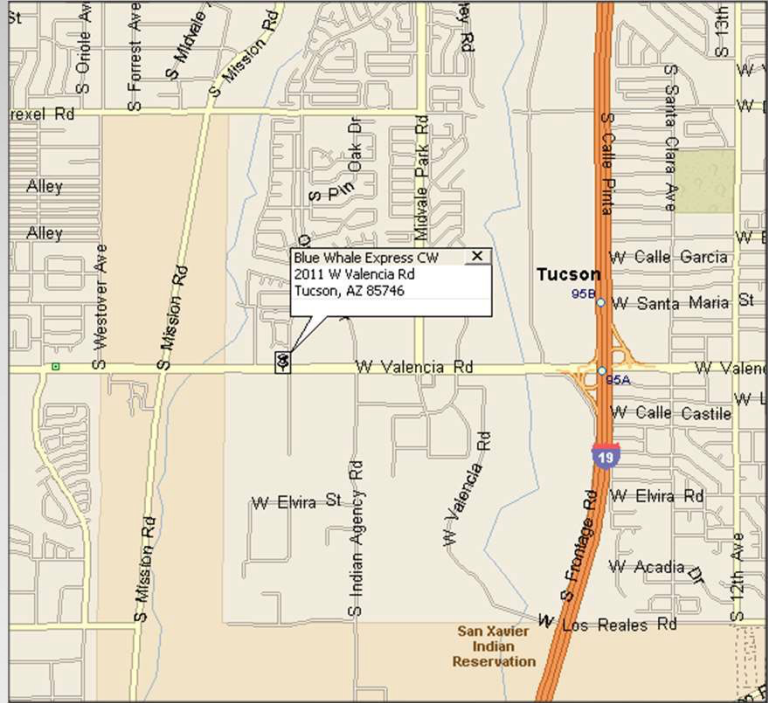


# For Sale

## Car Wash Flex Express

2011 W Valencia RD, Tucson, AZ



### Exclusively listed by: Roger A. Pencek - BROKER

- Fully Operational Flex service carwash w **1.2 ac land**
- Tucson well established loyal customer locations
- Wash has been upgraded **-100% absentee owner !!**
- **2024 Gross sales \$897K - EBIDTA \$217K+- est.**
- Can be converted to **FULL EXPRESS**

Pending Forclosure

# \$2.709M + Inv.

Contact: Roger A. Pencek - Broker



Branch Offices\*\* USA

Car Wash Brokers, Inc., aka Acquisitions Businesses & Investments LLC  
11408 N. Blackheath Rd., Scottsdale, AZ 85254  
Tel: 602-787-1100 Fax: 480-483-1116 Email: [roger@carwashbrokers.com](mailto:roger@carwashbrokers.com)  
Visit us online at [www.carwashbrokers.com](http://www.carwashbrokers.com)

**Branch Offices:USA**  
[roger@abibiz.com](mailto:roger@abibiz.com)  
[www.abibiz.com](http://www.abibiz.com)  
[www.gsbUSA.biz](http://www.gsbUSA.biz)  
[www.carwashbrokers.com](http://www.carwashbrokers.com)



**Corporate Office:**  
Office: (602) 787-1100  
Fax: (480) 483-1116  
Mobile: (602) 770-4040  
Roger A. Pencek/Broker

**Acquisitions, Businesses & Investments, L.L.C**  
(aka) **Car Wash Brokers, Inc.**  
**11408 N. Blackheath Rd., Scottsdale, Az 85254**



**TYPE OF BUSINESS:** Car Wash FLEX c-store detail

Listing Agent: RAP  
Bus. Name: Blue Whale  
Address: 2011 W. Valencia, Tucson, AZ  
City: Tucson State: AZ Zip: \_\_\_\_\_  
Yrs. in Operation: 2008 By Seller: 2022  
Reason for Sale: other interests

**FINANCIAL DATA**

Purchase Price: \$2.709M  
Down Payment: cash  
Balance: \_\_\_\_\_

**OWNERS TERMS:**

Terms/Yrs.: \_\_\_\_\_ Int Rate: \_\_\_\_\_  
Monthly Payment: \_\_\_\_\_  
Other: \_\_\_\_\_

**LEASE INFORMATION**

Bldg. Size: 4800 sq. ft. Lot Size: 1.2 acre Mo Rent: \_\_\_\_\_  
Major Cross St: S. Mission Rd and Valencia  
Lease Period: \_\_\_\_\_ Options: \_\_\_\_\_ Deposits: \_\_\_\_\_

**REAL ESTATE (if applicable)**

Sale Price: \$0  
Int % \_\_\_\_\_ # Years \_\_\_\_\_

**SELLERS ESTIMATE OF MARKET VALUE**

Equip/Fix: \$430K  
Work in Process: \$0  
Inventory: \$0  
Tenant Improvements: \$0  
Cov. Not to Compete: \$0  
Business Name: \$0  
Goodwill: \$0  
Contracts: \$0  
Franchise/License: \$0  
Other: (Land) \$989K  
Other: (Bldg.) \$1.29M  
**TOTAL: \$2.709M**

**GENERAL INFORMATION**

Days/hrs. open: 7 days Mon-Sun  
Seller's Duties/hrs. worked: 10  
Family/Partners work hours: 10  
Number of employees: 20-30 Full Time 20 Part Time 0  
License Requirements: \_\_\_\_\_  
Type of Sale: \_\_\_\_\_ Stock  Asset  
Seller Train Buyer @ N/C: yes  
How Long?: 1 week

**COMMENTS:**

Directions: \_\_\_\_\_  
Flex service car wash with c-store & detail  
Express wash \$5.00 membership \$9.95 EFFECTIVE. Full service prices \$16,22,27,34

**BUSINESS FINANCIAL INFORMATION FOR THE PERIOD OF: 2024**

	2024	2023	2022	2021	2020	2019
Total Sales:	(+ -) \$874K	\$902K	\$1.29M	\$1.6M	\$1.4M	\$1.4M
avg ticket						
cars per year						
Benefits & Income:	(+ -) 33%	33%	\$458K	\$510K	\$396K	\$407K

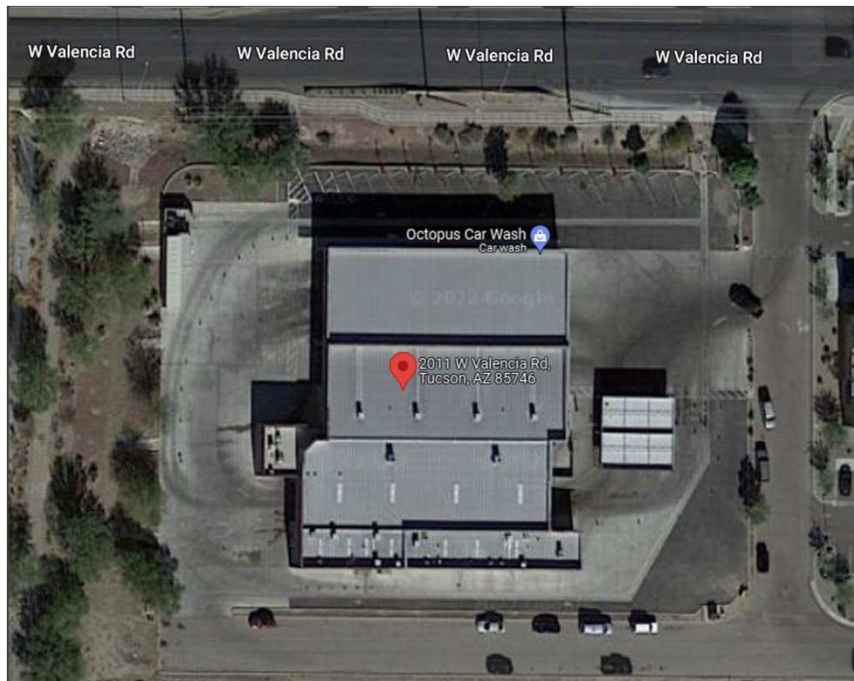
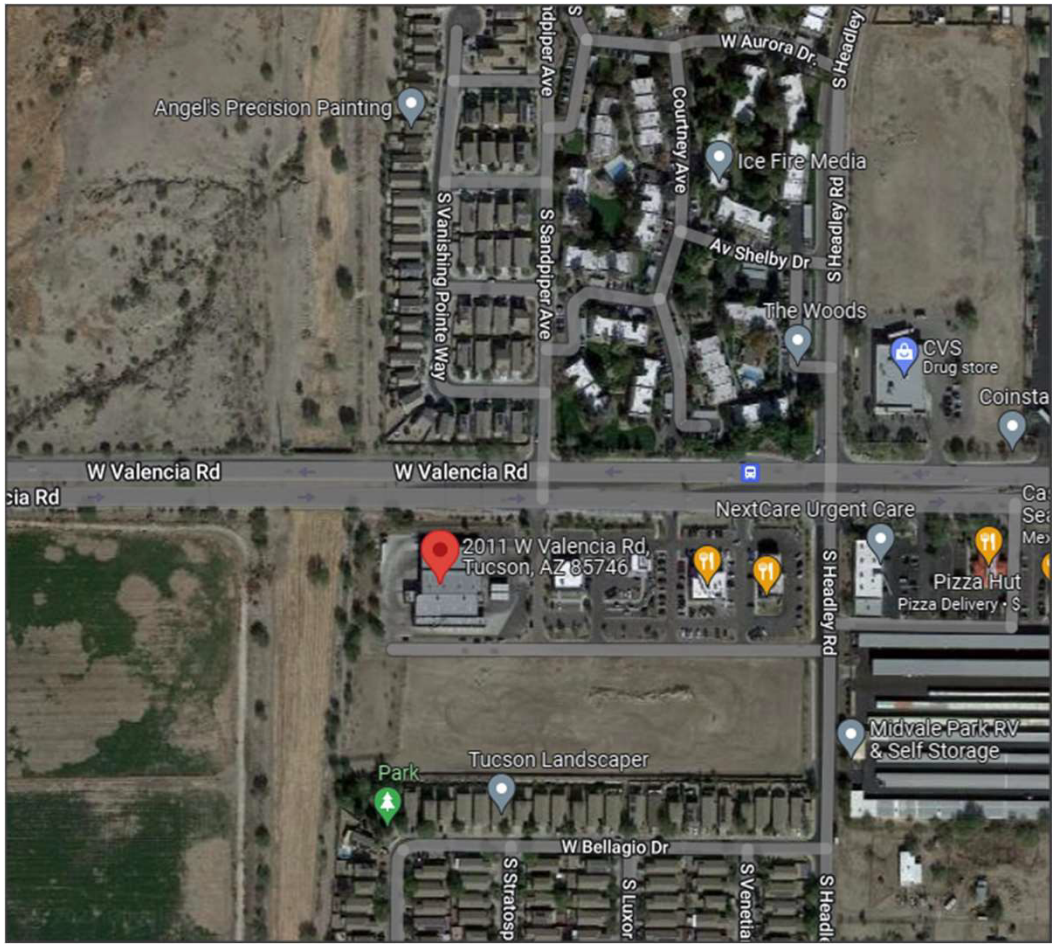
DISCLAIMER: The information contained herein is provided by the Seller and has not been audited, nor investigated by ABI L.L.C. (Broker) and is subject prior to sale. A prospective Buyer is expected to fully investigate the business to his/her satisfaction before purchasing.

Seller(s) Name: Contact Broker / Roger A. Pencek  
Business Phone 602-787-1100

Fax Phone: 602-787-1156  
Mobile Phone: 602-770-4040







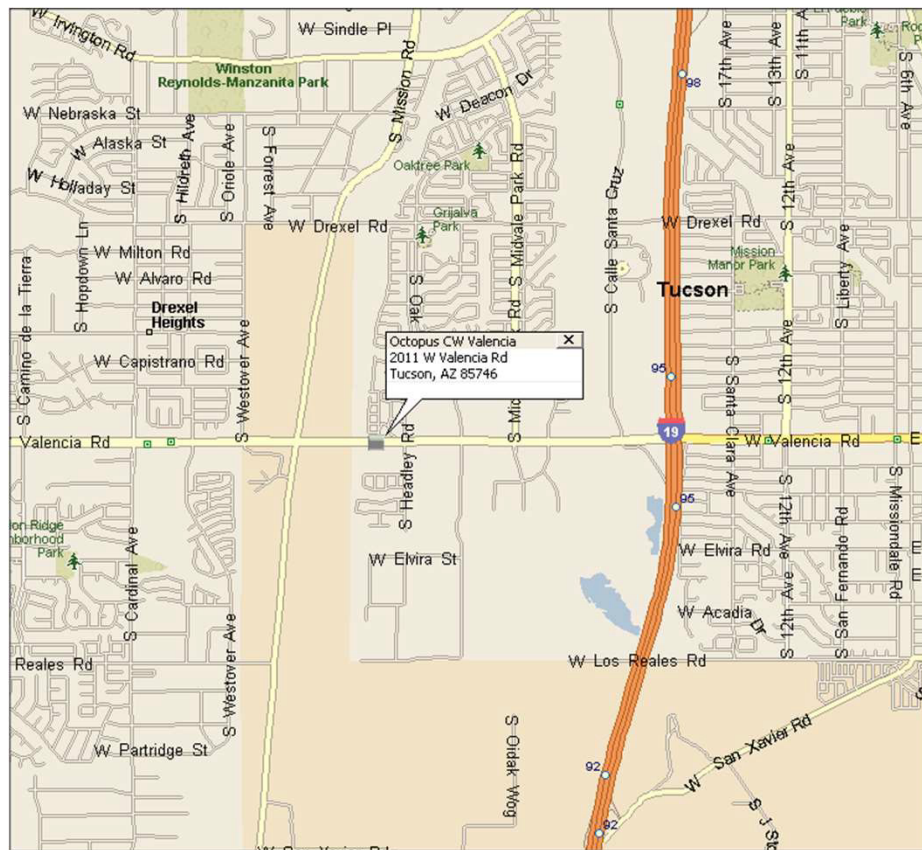
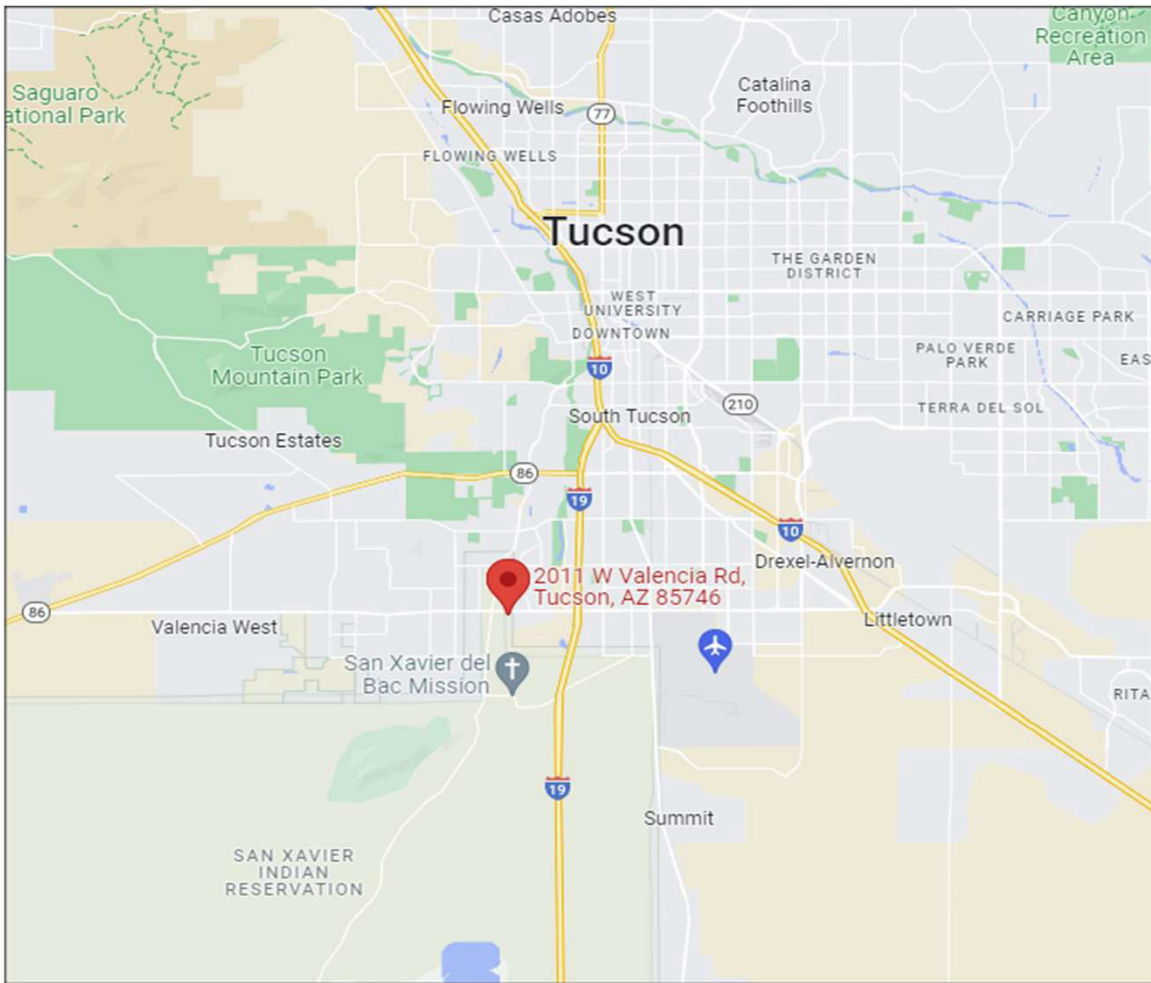


Valencia Location

Address: 2011 W Valencia Rd, Tucson, AZ 85746

Hours: 8:00 a.m. – 6:00 p.m. Mon – Sat 8:00 a.m. – 5:00 p.m. Sunday





# General Sales Report

Mon 01/01/2024 12:00:00am

Mon 12/23/2024 11:59:59pm

Octopus Hub Office  
Valecia -Octo us Car Wash

Description	Price	Quantity	Amount	Description	Price	Quantity	Amount
<b>CARWASH REVENUE:</b>				Tip Out	-8.91	1,068	-9,518.40
WASH SALES-		47,728	589,765.12	Travel	-39.57	23	-910.00
WASH PACKAGES-		26,594	433,769.99	<b>TOTAL PAIDOUTS:</b>			<b>-25,814.18</b>
WASH EXTRA SERVICES-		11,727	58,635.00	<b>TOTAL TO ACCOUNT</b>			<b>805,604.32</b>
OTHER WASH SERVICES-		0	0.00	<hr/>			
<b>GROSS WASH SALES:</b>			<b>1,082,170.11</b>	<b>LESS DEPOSITS-</b>			
LESS WASH COUPONS-		4,230	-25,499.09	Amex Deposit		250	-9,826.82
LESS WASH DISCOUNTS-		20,522	-345,205.82	Cash Deposit		719	-213,358.94
LESS WASH LOYALTY		0	0.00	Check Deposit		3	-594.90
<b>NET WASH</b>			<b>711,465.20</b>	Discover Deposit		181	-6,104.44
<hr/>				MC/Visa Deposit		672	-548,944.42
<b>EXPRESS DETAIL SALES:</b>				Offline House Depos		0	0.00
EXPRESS DETAIL		7,662	195,133.11	WEX Deposit		297	-56,662.51
LESS EXPRESS		220	-2,354.57	<b>TOTAL:</b>			<b>-835,492.03</b>
<b>NET EXPRESS</b>			<b>192,778.54</b>	<b>CREDIT CARDS-</b>			
<hr/>				Amex		418	5,399.58
<b>DETAIL SHOP SALES:</b>				Credit Card		0	0.00
FULL SRVC DETAIL		0	0.00	Credit Crd - Pending		0	0.00
LESS DETAIL COUPONS-		0	0.00	Credit Crd - Un-Paid		0	0.00
<b>NET DETAIL SALES:</b>			<b>0.00</b>	Discover		273	3,905.66
<b>NET WASH/DETAIL REVENUE:</b>			<b>904,243.74</b>	EPS Credit Card		0	0.00
<hr/>				MC/Visa		25,897	-17,185.53
<b>STORE SALES:</b>				PIN Debit		0	0.00
STORE SALES-		7,203	17,596.19	WEX		2,941	1,170.71
IMPORTED VENDOR-		1,697	6,827.28	<b>CREDIT CARD:</b>			<b>-6,709.58</b>
LESS STORE COUPONS-		2,817	0.00	<b>NET CHANGE IN</b>			<b>-16,212.30</b>
<b>NET STORE &amp; FUEL</b>			<b>24,423.47</b>	<b>OVER/(SHORT)</b>			
<hr/>				CASH:			-691.78
LESS OTHER COUPONS-		0	0.00	CHECK:			-177.04
<b>NET SITE REVENUE:</b>			<b>928,667.21</b>	OTHER TENDERS:			0.00
<b>PLUS SALES TAX:</b>			<b>587.02</b>	<b>TOTAL</b>			<b>-868.82</b>
PREPAID SALES-		72	2,562.12	<hr/>			
LESS PREPAID		4,139	-100,397.85	<b>REPORT BALANCE:</b>			<b>-53,678.41</b>
<b>LESS PAIDOUTS-</b>							<b>(Should be \$0.00)</b>
855-Uniforms	14.48	13	188.28	<b>NET WASH \$/CAR</b>			<b>13.91</b>
Beverage	-10.00	1	-10.00	<b>Cashier:</b>			<b>Empl#:</b> _____
Building Maintenance	-139.86	14	-1,958.00	<b>Reviewed By:</b>	_____		<b>On:</b> _____
Building Repair	-90.15	13	-1,172.00				
Building Repair -TRK	-128.13	4	-512.50				
Damage Claim	-77.00	1	-77.00				
Food/Ent	-60.00	1	-60.00				
Misc. Expense	-49.45	69	-3,412.00				
Office Expense	-46.48	25	-1,162.00				
Office Expense -TRK	-41.56	13	-540.28				
Repair Equip	-30.00	2	-60.00				
Supplies	-61.96	69	-4,275.28				
Supplies -TRK	-50.76	46	-2,335.00				





# Blue Whale Car Wash

## Profit and Loss

January 1 - December 23, 2024

Valencia

EBIDTA \$269,287

	TOTAL
<b>Income</b>	
46000 Sales	
46060 Carwash	
46064 Wash Sales Valencia	826,702.66
<b>Total 46060 Carwash</b>	<b>826,702.66</b>
46090 - Lobby Sales	
46094 Lobby Sales Valencia	26,443.73
<b>Total 46090 - Lobby Sales</b>	<b>26,443.73</b>
<b>Total 46000 Sales</b>	<b>853,146.39</b>
46200 Membership Sales	
10600 APP Sales	23,444.01
<b>Total 46200 Membership Sales</b>	<b>23,444.01</b>
73000 Sales Tax	
73040 Sales Tax Valencia	-3,260.51
<b>Total 73000 Sales Tax</b>	<b>-3,260.51</b>
<b>Total Income</b>	<b>\$873,329.89</b>
<b>Cost of Goods Sold</b>	
51800 Merchant Account Fees	18,106.09
52000 Cost of Goods Sold	18,899.33
52060 Carwash Soap	27,933.36
<b>Total 52000 Cost of Goods Sold</b>	<b>46,832.69</b>
<b>Total Cost of Goods Sold</b>	<b>\$64,938.78</b>
<b>GROSS PROFIT</b>	<b>\$808,391.11</b>
<b>Expenses</b>	
60000 Advertising and Promotion	-3,802.38
601000 Alarm Sytem	528.00
60200 Automobile Expense	✓ 1,560.34
61000 Business Licenses and Permits	50.00
61300 Cash Over and Short	898.86
61700 Computer and Internet Expenses	2,494.92
61800 Credit Card Fees	2,441.39
62500 Dues and Subscriptions	1,527.00
62600 Equipment Rental	187.04
63300 Insurance Expense	
63310 General Liability Insurance	3,500.00
63370 AFCO	2,643.00
<b>Total 63300 Insurance Expense</b>	<b>6,143.00</b>
63500 Janitorial Expense	6,100.00



# Blue Whale Car Wash

## Profit and Loss

January 1 - December 23, 2024

	TOTAL
64900 Office Supplies	676.39
66000 Payroll Expenses	2,754.35
66006 Payroll Taxes	64,785.52
66008 Location Manager	✓ 42,447.10
66009 Assistant Manager	✓ 34,426.78
66009 Manager Bonus	1,000.00
66010 Cashier	41,961.93
66011 Detail	16,764.14
66012 Line	251,751.04
66014 Line Tips	31,590.78
66014 Salesperson	✓ 62,927.16
66015 Detail Tips	3,880.04
66016 General Manager	✓ 64,098.94
Employee Loan	-7,177.60
Garnishment	726.05
Healthcare Deductions	-3,704.17
Payroll Deduction	383.01
<b>Total 66000 Payroll Expenses</b>	<b>608,615.07</b>
66700 Professional Fees	8,886.09
67100 Rent Expense	✓ 5,611.00
67200 Repairs and Maintenance	7,525.00
68100 Telephone Expense	7,488.47
68500 Uniforms	300.00
68600 Utilities	92,224.40
Security	218.00
<b>Total Expenses</b>	<b>\$749,672.59</b>
<b>NET OPERATING INCOME</b>	<b>\$58,718.52</b>
Other Expenses	
80000 Ask My Accountant	500.00
<b>Total Other Expenses</b>	<b>\$500.00</b>
<b>NET OTHER INCOME</b>	<b>\$ -500.00</b>
<b>NET INCOME</b>	<b>\$58,218.52</b>

✓ 211,069 +  
58,218 =  
\$269,287  
EBIDTA

## Valencia Property Assets

Equipment	Quantity	Other Information
Full Service Vacuum	1	2 Producers, 1 Collector
Self Service Vacuum (14 Drops)	1	2 Producers, 2 Collector
Continental Washing Machine	2	
Air Compressor	2	
Conveyor Power Pak	2	
Blower	5	
Booster Pump	1	
Power Wash Station	2	
Tunnel Relay Station	1	
Wrap Power Pak	1	
Omni Power Pak	1	
Octo Glaze Unit	1	
Omni Unit/ 2 high pressure pumps	1	
Mixing Station	1	
Soft Water Units	3	
Conveyor Length 120 Feet	1	
STS Mitter	1	
Side Wheel	1	Set
Wrap Around Burshes	1	Set
FTB Mitter Curtin	2	
DRB Manger's Station	1	
DRB POS System	1	
Office Printer/Fax Machine	1	
Safe	1	
Portable Canopy	2	On Wheels
Windmaster Sign	1	
Manager Office Desk & Storage Rack	1	
Credit Card Machine	2	1 is for Government CC
Security System	1	
Portable Swamp Cooler	1	
Air Conditioner	3	
Swamp Cooler	13	All 13 replaced in 2020
New wall board in the tunnel was put up in September 2021		

Roger A. Pencek  
Designated Broker  
President, M.B.A.

Web Page  
[www.carwashbrokers.com](http://www.carwashbrokers.com)  
[www.abihiz.com](http://www.abihiz.com)



Corporate Office  
Phone: (602) 787-1100  
Fax: (480) 483-1116  
Mobile: (602) 770-4040

## Car Wash Brokers, Inc.

(aka) ABI, LLC  
11408 N. Blackheath Rd  
Scottsdale, Az 85254



### **Roger A. Pencek** **President / Broker / Principal / Consultant / M.B.A.**

Experienced Real Estate Broker in Selling, Marketing and consulting in the Car Wash Business since 1985. Roger molded his early Merger and Acquisitions career in management capacity at General Motors Corporation and International Harvester upon graduation from Western Illinois University in 1974 with his BS degree. His MBA was obtained 1985 from the University of Phoenix.

Since 1985 he has founded and owns ABI L.L.C. (Acquisitions, Businesses & Investments L.L.C.) which specializes in the sale of businesses in the \$250K - \$20M range. For the last twenty five years he has gained the reputation of "Car Wash Broker," specializing in the sale of washes and gas stations in the Pacific Southwest (AZ, CA, CO, NV, TX).

Today, he now also has to his credit, created and owns "Car Wash Brokers, Inc.," (CWB, Inc.), a National Company solely specializing in the sale of Full Service, Express and Self Service Car Wash Businesses in the USA! His goal is to have CWB Inc., agents in every state of the USA and representation in Canada and Europe.

Roger is an expert court witness and testimony for car wash related cases, a frequent and revered public speaker, pro bono author's articles for Car Wash Associations and magazines.

CWB Inc., Mission Statement: CWB is national network of licensed agents marketing existing car washes to the public, in an ethical and professional manner acknowledged as the expert in the industry.

CWB Inc., web site [www.carwashbrokers.com](http://www.carwashbrokers.com) will provide further references and Car Wash credentials.

**Branch Offices - USA**  
[john.m@abibiz.com](mailto:john.m@abibiz.com)  
[www.abibiz.com](http://www.abibiz.com)  
[www.gsbusa.biz](http://www.gsbusa.biz)  
[www.carwashbrokers.com](http://www.carwashbrokers.com)



**Corporate Office:**  
John Mitchell DBWF  
Mobil: 602-909-9605  
Office: (602) 787-1100

***Acquisitions, Businesses & Investments, L.L.C***  
***(aka) Car Wash Brokers, Inc.***  
**11408 N. Blackheath Rd, Scottsdale, Az 85254**



**John P. Mitchell**  
**Vice President / Associate Broker**

A real estate professional, with more than 30 years of experience in all aspects of commercial real estate. John's background includes extensive knowledge in investment sales, leasing, marketing and management, portfolio disposition and restructuring.

Prior to joining CWB, John co-founded Resolute Commercial Services in 2008 where has been an appointed fiduciary of nearly \$1.5B in assets and has sold, managed nearly 350 matters in both State and Federal Courts. Before Resolute, John was the Regional Managing director at Douglas Wilson Companies where he was responsible for the managing the disposition and execution of many court-appointed receiverships and bankruptcy projects for various real estate project and operating companies.

Prior to this, John was an Asset Manager at U-Haul International managing a \$42 million loan portfolio and handling all aspects of portfolio management from loan servicing to REO disposition and leasing. John has a BS, Finance & Real Estate, University of Arizona.

CWB Inc., web site [www.carwashbrokers.com](http://www.carwashbrokers.com) will provide further references and Car Wash credentials.

**Branch Offices: USA**  
 Roger A. Pencek/Broker  
[roger@abibiz.com](mailto:roger@abibiz.com)  
[www.gsbUSA.biz](http://www.gsbUSA.biz)  
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**Acquisitions, Businesses & Investments, LLC**  
 (aka) Car Wash Brokers, Inc.  
 11408 N. Blackheath Rd., Scottsdale, Az 85254

**"CONFIDENTIALITY AGREEMENT REGISTRATION FORM"**

It is hereby agreed between ----- as to ("Potential Buyer") and Acquisitions, Businesses & Investments, LLC (ABI) and its duly authorized agent and John Mitchell. (Together referred to as "Broker") that, in exchange for broker disclosing certain information regarding the business listed and described below (hereinafter referred to as the "Business") to potential buyer who warrants their signature below is their identity.

1. Potential Buyer will not interview employees or representatives of the business without the express, written consent of broker;
2. Potential Buyer will treat forms used by and information received from broker as CONFIDENTIAL and will not disclose them or permit them to be used by anyone not specifically authorized by broker;
3. For each business listing provided by ABI buyer agrees to utilize the brokerage services of ABI on the business as introduced to buyer. If buyer violates this condition, buyer agrees to pay ABI sellers pre-negotiated commission in full, directly to ABI. This agreement will survive for one year from the date below.
4. Seller has provided all information contained on this form, BROKER HAS NOT AUDITED, VERIFIED OR INVESTIGATED any of the information. Potential buyer should investigate and verify all representations regarding the business with seller. Potential buyer understands that broker is acting as agent for seller and that this offering is subject to prior sale.
5. The undersigned also states that the reason for their inquiry is their interest in purchasing the business and not to gain information for other competitors or an assigns for the Department of Internal Revenue Services.
6. It is further agreed that in the event of any breach or threatened breach of this agreement, broker may, in addition to any other remedies it may have, obtain an injunction restraining potential buyer and any of its agents or employees from disclosing or using any information or knowledge obtained from broker pursuant to this agreement. Potential buyer hereby consents to the jurisdiction of the Superior Court of the state is authorized, for such purposes and for the determination of all other remedies under this agreement.
7. The undersigned potential Buyer acknowledges the responsibility to perform a due diligence review at his own cost and expense prior to any acquisition with ABI, and will deal exclusively with ABI in any acquisition ABI has registered below with potential buyer within 1 (one) year of the date hereof.
8. In the event agent listed below is eligible for a fee from Buyer's lender, this is disclosure of the same.

**Note: Any co-broke or referral fees for buyers agents are to be disclosed, noted on this form, upon authorization below.**

**none**

I the undersigned "Buyer" have read all of the terms and conditions above. I fully understand the information that I have read and understand what my responsibilities are. I also understand that legal actions will be taken against me in the case of a breach or threat to breach this contract with ABI.

Please sign as acknowledgment of the terms herein.

\_\_\_\_\_  
 ABI Authorized Broker, **John Mitchell**

Potential Buyer: \_\_\_\_\_  
 Email \_\_\_\_\_ **Date** \_\_\_\_\_

Phone/Fax: \_\_\_\_\_

12/26/24

Date

Potential Buyer: \_\_\_\_\_

Email \_\_\_\_\_

Phone/Fax: \_\_\_\_\_ **Date** \_\_\_\_\_

Name of Business	Address	Down Payment	Sale Price	Terms
Blue Whale Portfolio	3 locations in Tucson, AZ	Cash	\$8.400M	3Express w LAND
Blue Whale 22ndSt.	7210 E 22nd St., Tucson, AZ	Cash	\$3.084M	Express w LAND
Blue Whale Valencia	2011 W. Valencia, Tucson, AZ	Cash	\$2.709M	FLEX, C-store, Detail
Blue Whale Thornydale	6611 N Thornydale RD, Tucson, AZ	Cash	\$2.608M	Express w LAND

Pending foreclosure



# Car Wash Brokers, Inc.

11408 North Blackheath Road, Scottsdale, AZ 85254



## We Sell Car Washes!

### Full Service • Express • Self-Service



- Largest Car Wash Brokerage In U.S.A. (Est. 1985)
- Car Wash and Gas Station Brokers & Consultants



[www.carwashbrokers.com](http://www.carwashbrokers.com)

Roger A. Pencek - President, Broker, Consultant  
 602-787-1100  
[Roger@carwashbrokers.com](mailto:Roger@carwashbrokers.com)



Est. 1985



**ROGER A. PENCEK**  
 DESIGNATED BROKER  
 PRESIDENT/M.B.A.



**Car Wash Brokers, Inc.**  
*(aka) Acquisitions, Business, & Inv. LLC*  
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#### **CORPORATE OFFICE**

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