

For Sale

Fully Entitled Land for
Car Wash Development

1.83 Acre

3141 E Ocotillo Rd., San Tan Valley, AZ



Exclusively listed by: Roger Pencek / John Mitchell

- Shovel ready express car wash site (fully permitted)
- Great Demographics 1.83 Acre **EXPRESS SITE**
- **Next to San Palomas Luxury Homes**
- Growing Location Pinal County (part of 30 acre dev.)
- NDA's and POF to proceed -- Call for Details



Branch Offices** USA

\$1.3M

Contact: Roger A. Pencek – Broker

John Mitchell – Assoc. Broker



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

Visit us online at www.carwashbrokers.com

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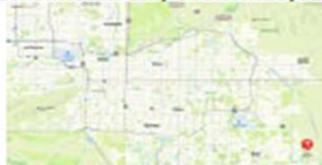


Corporate Office:
Office: (602) 787-1100
Fax: (480) 483-1116
Mobile: (602) 770-4040
Roger A. Pencek / Broker

Acquisitions, Businesses & Investments, L.L.C

(aka) Car Wash Brokers, Inc.

11408 N Blackheath Rd, Scottsdale, AZ 85254



TYPE OF BUSINESS: Vacant Land (Entitled Car Wash)

Listing Agent: John Mitchell & Roger Pencek

Bus. Name: Kleen Express, LLC

Address: 3141 E. Ocotillo Rd.

City: San Tan Valley State: AZ Zip: 85140

Yrs. in Operation: N/A By Seller: N/A

Reason for Sale: Other interests

FINANCIAL DATA

Purchase Price: **\$1.3M**

Down Payment: Cash

Balance:

OWNERS TERMS:

Terms/Yrs.: Cash

Monthly Payment:

Other: N/A

REAL ESTATE (if applicable)

Sale Price: Included

Int % N/A

SELLERS ESTIMATE OF MARKET VALUE

Equip/Fix: **\$0**

Leasehold Interest: **\$0**

Inventory: **\$0**

Tenant Improvements: **\$0**

Cov. Not to Compete: **\$0**

Business Name: **\$0**

Goodwill: **\$0**

Contracts: **\$0**

Franchise/License: **\$0**

Other: (Land) **\$1.3M**

Other: (Bldg.) **\$0**

TOTAL: **\$1.3M**

LEASE INFORMATION

Bdg. Size: N/A sq. ft. Lot Size: 78,408 Mo Rent: FEE

Major Cross St: Ocotillo Rd. and Schnepp Rd.

Lease Period: N/A Options: N/A Deposits: N/A

GENERAL INFORMATION

Days/Hrs. open: N/A

Seller's Duties/Hrs. worked: N/A

Family/Partners work hours: N/A Full Time 0

Number of employees: N/A N/A Part Time

License Requirements: Stock X

Type of Sale: N/A

Seller Train Buyer @ N/C: N/A

How Long?: N/A

COMMENTS:

Directions: Parcel # 104-27-006N

Shovel ready with existing permits.

Great demographics.

Next to San Palomas Luxury Homes Development.

Growing location - little competition in area.

Call for details.

BUSINESS FINANCIALS:

Total Sales: **2026 - Vacant Land**

Cost of Goods:

Gross Profit:

Benefits & Income:

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

Broker(s) Name: Roger A. Pencek

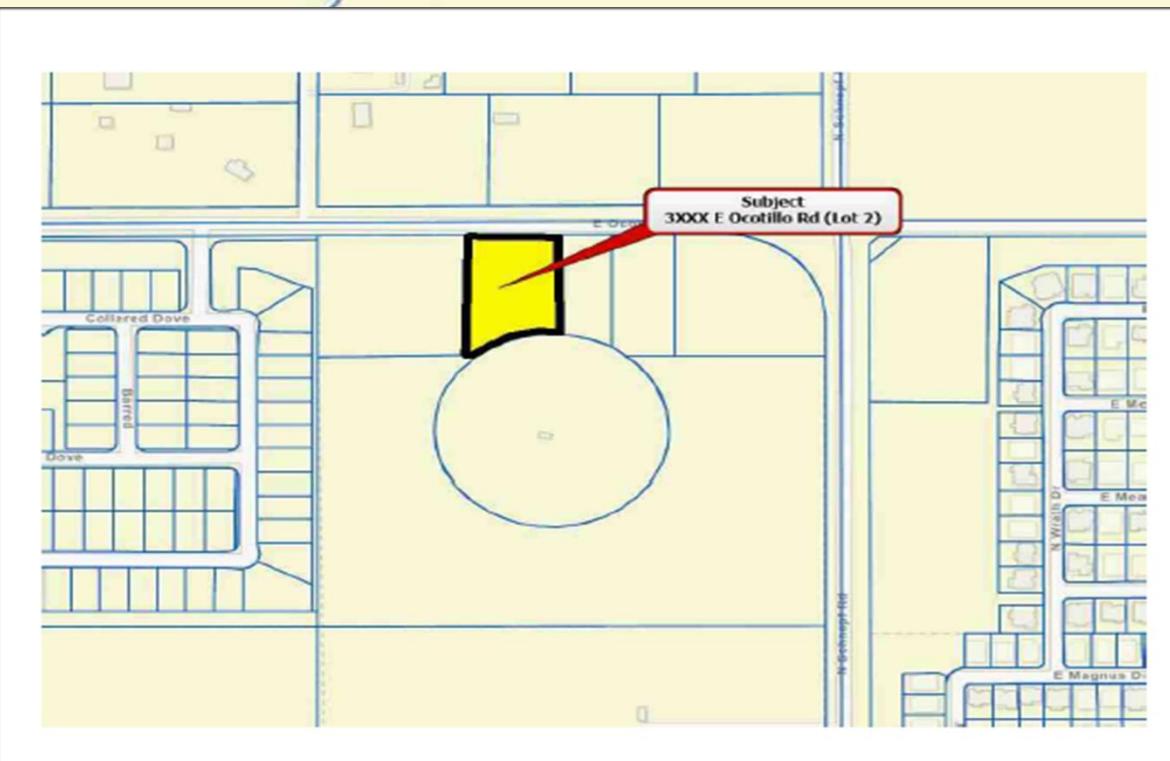
Mobile Phone 602-770-4040

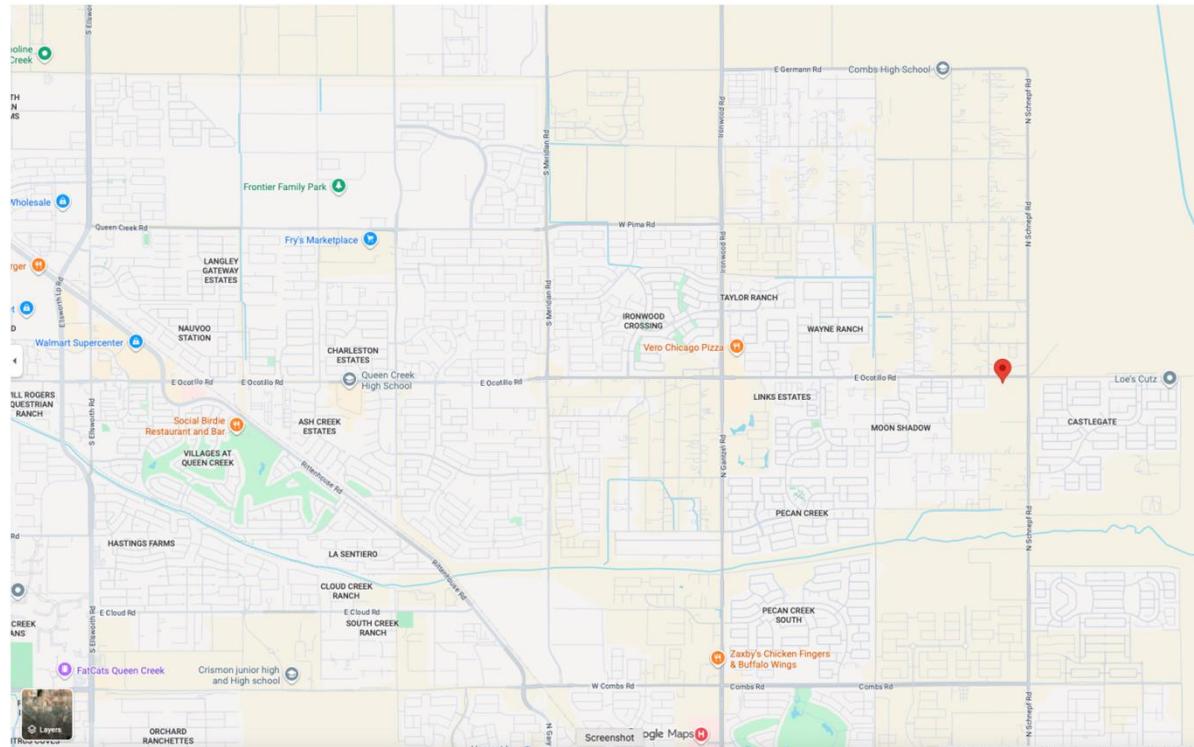
EMAIL: roger@carwashbrokers.com

Assoc. John Mitchell

Mobile 602-909-9605

EMAIL: John.M@carwashbrokers.com





Legal Description

THE LAND REFERRED TO HEREIN BELOW IS SITUATED IN THE COUNTY OF PINAL, STATE OF ARIZONA, AND IS DESCRIBED AS FOLLOWS:

That portion of Lot 1 of the Minor Land Division of SWC Ocotillo Road and Schnepf Road, according to Instrument No. 2017-083945, Official Records of Pinal County, Arizona, located in the Northeast quarter of Section 21, Township 2 South, Range 8 East of the Gila and Salt River Meridian, Pinal County, Arizona, described as follows;

COMMENCING at the Northwest corner of said Lot 1;

THENCE North 89 degrees 43 minutes 10 seconds East, along the North line of said Lot 1, a distance of 378.93 feet to the POINT OF BEGINNING;

THENCE continuing North 89 degrees 43 minutes 10 seconds East, along the North line of said Lot 1, a distance of 243.58 feet to a point;

THENCE departing said North line, South 00 degrees 16 minutes 50 seconds East, a distance of 313.57 feet to the beginning of a non-tangent curve to the left, concave Southeasterly and having a radius point which bears South 04 degrees 29 minutes 48 seconds West, a radial distance of 300.00 feet;

THENCE Southwesterly along the arc said curve, through a central angle of 43 degrees 59 minutes 05 seconds, an arc distance of 230.30 feet to a point;

THENCE South 89 degrees 38 minutes 19 seconds West, a distance of 28.89 feet;

THENCE North 00 degrees 19 minutes 54 seconds West, a distance of 380.12 feet to POINT OF BEGINNING;

EXCEPTING THEREFROM that portion for roadway and utilities as shown in Warranty Deed recorded in Fee No. 2021-096675; and Resolution No. 082521-RD21-020 wherein The Pinal County Board of Supervisors accepts said Warranty Deed for Fee Right of Way, recorded in Fee No. 2021-107463.



APPRAISAL OF REAL PROPERTY

LOCATED AT:

3141 E Ocotillo Rd
See attached legal description
San Tan Valley, AZ 85140

FOR:

Hilton Financial Corp
11024 N. 28th Dr
Phoenix, AZ 85029

AS OF:

11/22/2024

BY:

Michael Wright (JAG)
Josephs Appraisal Group
1641 E Osbom Rd, Ste 8
Phoenix, AZ 85016

Michael Wright

Supplemental Addendum

File No. JAG#24112202

Client	Hilton Financial Corp
Property Address	3141 E Ocotillo Rd
City	San Tan Valley
Owner	Kleen Express LLC

• GP Land: Market Area - Comments

The subject property is located in an unincorporated county island near the town of Queen Creek. The town is located partially in Maricopa County and partially in Pinal county. The current population is 50,890, an increase of 93% from the 2010 Census count (26,361). The area is in transition from rural, agricultural usage to suburban, residential usage. That transition has been rapid during the past 15 years.

Market area boundaries are defined as the Gila River Indian Reservation to the west and south, AZ Route 202 to the north, and Ironwood Road to the east. The area is within reasonable proximity to employment centers, shopping, schools, and neighborhood support facilities and amenities. Employment factors have been historically stable. No adverse factors affecting market ability noted. Other uses in the Present Land Use % include agricultural lands.

In the prior 12 months, the United States was facing a pandemic known as Covid -19. Social distancing, work and business closures, etc. were implemented in March of 2020. Due to the noted measures and concerns over public interaction, some businesses and industries were disrupted causing higher than normal unemployment. Although most new unemployment was assumed to be temporary, several financial relieve packages were made available from the federal government as well as a moratorium on rental and mortgage foreclosure. There were some uncertainties associated with the future of real estate at that time and the market climate. The market had been experiencing strong and consistent appreciation prior to the institution of the pandemic measures. Market activity slowed for a period and new listings decreased causing a decrease in unsold inventory and subsequent price increases due to decreased supply to support demand.

CoStar analytics in the southeast valley shows an increase in the median sales price per acre for commercial lot sales of 14% from 2023 (\$509,987) to the 2024 to date (\$581,887), a rate of appreciation of @0.64% monthly.

Period	# of Transactions	Sales Volume	Average Sale Price	Land Acres	Average Acres	Median Price Per Acre
Search	123	\$449,651,316	\$3,655,702	1,187.0	9.0	\$646,500
2024 YTD	48	\$159,386,293	\$3,320,548	390.2	8.1	\$581,887
2023	75	\$290,265,023	\$3,870,200	857.3	11.4	\$509,987

• GP Land: Summary of Sales Comparison Approach

Comp Selection: Two additional comparable sales have been included to further support the value estimate.

Methodology: The unit of measure is the sales price per square foot. All adjustments are applied as percentile adjustments to each comparable sale's sales price per square foot (ex. +2 means +2 percent of that sale's sales price per square foot). All adjustments are added or subtracted from each comparable's sales price per square foot to render an adjusted sales price per square foot. Those adjusted sales prices per square foot are then reconciled in the reconciliation notes below to render a final value for the subject.

Market Adjustments: All adjustments are applied as percentile adjustments to each comparable sales' sales price per acre.

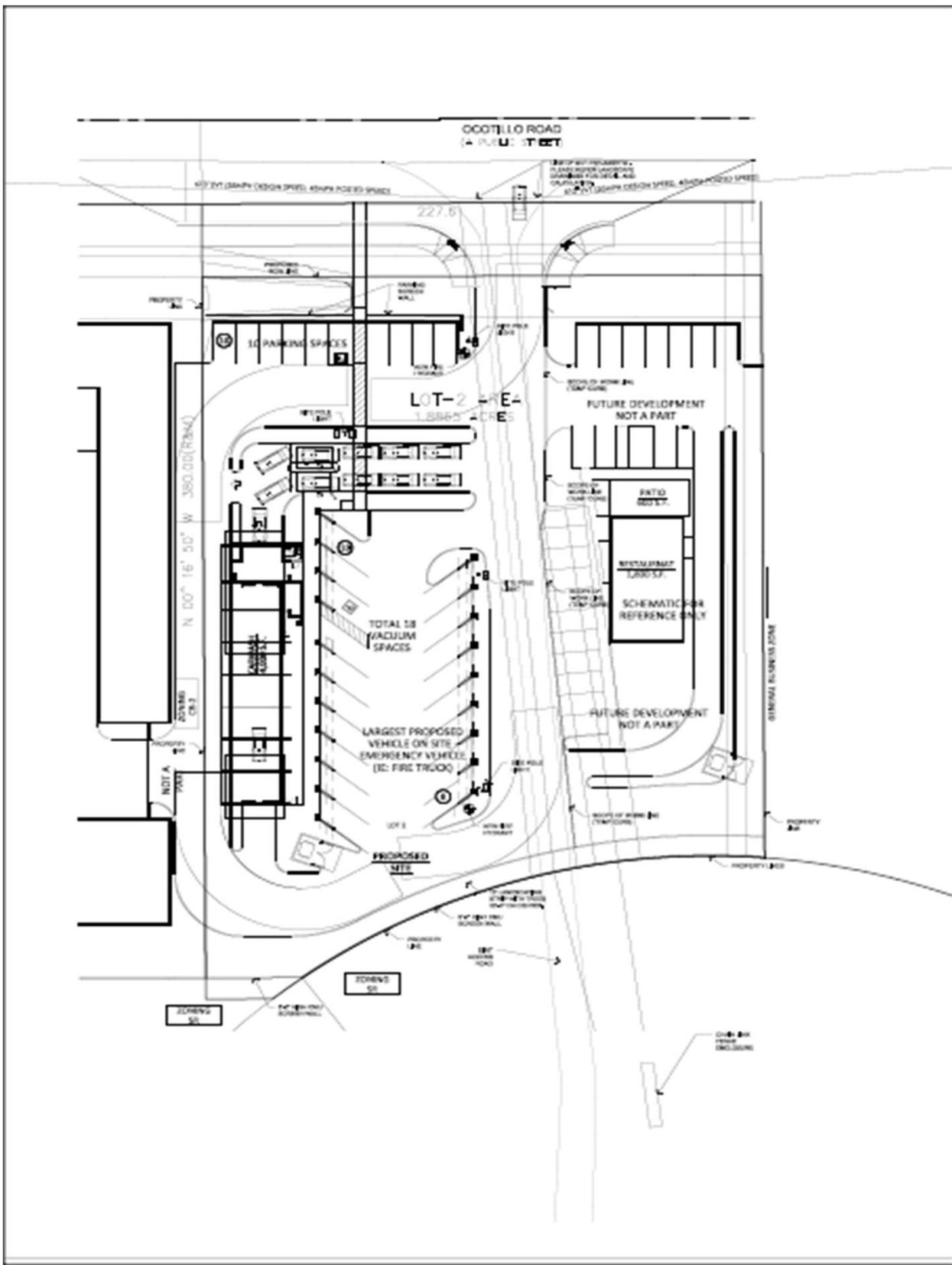
- Date of Sale/Time adjustments were applied based upon average monthly depreciation or appreciation for similar homes in the market area (see attached Market Conditions notes above);
- Location adjustments were applied at 10% for properties located on established PAD lots;
- Adjustments for site area were applied based upon the percentile differentials between the comparables and the subject;
- An adjustment for an irregular-shaped lot was applied at 2%;
- Adjustments for traffic volume were applied based upon the percentile differentials between the comparables and the subject;
- Adjustments for CB-1 zoning, a less intensive zoning district, were applied at 15%.

Reconciliation: The adjusted comparables indicate a range of value per acre for the subject between \$512,500.00 and \$1,292,307.69 with a mean of \$870,201.44 and a median of \$698,214.28. The comparables were weighted based upon their similarity to the subject as indicated by the amounts of their gross adjustments:

COMP	ADJUSTED #	VALUE	WEIGHT	WEIGHTED VALUE	
1	\$698,214.28	X	0.14487	=	\$101,013.64
2	\$1,153,571.43	X	0.19634	=	\$228,496.42
3	\$512,500.00	X	0.15151	=	\$77,648.50
4	\$1,292,307.69	X	0.37003	=	\$478,195.53
5	\$694,713.78	X	0.13744	=	\$95,481.85
Indicated	for Subject				\$978,835.95

\$1,762,000.00

The weighted comparables indicate a value per acre for the subject of \$978,835.95, or \$1,762,000 total site value rounded.



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

Web Page
www.carwashbrokers.com
www.abibiz.com



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



Roger A. Pencek – Owner, Founder, Pres. **Car Wash Broker / Expert Witness / Consultant**

Recognized in Federal and Civil court system as accomplished Real Estate Broker, Expert Witness, testimony / opine and loan workouts for ONLY car wash related cases, including Standard of Care for over 20 court proceedings of which all engagements prevailed. Every case is evaluated, selected based on 'no conflict of interest', integrity and merit of the complaint, before mutual decision is commenced under separate cover.

He molded his early Merger and Acquisitions career in management capacity at General Motors Corporation and International Harvester; specializing in M&A throughout the USA and Canada buying and selling manufacturing companies. Has been Real Estate licensed in as many of 14 states as a Broker, selling, marketing and consulting in the Car Wash Business since 1985. Founded and owns ABI L.L.C. (Acquisitions, Businesses & Investments L.L.C.) which specializes in the sale of businesses in the \$900K - \$25M. Additionally, for the last 40+ years, has gained the reputation of "Car Wash Broker", specializing in 800+ confirmed car wash closings in the Pacific Southwest (AZ, CA, WA, GA, IL, CO, NV, FL, and TX.) and Europe. Currently, a revered public speaker, seminars, consultant, pod cast guest and pro bono author's articles for Car Wash Associations and magazines. Simultaneously, in 1985 to his credit, founded 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.

CWB Inc., Mission Statement: CWB Inc., national network of licensed agents marketing existing car washes to the public and PE's, in ethical / professional manner, recognized as experts in the car wash space.

Education: Western Illinois University 1974 BS Business degree / law minor, MBA

Expert witness & Consultant Fees: Retainer, hourly fees, engagement agreement upon request; mutually agreed contractually under separate cover.

www.carwashbrokers.com

www.abibiz.com

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Corporate Office:

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Acquisitions, Businesses & Investments, L.L.C

(aka) Car Wash Brokers, Inc.

11408 N. Blackheath Rd, Scottsdale, Az 85254



**John P. Mitchell – Consultant, Loan Workout Specialist
Vice President / Associate Broker**

Tenured workout professional and Arizona real estate broker with more than 35 years of experience in all aspects of commercial real estate

Prior to joining Acquisitions, Businesses & Investments / Car Wash Brokers, Inc., John Mitchell was a founding principal of Resolute and a nationally recognized specialist in receivership, restructuring, and distressed asset management. With over three decades of experience, he has built a reputation for delivering clarity, stability, and strategic direction in complex financial and operational crises. Mr. Mitchell's expertise spans asset recovery and disposition, forensic investigation, operational turnaround, and oversight of large-scale insolvency matters.

Throughout his career, he has been entrusted as a court-appointed fiduciary for nearly \$1.5 billion in assets and has directed approximately 350 matters in State and Federal Courts. His work has involved operating companies across diverse industries, fraud and Ponzi scheme investigations, and the management of multi-layered bankruptcies.

Prior to co-founding Resolute, Mr. Mitchell served as Regional Managing Director at Douglas Wilson Companies, where he led the firm's receivership and restructuring engagements. He also served as Senior Asset Manager for U-Haul International, responsible for comprehensive management of the company's loan and REO portfolios.

Mr. Mitchell holds a Bachelor of Science in Finance from the University of Arizona. He is an active member of the Turnaround Management Association and a former treasurer of both the California Receiver's Forum and the California Bankruptcy Forum. Mr. Mitchell holds a Bachelor of Science in Finance and Real Estate from the University of Arizona and is a U.S. Army Veteran. He is a member of the Turnaround Management Association and a past treasurer of both the California Receiver's Forum and the California Bankruptcy Forum. Credentials and references upon request.

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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 agreed — and
Acquisitions, Businesses & Investments, LLC (ABI) and its duly authorized agent and Roger A. Pencek.
(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.
9. Recipient and Recipient's Broker agree not to circumvent, go around, or otherwise exclude Seller's Broker, ABI / CWB in any discussions direct with Owner / Seller regarding the potential acquisition of the Property mentioned herein.

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.


ABI / CWB Authorized Broker, Roger Pencek

Potential Buyer:
Email
Phone/Fax:

Please authorize and scan back

2/13/2026

Date

2/13/2026
Date

Potential Buyer:
Email
Phone/Fax:

ADD BUYER

Date

Name of Business	Address	Payment	Sale Price	Terms
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Land for Express Wash 3141 E Ocotillo Rd., San Tan Valley, AZ cash \$1.3M LAND lot 1.80+ acre



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

Roger A. Pencek, MBA, President, Broker, Consultant
602-787-1100

roger@carwashbrokers.com

(TX lic # 470334) (Pencek Brokers Lic # 510045)

AZ BL# BR007602000

CA BL#B01125386

GA BR#285185

When buying or selling
is your #1 Priority,
nobody beats CWB.
Don't settle for
anything less!



WA #603494331

CO BR Lic # IR100094671

CWB

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

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(aka) Acquisitions, Business, & Inv. LLC
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