



## CLUB CAR WASH PORTFOLIO

9 UNITS – Northwest Arkansas (NWA)

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CLUB CAR WASH PORTFOLIO  
Fayetteville, AR  
ACT ID ZAF0230366



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Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors.

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Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this net leased property.

Marcus & Millichap

# INVESTMENT OVERVIEW





## CLUB CAR WASH PORTFOLIO – Northwest Arkansas

### THE OFFERING

Property	CLUB CAR WASH PORTFOLIO
Lease Structure	NNN – 20 Years
Guarantee	Corporate
Locations	9 Units – Northwest AR
Price	\$48,000,000 (6.06% Cap)
Current Annual Rent	\$2,907,975
Corporate Address	1591 East Prathersville Columbia, MO 65201

### PROPERTY DESCRIPTION

Year Built / Renovated	2019 / 2024
Type of Ownership	Fee Simple
Rent Commencement	August 1, 2022
Lease Expiration	July 31, 2042
Lease Rent Increase	1.5% Annually
Lease Extensions	Two 10 Year Options



### OFFERING SUMMARY

#### MAJOR EMPLOYMENT

Trade Transportation & Utilities	1,897
Information	225
Financial Activities	1,635
Professional & Business Services	1,704
Education & Health Services	5,151
Leisure & Hospitality	1,134
Other Services	1,434
Public Administration	220
Natural Resources & Mining	36
Construction	730
Manufacturing	365
Total	14,531

#### DEMOGRAPHICS

	3-Miles	5-Miles	10-Miles
2024 Population	47,524	109,286	299,412
2029 Population	52,295	121,267	336,482
2024 Households	16,029	36,277	109,437
2029 Households	17,684	40,310	123,264
Median HH Income	\$68,429	\$67,570	\$71,002
Average HH Income	\$86,757	\$86,498	\$94,101

\* # of Employees based on 10 mile radius

Marcus & Millichap is pleased to offer for sale a 20 year NNN corporate guaranteed portfolio of 9 Club Car Washes in Northwest Arkansas. Northwest Arkansas (NWA) is a metropolitan area that includes four of the ten largest cities in the state: Fayetteville, Springdale, Rogers, and Bentonville with 590,337 residents in 2023. Club Car Wash acquired the business operations for these units in 2022 and completed extensive renovations in 2024 for the rebranding. The lease has 1.5% annual rent increases with the primary term expiring July 31, 2042 with two 10 year options to extend the lease.

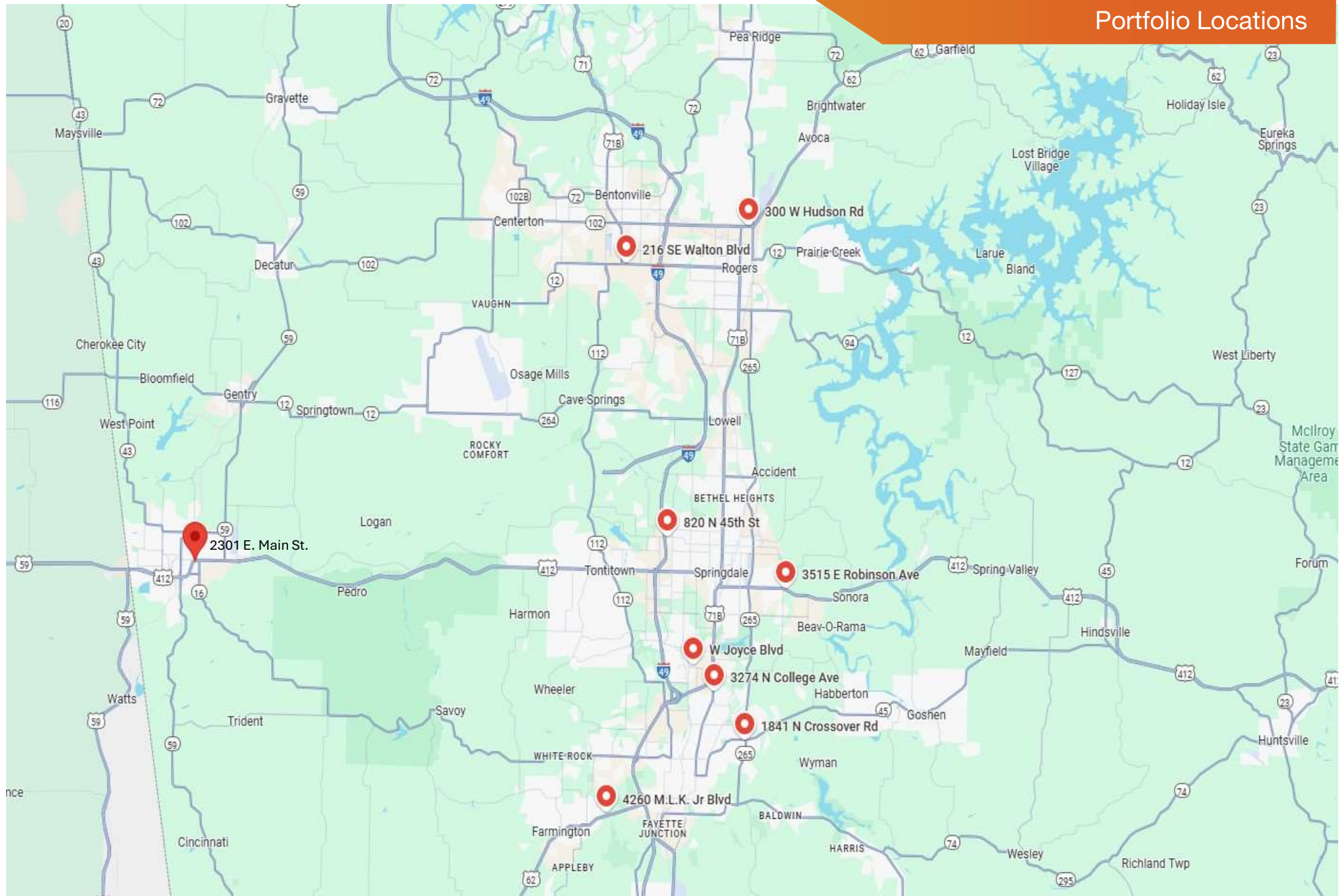
The Wildcat car wash platform is a collection of car wash companies owned by Wildcat Capital Management, a New York-based family office. The platform is the 3<sup>rd</sup> largest in the country and includes Club Car Wash, Express Wash Concepts, and Rapid Express Car Wash. Club Car Wash primarily focuses on providing unlimited wash memberships, allowing customers to wash their vehicles as often as they like for a fixed monthly fee; they are known for offering quick, convenient service with free vacuums and microfiber towels alongside their various wash packages, aiming to deliver a high-quality car cleaning experience at multiple locations across the Midwest with a family-owned business approach.

The state's gross domestic product (GDP) was \$176.24 billion in 2023. Six Fortune 500 companies are based in Arkansas, including the world's #1 retailer, Walmart; Tyson Foods, J.B. Hunt, Dillard's, Murphy USA, and Windstream are also headquartered in the state. The per capita personal income in 2023 was \$54,347, ranking 46th in the nation, and the median household income was \$55,432, which ranked 47th. The state's agriculture outputs are poultry and eggs, soybeans, sorghum, cattle, cotton, rice, hogs, and milk. Its industrial outputs are food processing, electric equipment, fabricated metal products, machinery, and paper products. Arkansas's mines produce natural gas, oil, crushed stone, bromine, and vanadium. According to CNBC, Arkansas is the 20th-best state for business, with the 2nd-lowest cost of doing business, 5th-lowest cost of living, 11th-best workforce, 20th-best economic climate, 28th-best-educated workforce, 31st-best infrastructure and the 32nd-friendliest regulatory environment. Arkansas gained 12 spots in the best state for business rankings since 2011. As of 2014, it was the most affordable state to live in. As of July 2023, the state's unemployment rate was 2.6%.

- 9 Unit Club Car Wash On 20 Year NNN Lease In Fayetteville, AR MSA
- Tenant Lease Expiration Of July 31, 2042 with 1.5% Annual Rent Increases
- Club Car Wash Corporate Guarantee With 263+ Locations And Expanding
- Club Car Wash Acquired These Operations In 2022. Completed Extensive Renovations And Rebranding In 2024
- Parent Company, Wildcat Capital Management, Is The 3<sup>rd</sup> Largest Operator In The Country

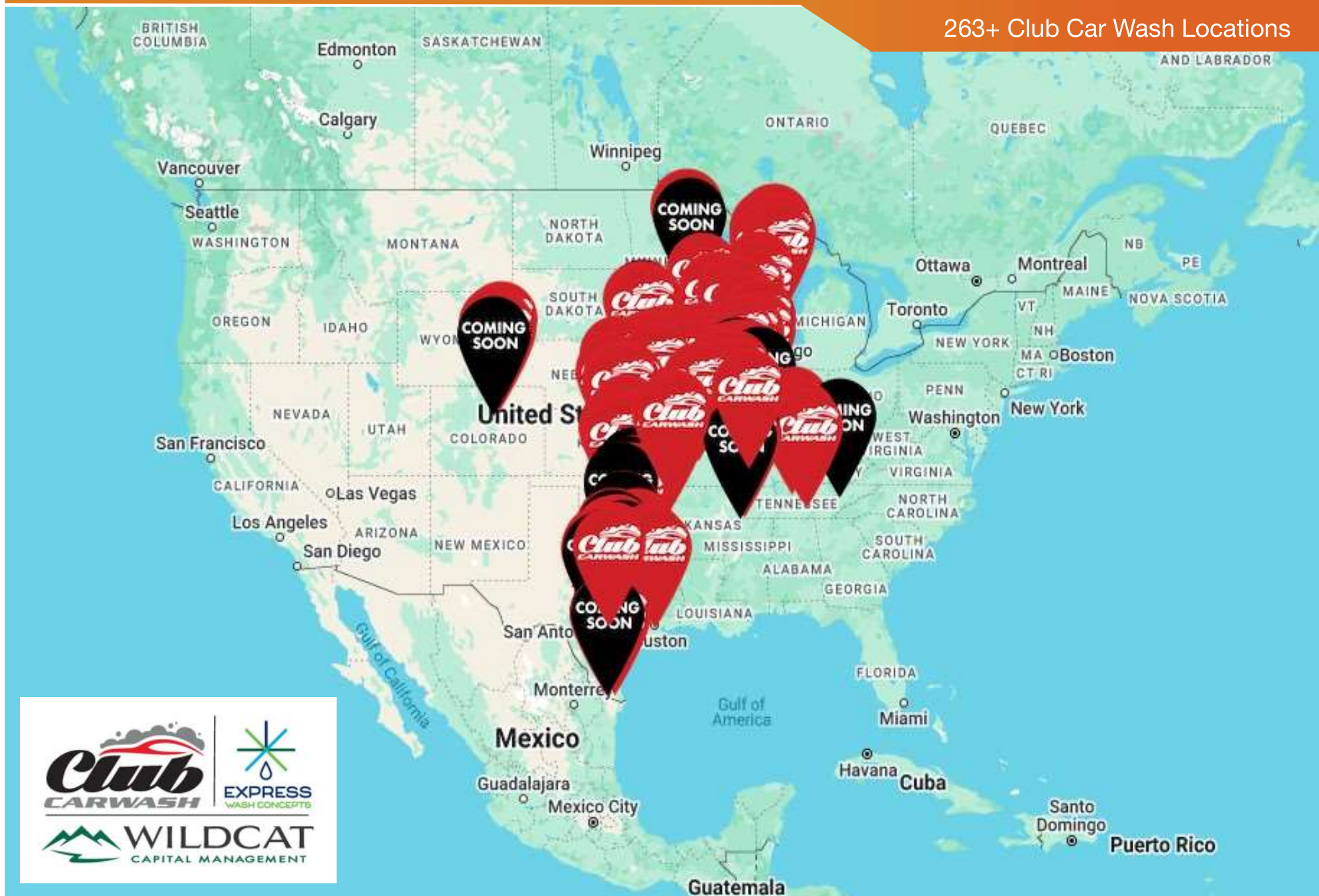








263+ Club Car Wash Locations





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## Partnership Centric

Wildcat invests in people and seeks to build long-term aligned relationships with our management partners. We aim to provide the equity capital, strategic insights, and a deep network to drive opportunity for our partners.

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<https://www.wildcatcap.com>



**John Roush**

CEO, Express Wash Concepts

"Wildcat has been a critical partner in supporting EWC over the years; direct support from the Wildcat team and its patient investment philosophy have enabled EWC to make crucial long-term investments into building infrastructure that has fueled significant growth and allowed us to emerge as one of the preeminent players in our industry."



**Rollie Bartels**

CEO, Club Car Wash

"I chose to partner with Wildcat at a time when Club was ready to accelerate its growth to the next level, expanding from just 2 states to over 10 today. With Wildcat's hands on support in building best practices and refining our strategic vision, Club has developed into one of the fastest growing car wash businesses in the nation."



3274 N. College Ave., Fayetteville, AR 72703



1841 N. Crossover Rd., Fayetteville, AR 72701





260 Joyce Blvd., Fayetteville, AR 72703



4260 W. MLK Blvd., Fayetteville, AR 72701





820 N. 45th St., Springdale, AR 72762



3515 E. Robinson Ave., Springdale, AR 72762





2301 E. Main St., Siloam Springs, AR 72761

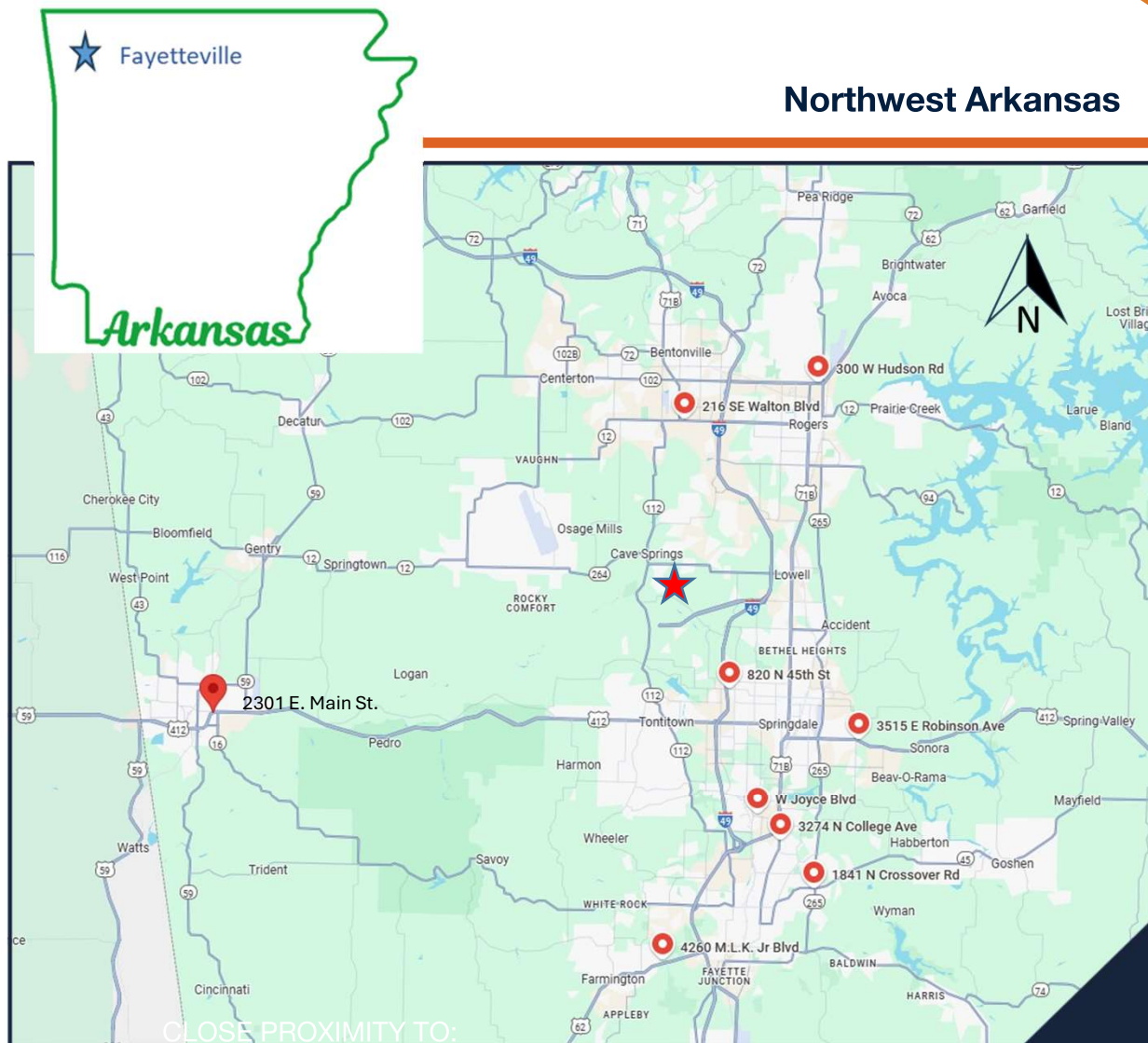


300 W. Hudson Rd., Rogers, AR 72756





## Northwest Arkansas



- Northwest AR Includes Fayetteville, Springdale, Rogers, and Bentonville and has a population close to 600,000
- It is also home to the University of Arkansas, the state's flagship university
- Six Fortune 500 companies are based in Arkansas, including the world's #1 retailer, Walmart
- State's gross domestic product (GDP) was \$176.24 billion in 2023
- AR has the 2nd-lowest cost of doing business, 5th-lowest cost of living
- As of July 2023, the state's unemployment rate was only 2.6%

The subject property is a 20 year NNN corporate guaranteed lease on a portfolio of 9 tunnel car washes recently renovated and rebranded as Club Car Wash.

## NORTHWEST ARKANSAS OVERVIEW

Northwest Arkansas (NWA) is a metropolitan area and region in Arkansas within the Ozarks. It includes four of the ten largest cities in the state: Fayetteville, Springdale, Rogers, and Bentonville, with 590,337 residents in 2023. Fayetteville is home to the University of Arkansas, the state's flagship university. When classes are in session, thousands of students on campus change up the pace of the city. Thousands of Arkansas Razorbacks alumni and fans travel to Fayetteville to attend football, basketball, and baseball games. The city hosts Walmart's shareholders meetings each year at Bud Walton Arena.

### METRO HIGHLIGHTS



#### NORTHWEST ARKANSAS (NWA)

The region is the fastest-growing in the state, and the 12th fastest-growing in the United States, with a 24.22% growth rate between 2010 and 2020.



#### WEALTH OF INTELLECTUAL CAPITAL

Six Fortune 500 companies are based in Arkansas, including the world's #1 retailer, Walmart; Tyson Foods, J.B. Hunt, Dillard's, Murphy USA, and Windstream.

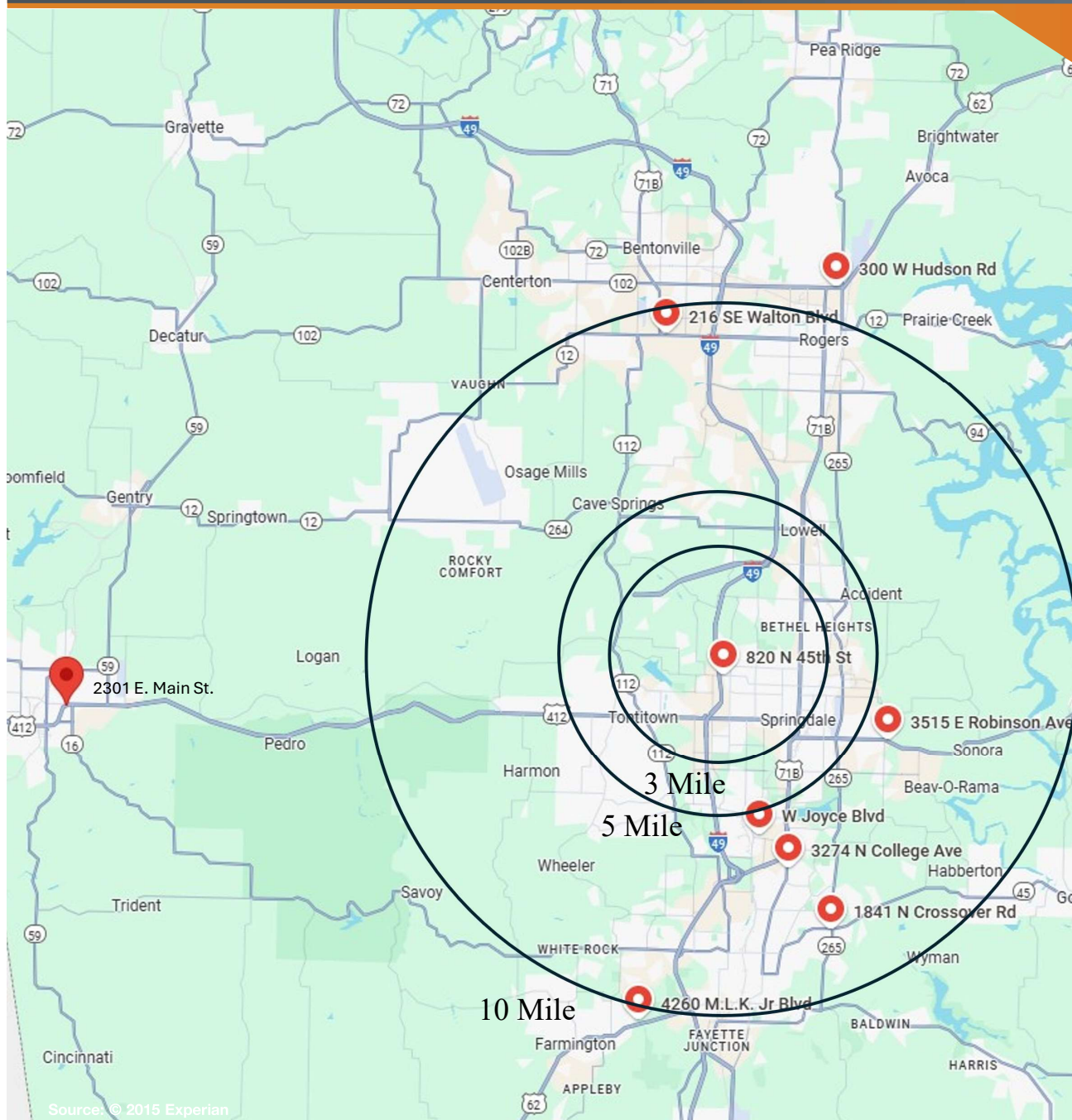


#### LARGE, DIVERSE EMPLOYMENT BASE

Fayetteville has 14,531 employers with the largest sector being Education and Health Services.







## DEMOGRAPHICS



**CREATED ON OCTOBER 1, 2024**

	3 Miles	5 Miles	10 Miles
POPULATION			
2029 Projection	52,295	121,267	336,482
2024 Population	47,524	109,286	299,412
2020 Census	45,941	102,596	274,365
HOUSEHOLD INCOME			
Average	\$86,757	\$86,498	\$94,101
Median	\$68,429	\$67,570	\$71,002
HOUSEHOLDS			
2029 Projection	17,684	40,310	123,264
2024 Households	16,029	36,277	109,437
2020 Census	15,430	34,178	100,280
MEDIAN HOUSE VALUE			
2024	\$217,389	\$231,168	\$260,242
EMPLOYMENT			
2024 Daytime Population	30,836	52,646	141,266
RACE & ETHNICITY			
White	23,979	51,477	172,734
Native American	966	2,618	5,989
African American	1,135	2,544	10,353
Asian/Pacific Islander	3,684	10,007	18,118



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