

FOR SALE

4620 Post Street, El Dorado Hills, CA

\$8,500,000



OFFERING MEMORANDUM

NEWMARK

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DISCLAIMER

This Memorandum does not constitute a representation that the business or affairs of the Property or Seller since the date of preparation August 15, 2024 of this Memorandum have remained the Analysis and verification of the information contained in this Memorandum are solely the responsibility of the prospective purchaser.

Additional information and an opportunity to inspect the Property will be made available upon written request of interested and qualified prospective purchasers. Seller and Agent each expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers regarding the Property, and/or terminate discussions with any party at any time with or without notice. Seller reserves the right to change the timing and procedures for the Offering process at any time in Seller's sole discretion. Seller shall have no legal commitment or obligations to any party reviewing this Memorandum, or making an offer to purchase the Property, unless and until such offer is approved by Seller, and a written agreement for the purchase of the Property has been fully executed and delivered by Seller and the Purchaser thereunder.

This Memorandum and the contents, except such information which is a matter of public record or is provided in sources available to the public, are of a confidential nature. By accepting this Memorandum, you agree that you will hold and treat it in the strictest confidence, that you will not forward, photocopy or duplicate it, that you will not disclose this Memorandum or any of the contents to any other entity (except to outside advisors retained by you, if necessary, for your determination of whether or not to make a proposal and from whom you have obtained an agreement of confidentiality) without the prior written authorization of Seller or Agent, and that you will not use this Memorandum or any of the contents in any fashion or manner detrimental to the interest of Seller or Agent.

Please contact Kelly Rivett or Tom Conwell with any questions or additional information.

Property tours to be conducted through agent. Please do not disturb the employees. Drive-by tours permitted.

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THE OPPORTUNITY

Newmark, as the Exclusive Advisor, is pleased to present the opportunity to acquire Sud's Car Wash & Detail. Located in the highly desirable community of El Dorado Hills, Ca., this premiere car wash & detail property was constructed in 2005 and resides on a 0.92/acre parcel. Nestled within the El Dorado Town Center, a sprawling $\pm 427,000$ SF lifestyle center emerging as the downtown district of El Dorado Hills and western El Dorado County. This upscale shopping center features some of the best restaurants and eateries El Dorado County has to offer. You'll find local and national retailers, a movie theater, hotel, gourmet market, fitness club, day spa, a public amphitheater, dramatic fountains and waterways, and broad public plazas. Town Center is built like a traditional downtown, with a main street where people gather, work, stroll along broad sidewalks, and enjoy lakeside dining and quality accommodations. The town center is also home to the California Welcome Center.

Suds Car Wash & Detail stands out as the dominant full-service automobile cleaning and detailing facility in the area. With high barriers to entry, Suds enjoys a strategic advantage as the only provider of its kind within El Dorado Hills, with the closet competitors situated ± 10 miles away in Cameron Park and ± 8 miles away in Folsom. This location further benefits from being in the most densely populated region of El Dorado County, with 44,500 residents who, on an average, possess higher educational qualifications and an average household income of \$198,874.

This acquisition allows for the user/investor to purchase a fee simple, turn-key car wash and detail property with income in place. An express model membership was implemented in 2024 and has increased income an additional \$20k/month. Current ownership has also maintained long-term veteran employees who plan on continued employment if one so desires.

Car washes with on-site detail like Suds are highly sought-after investment opportunities, particularly in California's climate, which is conducive to maintaining the ever increasing high-end vehicles on the roads.



OFFERING SUMMARY

Property Name:	Suds Car Wash & Detail
Property Type:	Full Service Auto Wash & Detail
Address:	4620 Post Street, El Dorado Hills, CA.
Offering Price:	\$8,500,000
Yields:	8.7% CAP Rate 11.4% Cash on Cash (Leveraged) 16.8% Total Return
Building SF:	±6,640 SF
Parcel Size:	0.92 Acre (40,075 SF)
APN:	121-300-018
Zoning:	CG (Commercial General)
Year Built:	2005

PROPERTY HIGHLIGHTS



Investor/Owner-User Opportunity



High barrier to entry



110 foot conveyor tunnel



Full serviced & express vacuums added in 2022



2022 equipment upgrades



No immediate competition - Closest Competitors are 8-10 miles away



Income upside through marketing and express model memberships



High profile location and centrally located in the El Dorado Hills Town Center



Well maintained property



Loyal customer base



Belanger car wash equipment



Long term employees

FINANCIAL SUMMARY

INVESTMENT OVERVIEW:

Price:	\$8,500,000
CAP Rate:	8.7%
GRM:	4.4%
Cash on Cash Return (1-Year):	11.4%
Total Return:	16.8%
Debt Coverage Ratio:	1.53%

OPERATING DATA:

Gross Income:	\$2,160,427
Less Cost of Goods Sold:	\$ 220,624
Gross Operating Income:	\$1,939,803
Less Operating Expenses:	<u>\$1,204,276</u>
Net Operating Income:	\$ 735,527

FINANCING DATA:

Proposed Down Payment:	\$2,125,000
Estimated Loan Amount (6% - 7-Year Loan, Amortized over 25 Years)	\$6,375,000



INCOME & EXPENSE

2024 ANNUALIZED INCOME:

INCOME:

Gross Income:	\$2,160,427
Cost of Goods Sold:	<u>(\$ 220,624)</u>
Effective Gross Income:	\$1,939,803

ESTIMATED OPERATING EXPENSES:

Property Tax (New):	\$ 95,000
Insurance:	\$ 51,000
Utilities:	\$ 97,000
Admin, Permits, HOA, etc.	\$ 147,276
Management (Payable Benefits)	\$ 788,000
Maintenance/Repairs:	<u>\$ 26,000</u>
TOTAL EXPENSES:	\$1,204,276

Net Operating Income:	\$ 735,527
Proposed Debt Service:	<u>\$ 492,890</u>
Net Cash Flow:	\$ 242,637
Cash on Cash Return:	11.4%
Principal Reduction	\$ 113,477

Total Return	\$ 356,114
Total Return on Equity:	16.8%

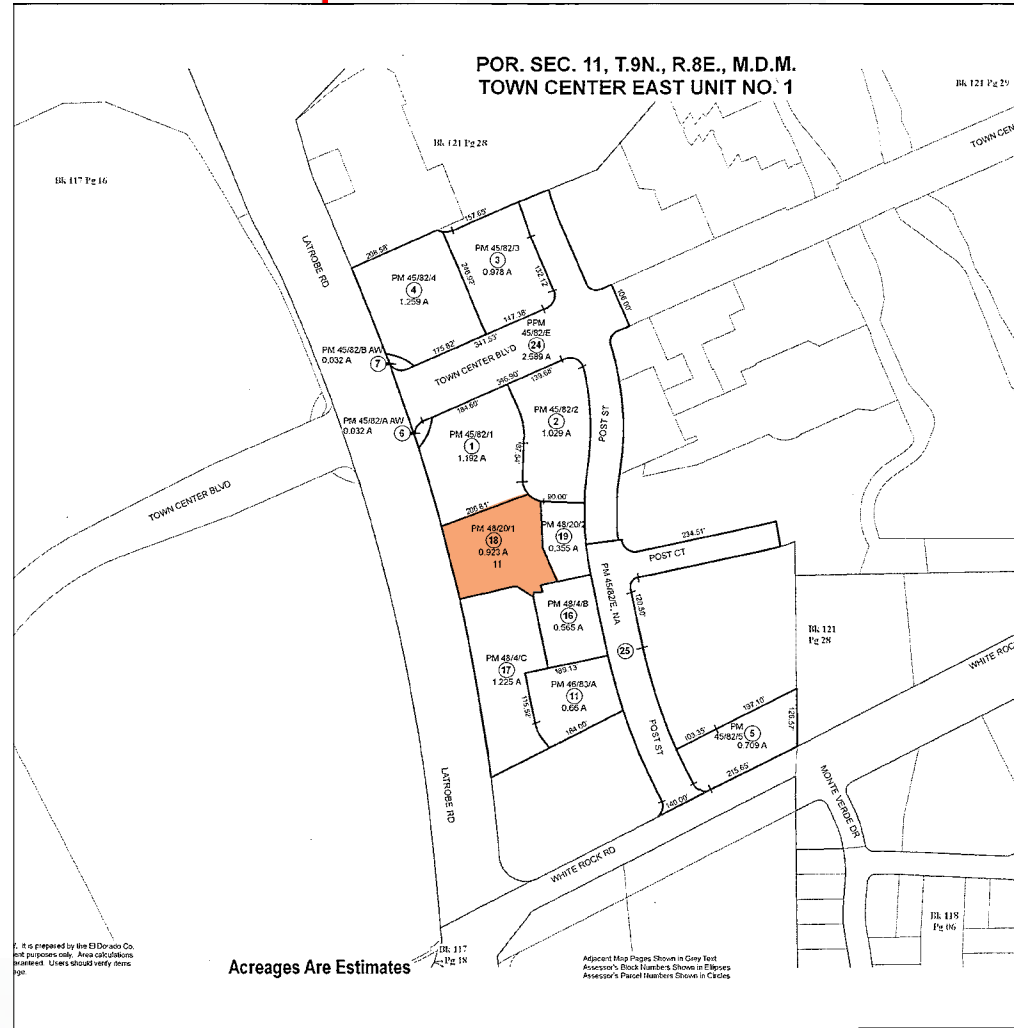
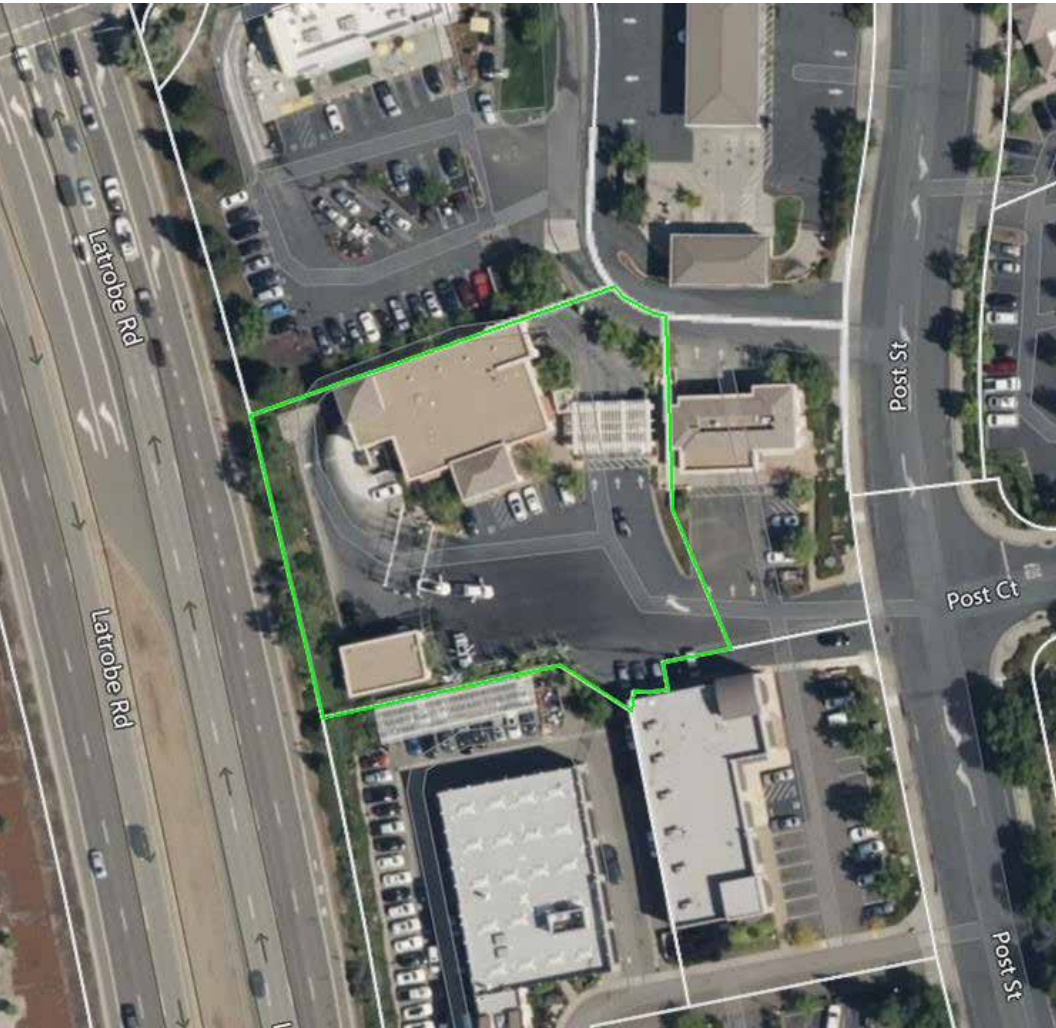


PICTURE GALLERY



4620 POST STREET, EL DORADO HILLS, CA

OFFERING MEMORANDUM



DEMOGRAPHICS



LOCATION:

4620 Post Street, an arterial street within the El Dorado Hills Town Center



SEASONALITY:

El Dorado Hills has an average of 270 sunny days annually



DEMOGRAPHICS (2022):

Average Household Income

1-Mile	\$198,874
3-Mile	\$238,347

of Households

1-Mile	2,624
3-Mile	18,267



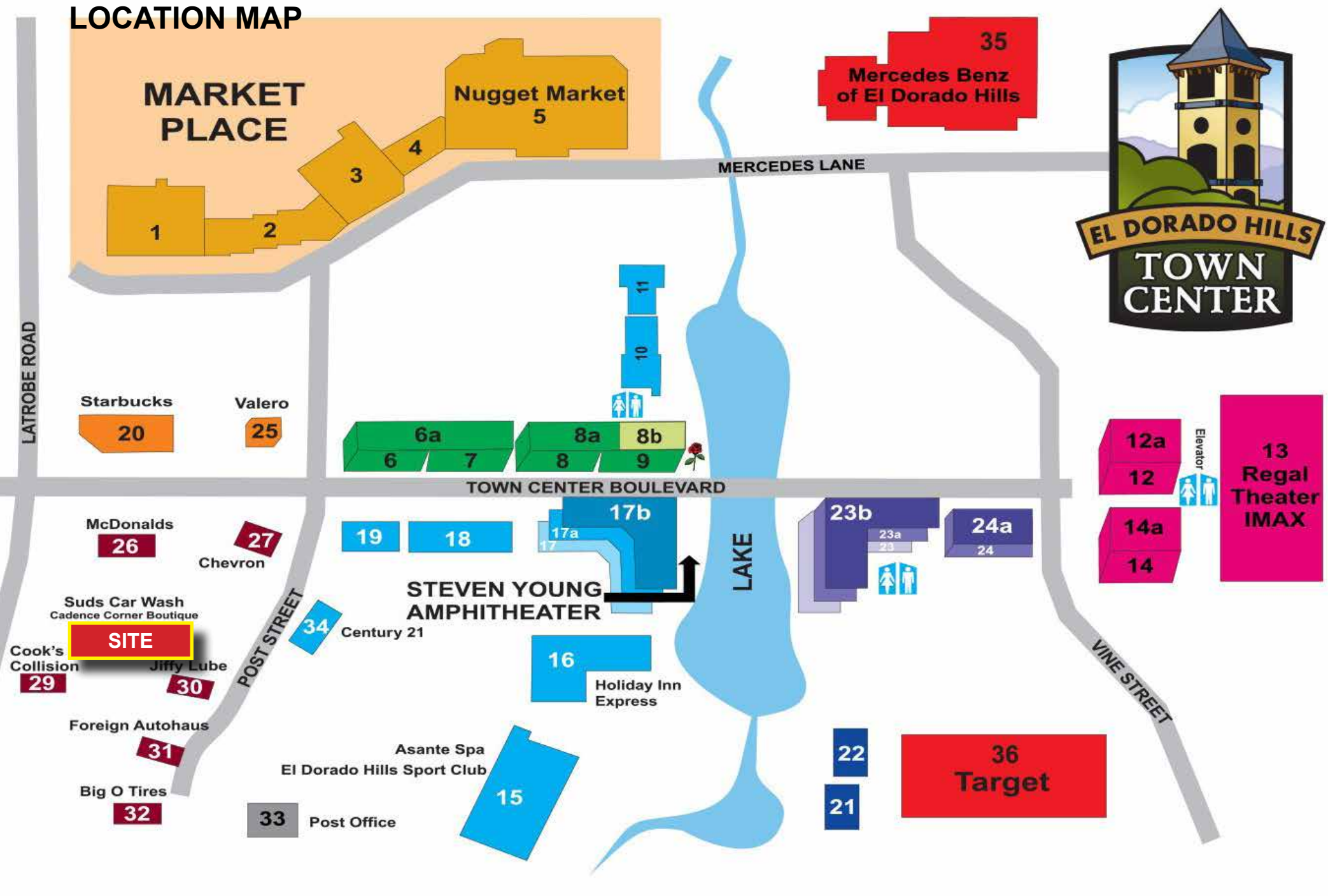
TRAFFIC COUNTS (2022):

Latrobe Road @ White Rock Road - 29,446
Highway 50 @ Latrobe Road - 76,966

EL DORADO HILLS TOWN CENTER



LOCATION MAP



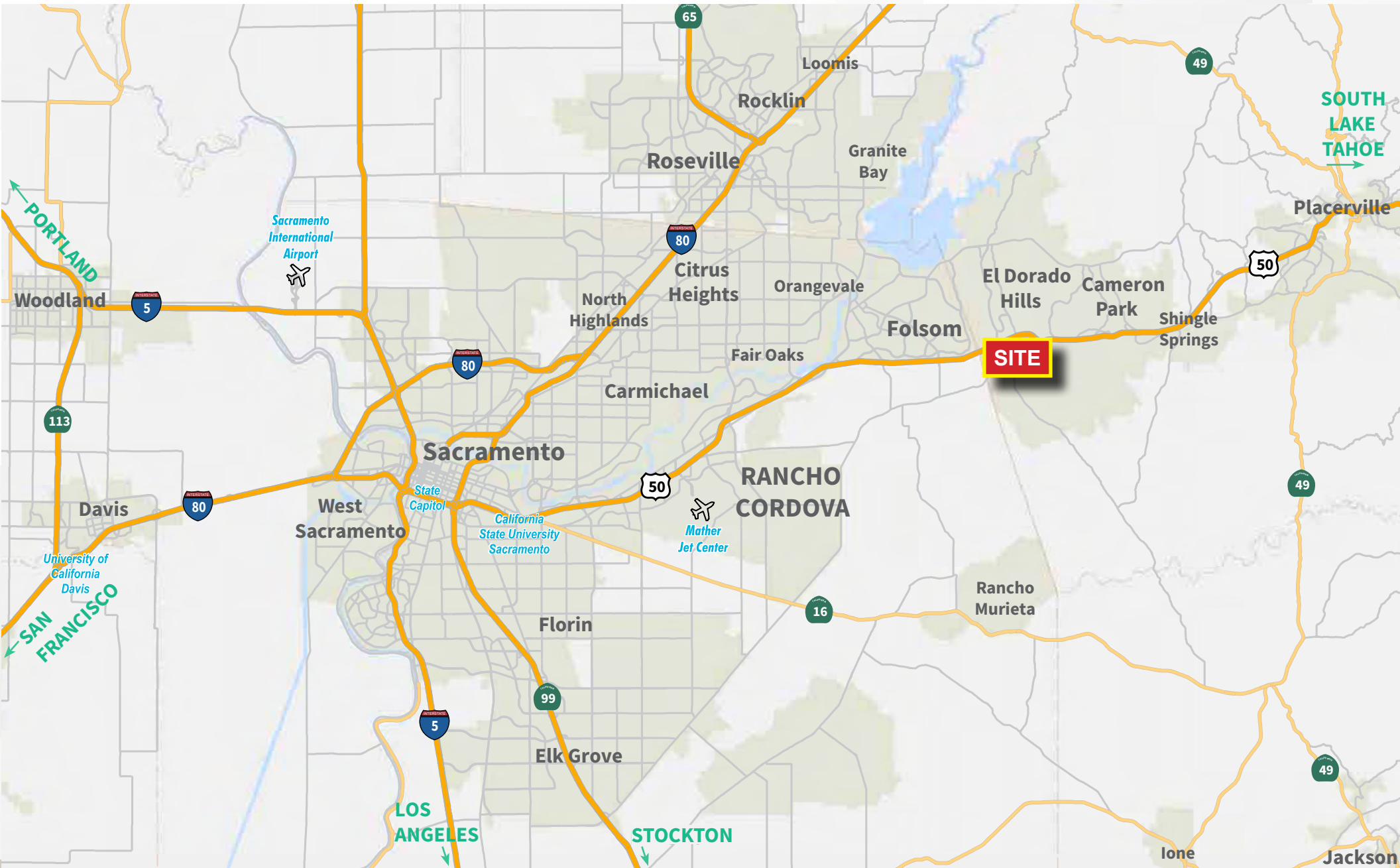
CLOSE UP AERIAL



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LOCATION MAP





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El Dorado Hills, CA



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