architectural and structural plans for a complete conversion to a 96-foot express tunnel, allowing an investor to implement a higher-throughput, lower-labor, membership-driven express model that materially increases margins and long-term asset value. With entitlements already in place, this is a shovel-ready, low-risk value-add strategy in a supply-constrained market.



This offering delivers the ideal combination of stable in-place operations and significant upside, making it suitable for owner-operators, private investors, PE-backed roll-ups, and any operator seeking to expand or modernize their portfolio.

This opportunity combines:

- Stable, proven operating cash flow
- Land ownership in an infill Glendale location
- A "day one" value-add strategy via express car wash conversion

IDEAL FOR AN EXPERIENCED OWNER-OPERATOR, PRIVATE INVESTOR, FAMILY OFFICE, OR SMALL FUND SEEKING A DURABLE CASH-FLOWING ASSET WITH MEANINGFUL UPSIDE.

PROPERTY & LOCATION OVERVIEW

- **Address:** 5720 San Fernando Rd, Glendale, CA 91202
- **Frontage:** Highly visible exposure along San Fernando Rd
- **Ingress/Egress:** Multiple access points ideal for both full-service and express models
- **Demographics:** Dense surrounding residential neighborhoods + strong daytime population
- **Traffic Drivers:** Proximity to 5 & 134 freeways, commercial hubs, and commuter flow

**THIS CORRIDOR OFFERS CONSISTENT VEHICLE TRAFFIC AND REPEAT CONSUMER DEMAND—
CONDITIONS PROVEN TO SUSTAIN FULL-SERVICE OPERATIONS AND IDEAL FOR AN EXPRESS
CONVERSION.**



PROPERTY & LOCATION OVERVIEW



- Lot Size: ±23,427 sq ft
- Building Size: ±5,343 sq ft
- Current Tunnel Length: 80 feet (operational)
- Approved Express Tunnel Length: 96 feet (entitled & shovel-ready)
- Use: Full-service car wash + detailing + interior cleaning + retail accessory sales

Improvements:

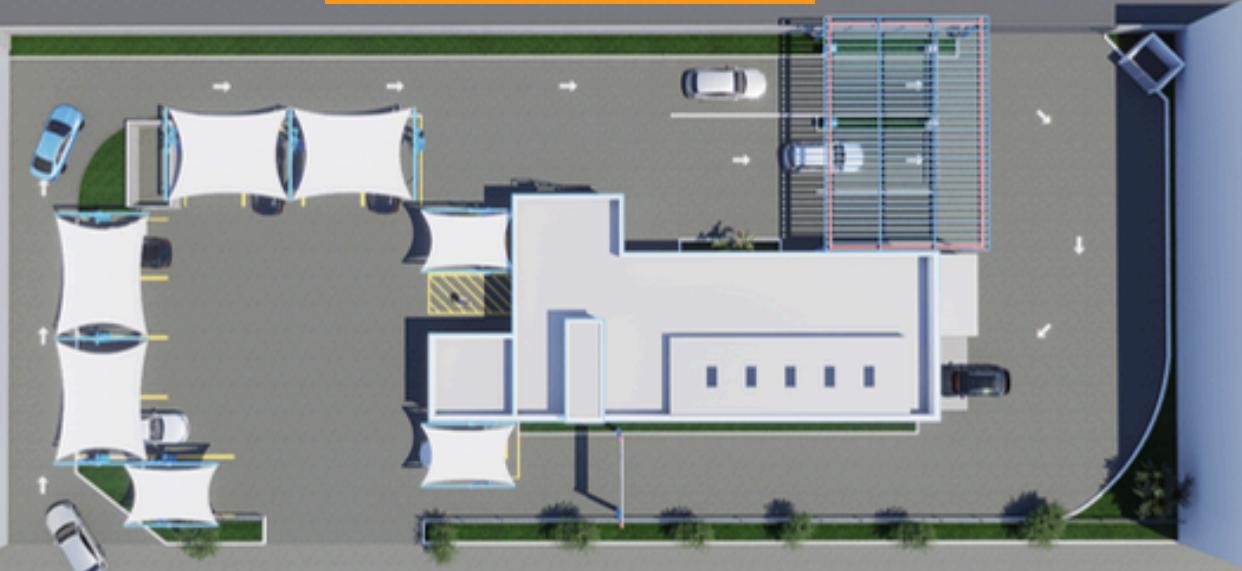
- Tunnel conveyor system
- Multiple vacuum/detailing stations
- On-site parking and circulation designed for high vehicle throughput
- Retail / waiting area with accessory, snacks, and beverage sales
- Existing site and structural design prepared for expansion / express configuration

THE IMPROVEMENTS AND STRUCTURAL PLANS PROVIDE A ROBUST BACKBONE FOR UPGRADING EQUIPMENT AND IMPLEMENTING THE EXPRESS CONCEPT WITH MINIMAL ENTITLEMENT RISK.

EXISTING



PROPOSED







BUSINESS & OPERATIONS OVERVIEW



The existing operation provides a full range of services, including:

- Exterior wash packages – Basic, Side, Silver, Super, and premium Platinum options
- Upgraded packages – VIP and Early Bird specials
- Custom add-ons – Custom detail packages, engine cleaning, accessories, Armor All, and interior add-ons
- Retail sales – Beverages, snacks, and accessory items that complement wash revenue

Across 2023–2025, the core wash packages (Basic, Side, VIP, Platinum, Silver, Early Bird, Super, and Custom Detail) consistently generate about 90–92% of total sales, demonstrating that the site is fundamentally a **high-volume car wash first, with retail as a meaningful but secondary income stream.

BUSINESS & OPERATIONS OVERVIEW

CAR COUNTS

- 2023: ~46,440 cars
- 2024: ~43,166 cars
- 2025 YTD: 40,645 cars (Jan-Oct) →
pacing for 48,000–50,000+ cars

AVERAGE TICKET

- 2023: \$25.91
- 2024: \$26.40
- 2025 YTD: \$26.58

REVENUE MIX (2025 YTD)

- ~61%: Core wash packages (Basic, Side, VIP)
- ~30%: Upsell packages (Silver, Platinum, Early Bird, Super, Custom)
- ~9%: Add-ons + retail



FINANCIAL PERFORMANCE

2023 POS Results

- Gross Sales: \$1,210,562
- Net Sales: \$1,203,482
- Avg Ticket: ≈ \$25.91 /order
- ~127 cars/day on average

2024 POS RESULTS

- Gross Sales: \$1,139,890
- Net Sales: ≈ \$1,139,752
- Avg Ticket: ≈ \$26.40 /order
- ~118 cars/day on average

2025 POS YTD - OCT

- Gross Sales: ≈ \$1,083,153
- Net Sales: ≈ \$1,080,220
- Avg Ticket: ≈ \$26.58 /order
- ~130+ cars/day on average

TREND

- Tickets are creeping upward from roughly \$25.91 → \$26.40 → \$26.58, showing healthy pricing power and mix shift into higher-value packages.
- Volume remains strong, with over 40,000 vehicles already washed through October 2025 and projected full-year 2025 volumes likely exceeding 2024

GROWTH PROFILE

- +14% projected YOY revenue growth over 2024 POS net sales.
- Highest operating year to date, driven by strong volume and healthy ticket pricing.
- Consistent revenue growth across all three years.
- 2025 YTD net income already matches 2024 full-year net income with two months remaining.
- Gross margins remain extremely strong (~96%), reflecting well-managed COGS and operational efficiency.
- Positive net margin expansion from 0.2% → 4.3% → 4.8% YTD.

OPERATIONAL HIGHLIGHTS

- 2025 YTD POS revenue already equals 2024's full-year POS total.
- Average ticket increases every year, indicating strong consumer pricing strength.
- Car counts trending 48,000–50,000+ for 2025, ideal for an express wash platform.
- Daily throughput averages 130+ cars/day.

REVENUE MIX INSIGHT

- Over 90% of all revenue comes from tunnel-based wash packages.
- This revenue structure is ideal for an express conversion, where high-volume, low-friction wash packages drive recurring revenue and operational scalability.

THIS LEVEL OF THROUGHPUT, PRICE STABILITY, AND LOYALTY POSITIONS THE SITE PERFECTLY FOR A HIGH-EFFICIENCY EXPRESS MODEL.

EXPRESS CONVERSION OPPORTUNITY

APPROVED 96' TUNNEL PLANS & UPSIDE

The sale includes approved architectural and structural plans to convert the operation from a traditional full-service model to a modern express car wash, allowing an investor to capitalize on national express-model trends.

KEY ADVANTAGES OF THE EXPRESS MODEL

1. Reduced Labor Intensity - 25–40% reduction in labor costs

- Express operations rely heavily on automated tunnel equipment and limited “after-care” staffing.
- Fewer full-time employees and less manual interior work → lower payroll as a percentage of revenue and reduced management complexity (25–40% savings).

2. Higher Throughput - Increased vehicle throughput to 80–120 CPH

- Current POS data already reflects ~118–130+ cars/day under a hybrid full-service model.
- Express conversion, with proper equipment and stacking, can significantly increase cars per hour (ideal for 200+ cars/day with proper equipment), leveraging the existing traffic and frontage.

CURRENT OPERATING KPIS

Metric	Value	Relevance
Cars Per Day (2025 YTD)	130+	Supports express-level throughput
Cars Per Year (2025 projected)	48,000–50,000+	High volume for membership conversion
Average Ticket (2025 YTD)	\$26.58	Strong pricing power
Payment Mix	~36% cash / 64% card	Diversified revenue capture
Detail & Add-On Penetration	8–9%	Additional margin per vehicle

EXPRESS CONVERSION OPPORTUNITY



3. Predictable, Recurring Revenue - Unlimited membership program potential (750-1,500 members)

- Membership and unlimited-wash plans are standard in express models and are easy to layer onto the existing package structure (Basic/Silver/VIP/Platinum).
- Recurring membership revenue stabilizes cash flow and enhances valuation multiples.

4. Operational Simplicity & Scalability - Higher pricing consistency & faster wash times

- Fewer SKUs to prepare and manage on the labor side (no full interior detail on every car).
- Easier to train staff, manage quality, and potentially operate remotely or as part of a multi-site portfolio.

5. Cap-Rate & Exit Impact - EBITDA margins expanding from ~5-10% (full-service) → 25-40%+ (express)

- Express models with strong memberships and high car counts often command premium valuations (EBITDA margins 25-40%+) relative to traditional full-service sites, particularly when combined with fee-simple land ownership.

**THE HARD WORK AND ENTITLEMENTS ARE ALREADY DONE.
A BUYER CAN EXECUTE IMMEDIATELY.**



PROPOSED



Benefits of 610 Broadway Commercial Condos



- **Hard Asset + Business:** Fee simple ownership of **±23,427 sq ft** of land with an operating **full-service car wash business** in Glendale, CA.
- **Proven Revenue Base:** Multi-year sales in the **~\$1.2-\$1.3M** range with improving margins and upward-trending average ticket.
- **Strong Volume:** Over **46K cars in 2023, ≈43K in 2024**, and **40K+ YTD 2025 through October**—with 2025 pacing ahead of prior years.
- **Entitled Value-Add:** **Approved express conversion plans** allow a buyer to move rapidly into a higher-margin, higher-throughput business model with no entitlement risk.
- **Diversified Revenue Streams:** Core wash packages supported by detail, accessory, and convenience item sales for incremental per-ticket margin.
- **Improving Profitability:** Net income grew from **≈\$3K (2023)** to **≈\$55K (2024)** as operations were tightened, leaving room for additional margin expansion via express conversion and membership programs.
- **Infill Glendale Location:** Established automotive corridor with strong local and commuter demand; long-term real estate value plus potential for future redevelopment (subject to city approvals).





Arthur Ambarchyan

DRE: 01351863

"Arthur not only delivers incredible results in each of his endeavors, but he does so with a level of respect and integrity that is far too rare in the business world today."

Alan Hunter

"Arthur, a special thanks to you and your professionalism for making this deal successful. This is the start of a great relationship. With Superman at my side there is only more success ahead."

Don Hudson



818-434-9911



arthur@natprops.com



www.natprops.com



889 Americana Way, Suite 408, Glendale, CA 91210