



# RAPID EXPRESS D/B/A CLUB CAR WASH | 20-YEAR NNN SALE LEASEBACK | QUALIFIES FOR 100% BONUS DEPRECIATION

21315 TX-130 PFLUGERVILLE, TX



Representative Photo

**CBRE**

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# INTRODUCTION

CBRE is pleased to present the exclusive listing for the Rapid Express Car Wash located at 21315 TX-130 in Pflugerville, TX. The site consists of 4,600 total square feet of building space and sits on 1.28 acres of land. The site will be subject to a 20 year sale-leaseback with Rapid Express Car Wash. Starting in year one, the base rent shall be \$343,402. The lease will call for 1.50% annual rental escalations during the base term and throughout the (4) five-year renewal option periods (40 year total term).

The subject property is extremely well located due to it’s highway visibility, rapid market growth, and strong demographics. Positioned directly on TX-130, a major tollway that carries heavy commuter and regional traffic, the site captures both daily local drivers and through-traffic heading into the Austin metro. Pflugerville itself is one of the fastest-growing suburbs of Austin, fueled by new residential developments, industrial expansion, and rising household incomes—all of which translate into more vehicles and higher demand for recurring car care. The area’s family-oriented demographics, with multiple cars per household, align perfectly with membership-based wash models.

## INVESTMENT SUMMARY

PROPERTY ADDRESS:	21315 TX-130, Pflugerville, TX 78660
PRICE:	\$5,723,370
ANNUAL RENT:	\$343,402
CAP RATE:	6.00%
TENANT:	Rapid Express Car Wash
GUARANTOR:	Rapid Express Car Wash, LLC
RENTAL INCREASES:	1.5% annually, through options
INITIAL LEASE TERM:	20 Years
REMAINING LEASE TERM:	20 years from close of escrow
RENT COMMENCEMENT:	At close of escrow
OPTIONS:	(4) 5-Year options
LANDLORD OBLIGATIONS:	None - Absolute NNN
BUILDING SIZE:	4,600± SF
LAND SIZE:	1.28± acres
YEAR BUILT:	2021

## INVESTMENT HIGHLIGHTS

- 20-Year Sale-Leaseback
- Absolute NNN – No landlord management obligations
- Fixed rental increases throughout the entire lease including options
- High traffic site with excellent visibility
- This location has been in operation for just about 4 years and is performing extremely well
- Very experience operator with 46 locations and expanding aggressively
- Texas has NO STATE INCOME TAX

LEASE YEAR	RENT	LEASE YEAR	RENT
YEAR 1:	\$ 343,402.00	YEAR 11:	\$398,532.04
YEAR 2:	\$348,553.03	YEAR 12:	\$404,510.02
YEAR 3:	\$353,781.33	YEAR 13:	\$410,577.67
YEAR 4:	\$359,088.05	YEAR 14:	\$416,736.34
YEAR 5:	\$364,474.37	YEAR 15:	\$422,987.38
YEAR 6:	\$369,941.48	YEAR 16:	\$429,332.19
YEAR 7:	\$375,490.60	YEAR 17:	\$435,772.18
YEAR 8:	\$381,122.96	YEAR 18:	\$442,308.76
YEAR 9:	\$386,839.81	YEAR 19:	\$448,943.39
YEAR 10:	\$392,642.40	YEAR 20:	\$455,677.54





## TENANT OVERVIEW

**Rapid Express Car Wash**, founded in 2011 in Houston, Texas, has grown into a leading operator of express car washes across the state. Starting with a single location, Rapid now manages 46 sites and expects to reach 49 by year-end. The company offers individual washes and monthly membership options with four tiers—MVP, Elite, VIP, and Rookie—starting at \$22 per month, serving over 200,000 members. Backed by Wildcat Capital Management, Rapid continues to expand its footprint while maintaining a strong focus on operational efficiency, customer service, and sustainability.

## MANAGEMENT BIOS



**AHMED JAFFERALLY**

**CHIEF EXECUTIVE OFFICER,  
FOUNDER**

- Founded Rapid Express Car Wash Group in 2011; 20+ years industry experience
- Significant experience in full-service car washes prior to re-focusing on the express car wash market
- B.B.A., Accounting, University of Houston



**MICHAEL MALLETTE**

**CHIEF FINANCIAL OFFICER,  
PRESIDENT**

- 19+ years experience; 4+ years in car wash
- Texas Tech University – Rawls College of Business



**CLUB CAR WASH**

**OPERATING PARTNER**

- Club providing significant operational infrastructure including marketing, HR, site management, etc., in partnership with and with oversight from Rapid's management



## TENANT OVERVIEW

**Club Car Wash** is one of the fastest-growing express car wash chains in the U.S. The company operates over 200 locations across 14 states, including Missouri, Kansas, Illinois, Iowa, Oklahoma, Nebraska, Arkansas, Wisconsin, Tennessee, Texas, Minnesota, Mississippi, and Colorado. Club offers tiered wash packages—Rookie, VIP, Elite, and MVP—and unlimited membership options. Known for its community involvement, Club Car Wash partners with charities and local organizations for fundraising events. It is also backed by **Wildcat Capital Management**, which supports its rapid expansion strategy.



CAPITAL MANAGEMENT

**Wildcat Capital Management** was founded in 2011 as the New York-based family office of TPG Co-Founder, David Bonderman. The firm takes a long-term, flexible, family-office-driven approach and invests in leading private consumer, business services, software, healthcare, and technology-enabled companies. Wildcat typically commits up to \$150M per equity transaction. Its portfolio includes Club Car Wash, Express Wash Concepts, DraftKings, Robinhood, Coupang, Frontier Airlines, and more.

## SELECT PORTFOLIO OF COMPANIES:



## PROPERTY IMAGES













## AREA DEMOGRAPHICS

POPULATION	1 MILE	3 MILES	5 MILES
2024 Population	12,113	83,997	193,950
2029 Population (Projection)	13,200	90,930	211,181
2020–2024 Annual Population Growth Rate	4.96%	2.58%	2.58%
2024–2029 Annual Population Growth Rate	1.73%	1.60%	1.72%

RACE AND ETHNICITY	1 MILE	3 MILES	5 MILES
White	6,008	42,479	94,432
Black or African American	1,842	11,138	26,238
Asian	820	8,299	20,603
American Indian & Alaskan Native	121	614	1,480
Pacific Islander	6	138	349
Two or More Races	2,232	14,662	34,575

DAYTIME POPULATION	1 MILE	3 MILES	5 MILES
2024 Daytime Population	8,824	59,078	142,041
Daytime Workers	3,411	22,203	58,142
Daytime Residents	5,413	36,875	83,899

PLACE OF WORK	1 MILE	3 MILES	5 MILES
2024 Businesses	233	1,276	3,707
2024 Employees	2,088	11,124	33,063

HOUSEHOLD INCOME	1 MILE	3 MILES	5 MILES
2024 Average Household Income	\$141,982	\$160,705	\$150,697

AGE	1 MILE	3 MILES	5 MILES
2024 Median Age	36.4	36.1	36.3

HOUSEHOLDS	1 MILE	3 MILE	5 MILE
2024 Households	4,352	28,156	67,388
2029 Households (Projection)	4,811	31,012	74,486
2020–2024 Annual Household Growth Rate	4.89%	3.23%	3.14%
2024–2029 Annual Household Growth Rate	2.03%	1.95%	2.02%

### 1-3-5 Mile Radius



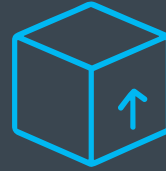


## Top Industries



### Scientific & Technical Services

Driven by Austin's status as a major tech and innovation hub, this cluster includes software development, engineering, consulting, and R&D firms. Global companies like Dell Technologies, Apple, IBM, and Tesla, along with a thriving startup ecosystem, anchor this sector.



### Retail Trade

Retail remains one of the metro's largest employers, accounting for roughly 134,000 jobs across diverse sectors including e-commerce, big-box retail, and local boutiques. With strong population growth and steady tourism, consumer demand continues to drive expansion in retail.



### Health Care & Social Assistance

Employing around 133,000 people, this sector serves as a vital contributor to regional stability. Anchored by major systems such as Ascension Seton, St. David's HealthCare, and Baylor Scott & White, the region's healthcare network supports hospitals, outpatient care, and medical research.



### Government

Public sector employment plays a significant role in the Austin economy, representing more than 200,000 jobs across federal, state, and local agencies. As the state capital of Texas, Austin hosts numerous government offices and legislative functions.

## Transportation

ROAD

### STRATEGIC TRADE ACCESS

The Austin-Round Rock-San Marcos metro is served by major corridors including I-35 (running north-south through the heart of the region) and US 183/US 290. These corridors provide access to San Antonio, Dallas, Houston and beyond, supporting commuter flows and freight movement.

AIR

### REGIONAL CONNECTIVITY

Austin Bergstrom International Airport is the region's primary air gateway, supporting both passenger travel and cargo logistics, which enhances connectivity for business expansion and regional distribution.

RAIL

### RAIL & FUTURE MOBILITY

While rail freight and passenger-rail projects are less dominant than some older manufacturing metros, the region is increasingly oriented toward future mobility, high-speed logistics and tech-enabled infrastructure (including data-center campuses, advanced manufacturing, etc.).



### DRIVING DISTANCES

SAN ANTONIO, TX	80 Miles
HOUSTON, TX	160 Miles
FORT WORTH, TX	200 Miles
CORPUS CHRISTI, TX	220 Miles
DALLAS, TX	230 Miles
LAREDO, TX	235 Miles

Sources: [businessintexas.com](http://businessintexas.com), [mcallenedc.org](http://mcallenedc.org), [wfsolutions.org](http://wfsolutions.org)



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# 21315

TX-130 PFLUGERVILLE, TX



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