

# EXPRESS WASH

3510 W Cactus Rd | Phoenix, AZ 85029

Owner User Opportunity  
Offering Memorandum



**MATTHEWS**™

**EXCLUSIVELY LISTED BY**  
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# PROPERTY OVERVIEW

**Express Wash**

3510 W Cactus Rd, Phoenix, AZ 85029

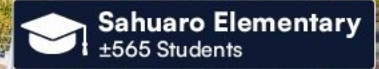


# INVESTMENT HIGHLIGHTS

## Property Highlights

- **Turnkey Owner/User Opportunity | Significantly Below Replacement Cost** - Opportunity to acquire both the real estate and operating equipment at \$699,000, well below today's replacement cost, creating immediate built-in equity and a compelling entry point for operators and investors.
- **Modern 2021 Construction** - Built in 2021, the property features a 110-foot express tunnel and 18 vacuum stations, allowing for strong volume capacity, operational efficiency, and scalability for membership-based programs.
- **Built-In Additional Revenue Stream** - The on-site OutFront digital billboard lease runs through 2034, providing stable supplemental income. Current base rent is \$7,200 annually, with potential upside to 25% of Annual Net Revenue (if exceeding \$7,200) — generating approximately \$10,000 in 2025.
- **Prime Hard-Corner Location with Exceptional Visibility** - Strategically located at the highly trafficked intersection of 35th Avenue & Cactus Road, benefiting from  $\pm 59,935$  vehicles per day, delivering constant daily exposure and strong traffic counts.
- **Densely Populated Trade Area** - Surrounded by a strong residential population of  $\pm 161,276$  residents within 3 miles and  $\pm 423,000$  residents within 5 miles, supporting consistent wash demand and long-term revenue stability.





**Subject Property**

**N 35th Ave ± 25,900 VPD**



**On-Site OutFront Digital Billboard**  
Lease runs through 2034 | Base Rent of \$7,200 annually



**W Cactus Rd ± 34,035 VPD**

**3510 W Cactus Rd**  
Phoenix, AZ 85029

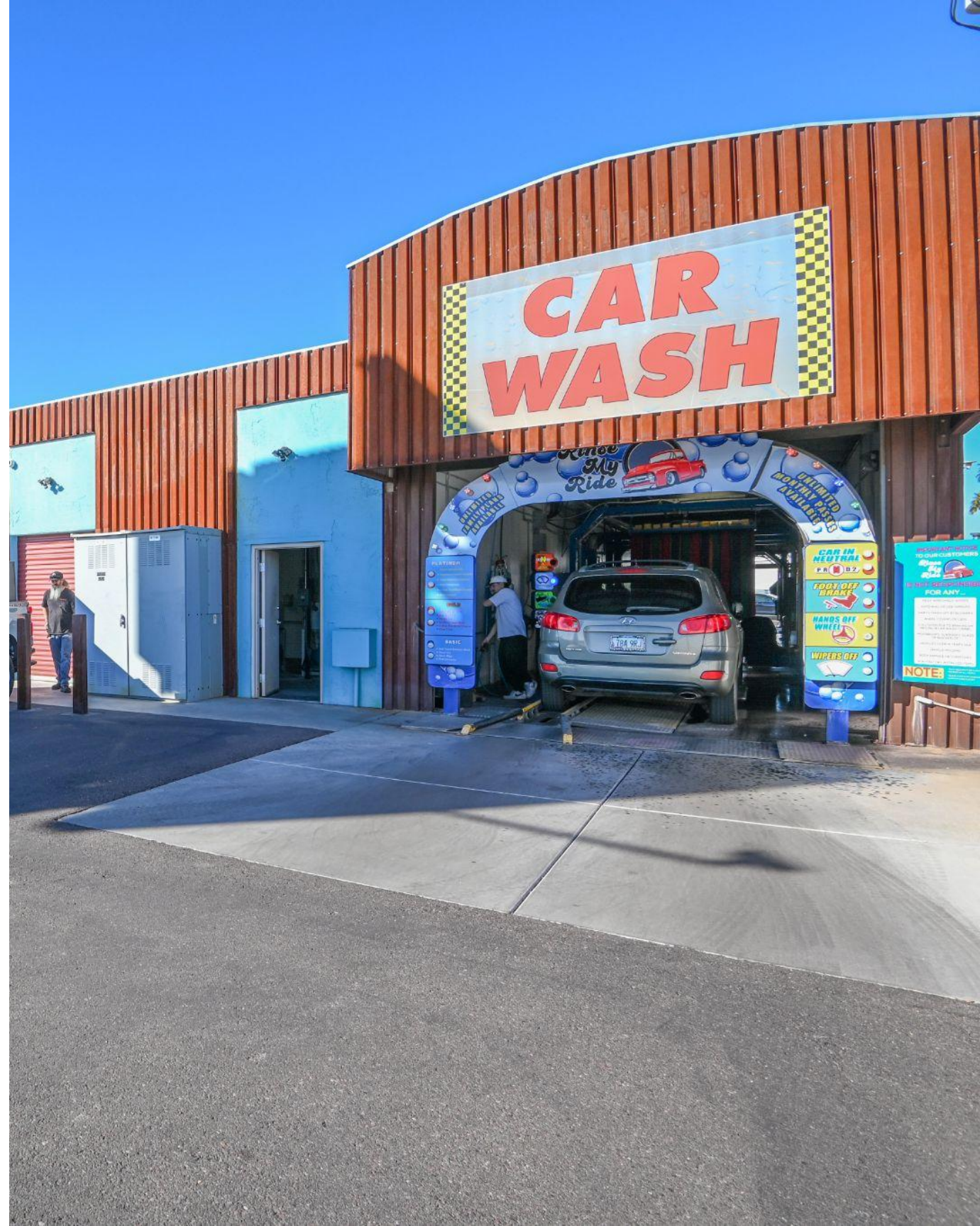
**±3,330 SF**  
GLA

**2021**  
Year Built

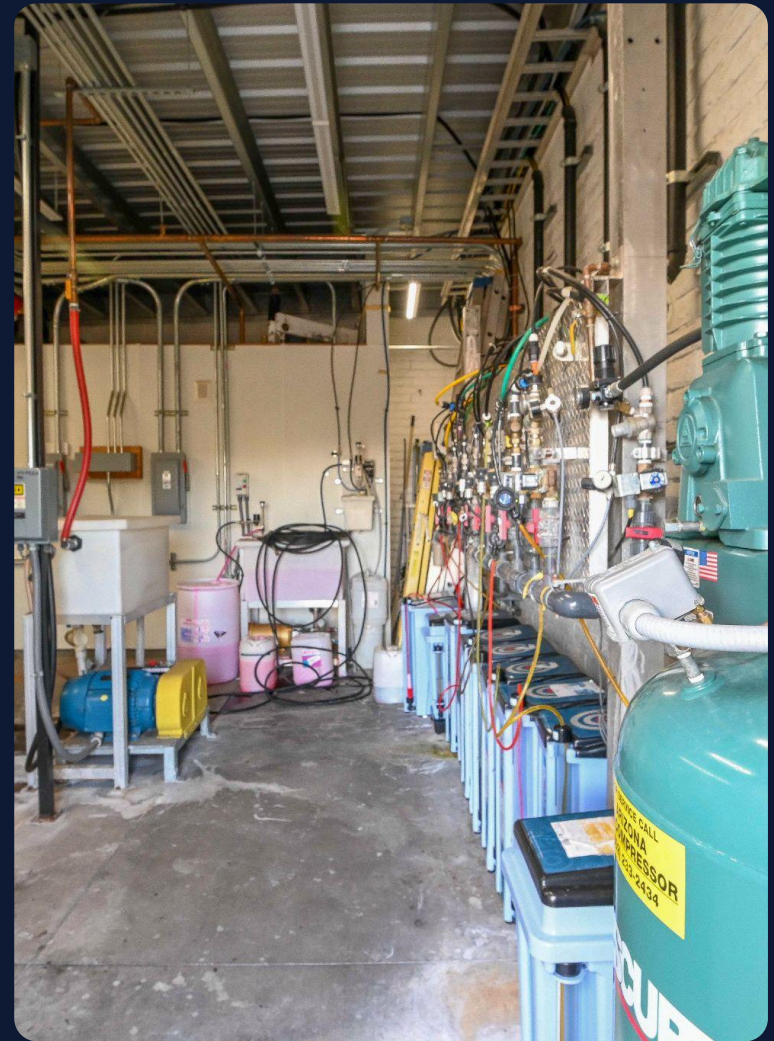
**±59,935**  
Vehicles Per Day (Intersection)

**±0.73 AC**  
Lot Size

**\$209.90**  
Price Per SF



# PROPERTY PHOTOS



# FINANCIAL OVERVIEW

Express Wash

3510 W Cactus Rd, Phoenix, AZ 85029



# FINANCIAL SUMMARY

**\$699,000**

List Price

**±3,330 SF**

GLA

**\$209.90**

Price Per SF

**±0.73 AC**

Lot Size

## Property Overview

Gross Leasable Area	±3,330 SF
Lot Size	±0.73 AC
Year Built	2021
Car Wash Type	Express
Features	±110 Foot Tunnel
POS	2 Sonny's Pay Stations

## Outfront Billboard Lease

Years	Monthly Rent	Annual Rent
1/1/2025 - 12/31/2034	\$600.00	\$7,200.00

Lease calls for the greater of \$7,200 /yr or 25% of Net Revenue. In 2025, the total income was ±\$10,000.



# MARKET OVERVIEW

**Express Wash**

3510 W Cactus Rd, Phoenix, AZ 85029



# PHOENIX, AZ

## Market Demographics



**545,460**  
Total Population

**\$86,562**  
Median HH Income

**184,141**  
# of Households

**57.1 %**  
Homeownership Rate

**824,800**  
Employed Population

**31.9 %**  
% Bachelor's Degree

**34.8**  
Median Age

**\$381,900**  
Median Property Value

### Local Market Overview

Phoenix serves as Arizona's capital and the economic and administrative center of the state, characterized by its expansive geographic footprint and continued urban development. The city plays a critical role in regional logistics and commerce, bolstered by proximity to Interstate 10, Interstate 17, and Sky Harbor International Airport—one of the busiest airports in the country by passenger volume. Its transportation infrastructure supports both freight and commuter connectivity throughout the Southwest.

Phoenix is home to multiple Fortune 500 companies and a diverse mix of industries including healthcare, financial services, technology, manufacturing, and government. Institutions such as Arizona State University and the Mayo Clinic contribute to education and biomedical research, while downtown redevelopment has introduced new commercial space, sports venues, hospitality assets, and multifamily housing. The area also supports a strong tourism sector, driven by outdoor recreation, professional sports, and a year-round events calendar. Continued investment in light rail expansion and infrastructure modernization reflect the city's long-term growth strategy.

Population	1-Mile	3-Mile	5-Mile
Current Year Estimate	21,483	161,276	423,000
Households	1-Mile	3-Mile	5-Mile
Current Year Estimate	7,881	60,489	163,712
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$93,259	\$94,780	\$98,868

# PHOENIX, ARIZONA MSA

The Phoenix-Mesa-Scottsdale MSA is one of the fastest-growing metropolitan areas in the United States, with a current population exceeding 5.1 million and strong annual in-migration driving robust demand across all major property sectors. The region's diversified economy, pro-business climate, and consistent job and income growth continue to make it a premier destination for real estate investment.

**5.19M**

Total Phoenix MSA  
Population

**1.7%**

Annual Population Growth  
(2020-2025)

**\$398B**

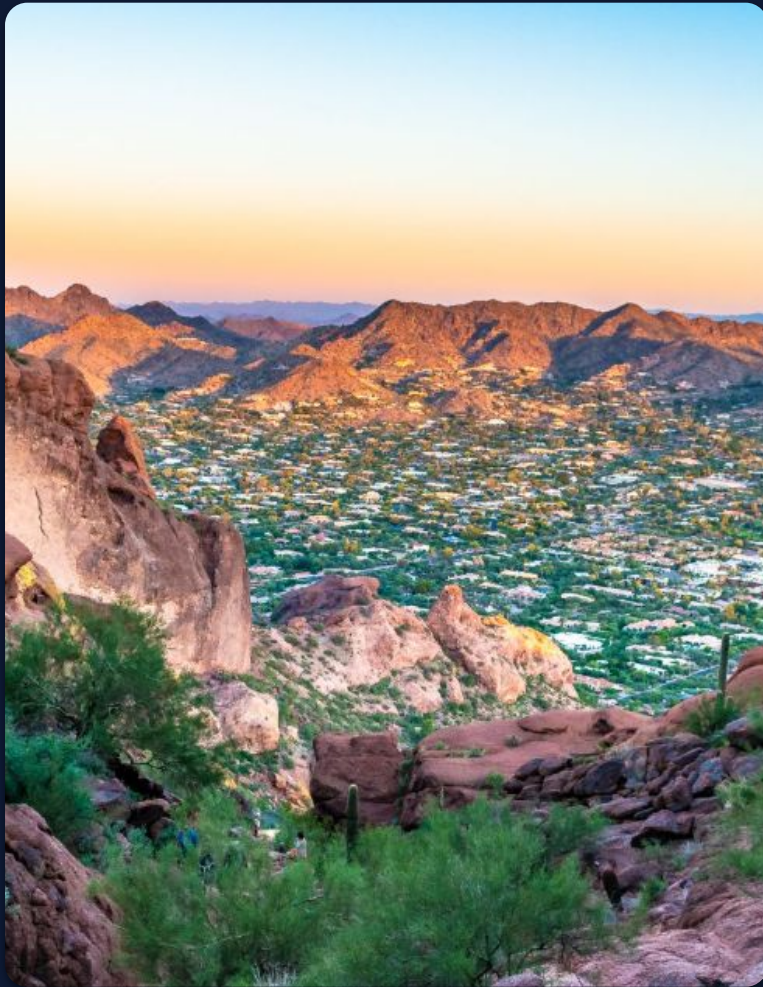
Gross Domestic Product  
(GDP) in 2023

**1.6%**

Annual Employment Growth  
(2023-2024)



# PHOENIX - THE SOUTHWEST'S DESTINATION FOR DYNAMIC GROWTH



## Phoenix MSA Accolades & Rankings

#10

Largest MSA in the U.S.  
- U.S. Census Bureau

#14

Highest GDP (\$398B)  
Among U.S. Metros  
- BEA

#4

Best Performing Cities in  
the U.S.  
- Milken Institute (2022)

#1

Largest MSA in the state  
of Arizona  
- U.S. Census Bureau

#1

Top Growth Metro In  
U.S. 2020-2020

#4

Largest population  
growth in the U.S.  
- AZ Big Media

#3

Best U.S. Metro for  
Manufacturing  
- Niche

#7

Best startup cities in  
America  
- AZ Big Media

Phoenix has consistently ranked as one of the top locations in the United States, offering a dynamic mix of economic opportunities, cultural richness, and lifestyle benefits that appeal to both individuals and businesses. The city's thriving job market—anchored by major employers in technology, healthcare, education, and manufacturing—continues to draw a highly skilled workforce and supports ongoing population growth.

*Here's what makes Phoenix stand out as a premier destination:*

Rapid Economic Growth | Lifestyle Affordability | Booming Population and Energy | Connectivity and Infrastructure Environmental Innovation | Support for Entrepreneurs | Education Excellence | Outdoor Adventure and Recreation Resilient Housing and Business Markets

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This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **3510 W Cactus Rd, Phoenix, AZ, 85029** ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™. has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

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Owner and Matthews™. expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™. or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

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