OFFERING MEMORANDUM

E 18th Street

CAR WASH

Antioch, California

Fee-Simple Car Wash · Real Estate + Business

300 E 18th Street · Owned land & building included in the price

PRICE REDUCED ~~$2,500,000~~ **$1,800,000** 9.5% Cap · Real Estate Included

LEE & ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES

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Lee & Associates — Walnut Creek, California

Contents

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COMMERCIAL REAL ESTATE SERVICES

Executive Summary

~~$2,500,000~~ $1,800,000	$171,230	9.5%	$526,826
OFFERING PRICE	ADJUSTED NOI (2025)	CAP RATE	2025 REVENUE

The Opportunity

Lee & Associates, as exclusive advisor, is pleased to present the E 18th Street car wash in Antioch — offered fee simple at $1,800,000. Unlike a leasehold deal, the price includes the land and building, so the buyer owns the dirt.

The going-in cap is 9.5% on $171,230 of 2025 adjusted NOI, but that headline understates the asset: roughly $1,400,000–$1,500,000 of the price is real estate at a conservative ~5% cap, and the business is priced at only ~$300,000 — a ~32% cap on its own cash flow.

2025 was also depressed by a non-recurring equipment event: $231,154 of one-time equipment work sits in the year. Normalized, the site carries clear value-add, and 2025 revenue still grew 30.7%.

The ~$1.4M–$1.5M real estate value is a hard-asset floor beneath the investment. The seller has reduced pricing from $2,500,000 and is focused on a serious cash buyer.

Offering at a Glance	
Offering Price (RE + Business)	$1,800,000
Cap Rate (2025)	9.5%
Adjusted NOI (2025)	$171,230
Real Estate Allocation	$1,500,000
Business Allocation	$300,000
2025 Revenue	$526,826
2025 Revenue Growth	+30.7%
Financing	SBA 504/7(a) eligible

Figures are 2025 owner-provided actuals; adjusted NOI reflects add-backs.

Also available. The Delta Fair Blvd car wash and the Galt / Triple Crown express tunnel are offered under separate cover. Motivated seller seeking a serious cash buyer able to close quickly.

WHY E 18TH STREET

Investment Highlights

01 Fee Simple — You Own the Dirt

The price includes the real estate and the business. Roughly $1.4M–$1.5M of value is owned land and building — a hard-asset floor beneath the investment.

02 Real Estate Floor + Business Upside

The 9.5% going-in cap decomposes into real estate at a conservative ~5% cap plus a business priced at only ~$300,000 — a ~32% cap on its own cash flow.

03 Non-Recurring Drag in 2025

2025 adjusted NOI absorbed $231,154 of one-time equipment work. Normalized for that event, in-place cash flow steps up meaningfully.

04 Revenue Still Grew 30.7%

Even through the equipment year, 2025 revenue rose 30.7% to $526,826 — momentum a new operator inherits.

05 SBA 504/7(a) Eligible

The fee-simple parcel anchors an SBA 504; a blended 504/7(a) reaches roughly 16% cash-on-cash at 15% down on 2025 actuals.

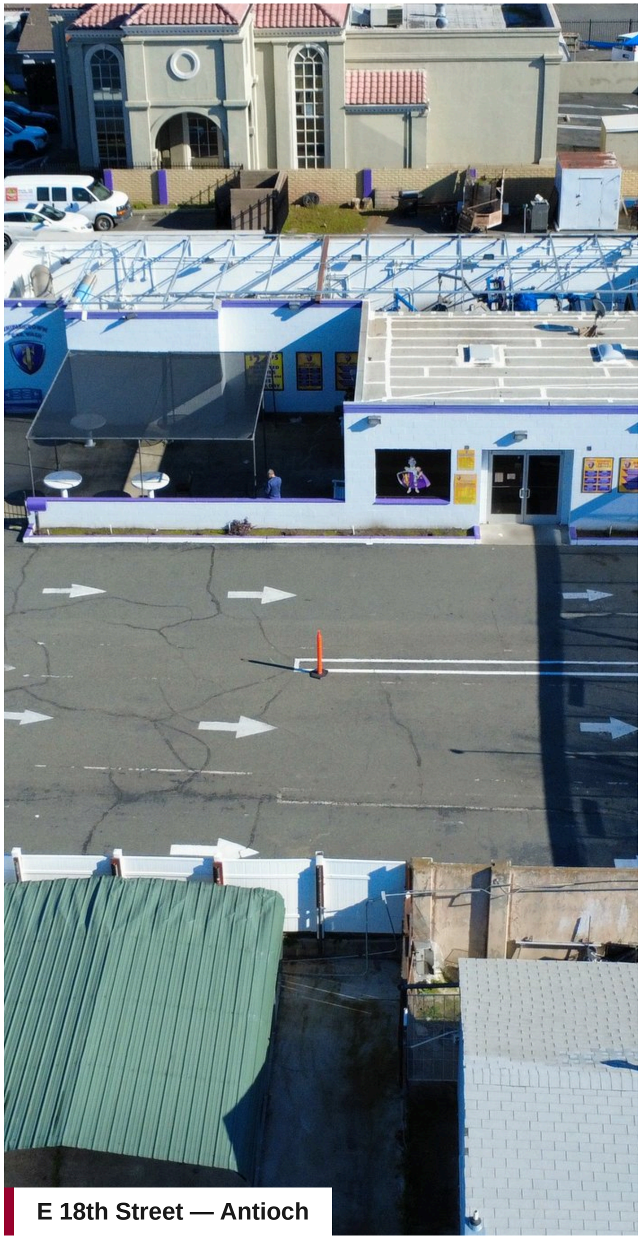
06 Motivated Seller

The seller has reduced pricing from $2,500,000 and is focused on a serious cash buyer able to close quickly.

Property & Ownership

Property & Financials · E 18th St	
Address	300 E 18th Street, Antioch, CA
Ownership	Fee Simple (real estate + business)
Building Size	3,310 SF
Land Size	0.85 Acres
Acquired	January 2020 · $2,000,000
2025 Gross Revenue	$526,826
Operating Expenses	$706,415
Adjusted NOI (2025)	$171,230
2025 Revenue Growth	+30.7%

Value-add on owned real estate. 2025 reported NOI was depressed by roughly $231K of one-time equipment work. Normalized, the site carries upside — and the buyer owns the dirt.



E 18th Street — Antioch

Value Allocation

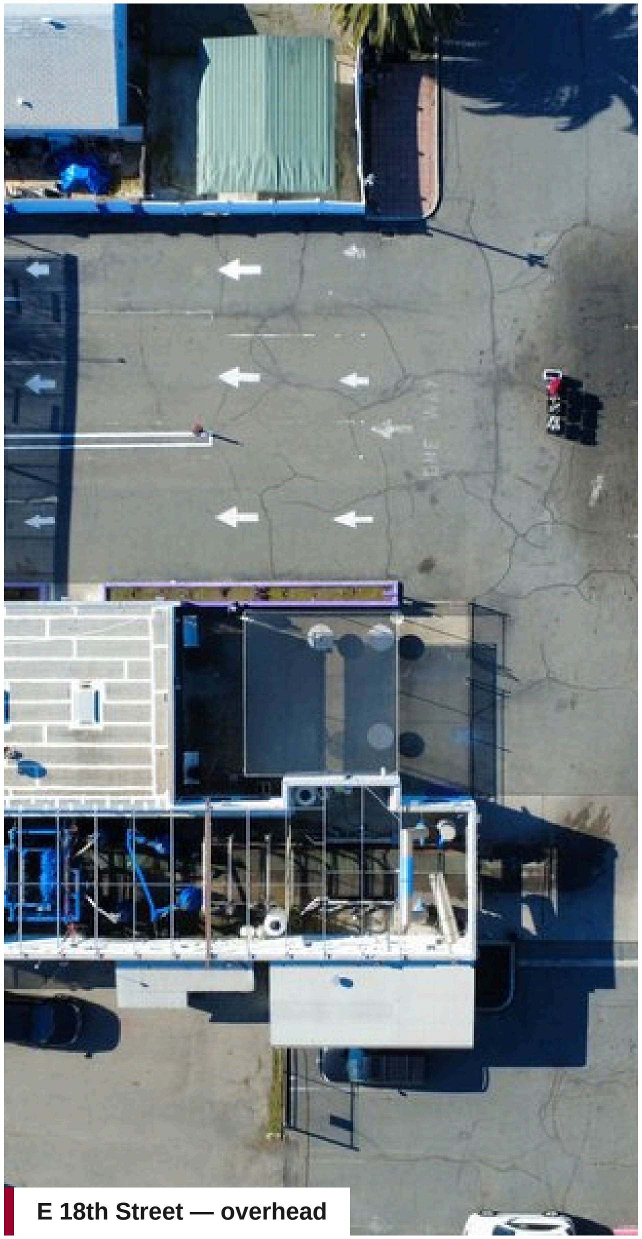
Component	Allocated Value	2025 NOI	Cap Rate
E 18th St — Real Estate	$1,500,000	$75,000	5.0%
E 18th St — Business	$300,000	$96,230	32.1%
Total Offering	**$1,800,000**	**$171,230**	**9.5%**

Real estate floor. Real estate value is anchored by the 2020 purchase ($2,000,000) and an imputed market rent of $75,000 at a ~5% cap. The business is priced at only ~$300,000 — a ~32% cap on its share of NOI. Allocation is illustrative; buyers should confirm with their advisors.

Location & Demographics

Trade Area	
Population — 2/5/10 mi	52,671 / 201,774 / 338,186
Households — 2/5/10 mi	15,669 / 65,285 / 109,509
Avg. HH Income — 2/5/10 mi	$133,880 / $123,374 / $122,900
Market	Antioch · East Bay
Access	Central Antioch · strong drive-by traffic
Membership	$24.95 / mo unlimited

Established East Bay trade area. E 18th Street serves dense central-Antioch neighborhoods with strong drive-by traffic in a market of roughly 202,000 residents within five miles.



E 18th Street — overhead

2025 FULL-YEAR ACTUALS · OWNER-PROVIDED

Financial Summary

2025 Operating Summary	Amount
Gross Revenue	$526,826
Total Operating Expenses	$706,415
Net Income (before add-backs)	**($179,590)**
ADD-BACKS (OWNER-DISCRETIONARY / NON-RECURRING)	
Equipment — One-Time (Non-Recurring)	$231,154
Interest Expense (Seller Debt)	$54,772
Equipment Lease Payments	$35,009
Auto / Gas Expense	$17,397
Outside Services	$6,213
Meals & Entertainment	$3,226
Travel / Parking	$3,049
Total Add-Backs	**$350,820**
Adjusted NOI (2025)	**$171,230**

The largest add-back is a non-recurring 2025 equipment purchase/repair of $231,154 — a one-time event a new owner will not carry. The balance is seller acquisition-debt interest (retired at closing), financed equipment leases, and owner-discretionary items.

Rounded to the nearest dollar; totals may vary by ±$1. Supporting P&Ls, tax returns, and invoices available in due diligence.

Valuation & Buyer Returns

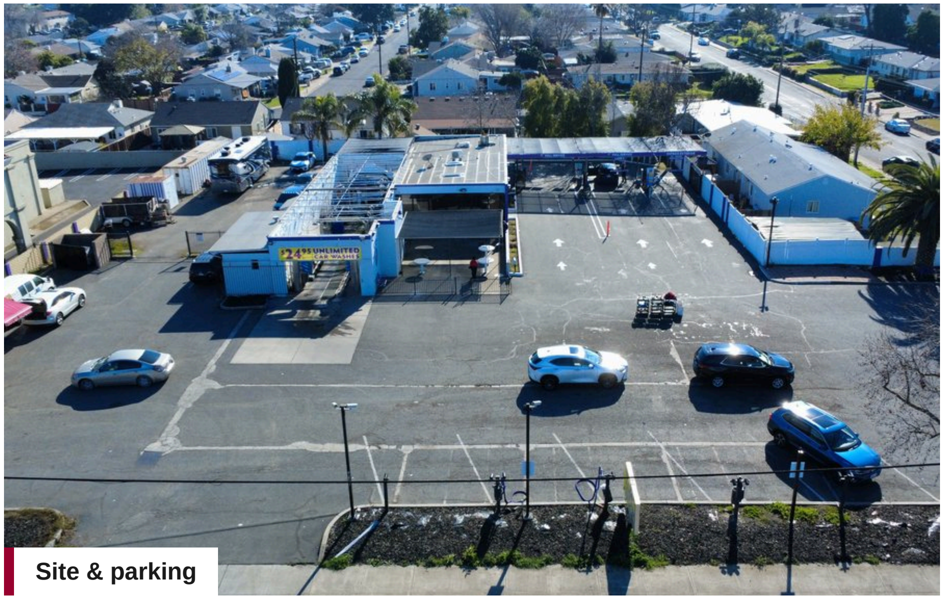
Offering Metrics	
Offering Price (RE + Business)	$1,800,000
Adjusted NOI (2025)	$171,230
Cap Rate (2025)	9.5%
Price per SF (3,310 SF)	$544
Real Estate / Business	$1.5M / $0.3M
Ownership	Fee Simple

Buyer Financing Scenarios (25-yr amort · illustrative)

	Conventional (30%)	SBA 7(a) (15%)	Blended 504/7(a) (15%)
Down Payment	$540,000	$270,000	$270,000
Loan Amount	$1,260,000	$1,530,000	$1,530,000
Interest Rate	6.00%	9.75%	6.0% / 9.75%
Annual Debt Service	$97,412	$163,611	$128,062
Cash Flow After Debt	$73,818	$7,619	$43,168
Debt Service Coverage	1.76x	1.05x	1.34x
Cash-on-Cash Return	**13.7%**	**2.8%**	**16.0%**

Blended SBA 504/7(a). $1,200,000 504 at 6.0% (fee-simple RE collateral) + $330,000 7(a) at 9.75%. Returns shown on 2025 actual NOI, before normalizing the one-time equipment add-back. 25-yr amortization illustrative; verify terms with your lender.

Photo Gallery



Site & parking

Overhead site view

Aerial — surrounding retail

Building & lot

E 18th Street

CAR WASH

Antioch, California

Confidentiality & Disclaimer

Lee & Associates, as exclusive advisor, has prepared this memorandum from information furnished by the owner and sources deemed reliable. It has not been independently verified and is not a guarantee of future performance or an appraisal. All figures are 2025 owner-provided actuals unless noted; adjusted NOI reflects add-backs for one-time and owner-discretionary items. Buyers should conduct their own due diligence. Offered subject to a confidentiality agreement, prior sale, or change in price without notice.

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