



# RINSE MY RIDE CAR WASH

3510 W CACTUS RD | PHOENIX, AZ 85029

**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES





## EXCLUSIVELY LISTED BY



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**±3,330 SF**

GLA



**2021**

Year Built



**±56,500**

Vehicles Per Day  
(35th Ave &  
Cactus Rd)



**±0.73 AC**

Lot Size

## PROPERTY OVERVIEW

- **PURCHASE OPTION IN LEASE** – The lease provides the tenant an option to purchase both the real estate and equipment for \$812,000, which is a fraction of the replacement cost. This purchase option provides a clear path to long-term control of the asset and ownership upside for the operations.
- **BILLBOARD INCOME** – Income producing OutFront electronic billboard located on-site, and recently installed. It offers passive, supplementary revenue with no management, and includes a 25% Percentage Rent Bonus clause.
- **HIGH TRAFFIC COUNTS** – Strategically positioned at a busy, signalized intersection with ±56,500 VPD along 35th Ave and Cactus Rd, driving consistent visibility and customer flow for the area.
- **STRONG DEMOGRAPHICS** – Densely populated trade area with ±168,315 residents within a 30Mie radius and over ±434,000 within 5 miles, offering a large and stable customer base for continued growth.
- **NEWER CONSTRUCTION** – Built in 2021, the property features a 110 foot car wash tunnel and sleek, contemporary architecture, minimizing near term capital expenditures.





# FACILITY SUMMARY



**\$488,000**

LIST PRICE TO ACQUIRE  
THE BUSINESS



**\$812,000**

REAL ESTATE OPTION  
TO PURCHASE (IN THE  
LEASE)

## PROPERTY OVERVIEW

Address	3510 W Cactus Rd, Phoenix, AZ 85029
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

## ELECTRONIC BILLBOARD RENT SCHEDULE

	MONTHLY RENT	ANNUAL RENT
1/1/2025 - 12/31/2034	\$600.00	\$7,200.00*

\*Percentage Rent Bonus is 25% of Annual Net Revenue that Exceeds Minimum Base Rent. Current YTD Revenue is \$32,000.







**SUBJECT  
PROPERTY**

**W CACTUS RD ± 31,900 VPD**



**MOON VALLEY HIGH  
1,422 STUDENTS**

**N 35TH AVE ± 24,600 VPD**



**Public  
Storage**



**MOUNTAIN VIEW SCHOOL  
1,422 STUDENTS**



**METROCENTER  
DEVELOPMENT**





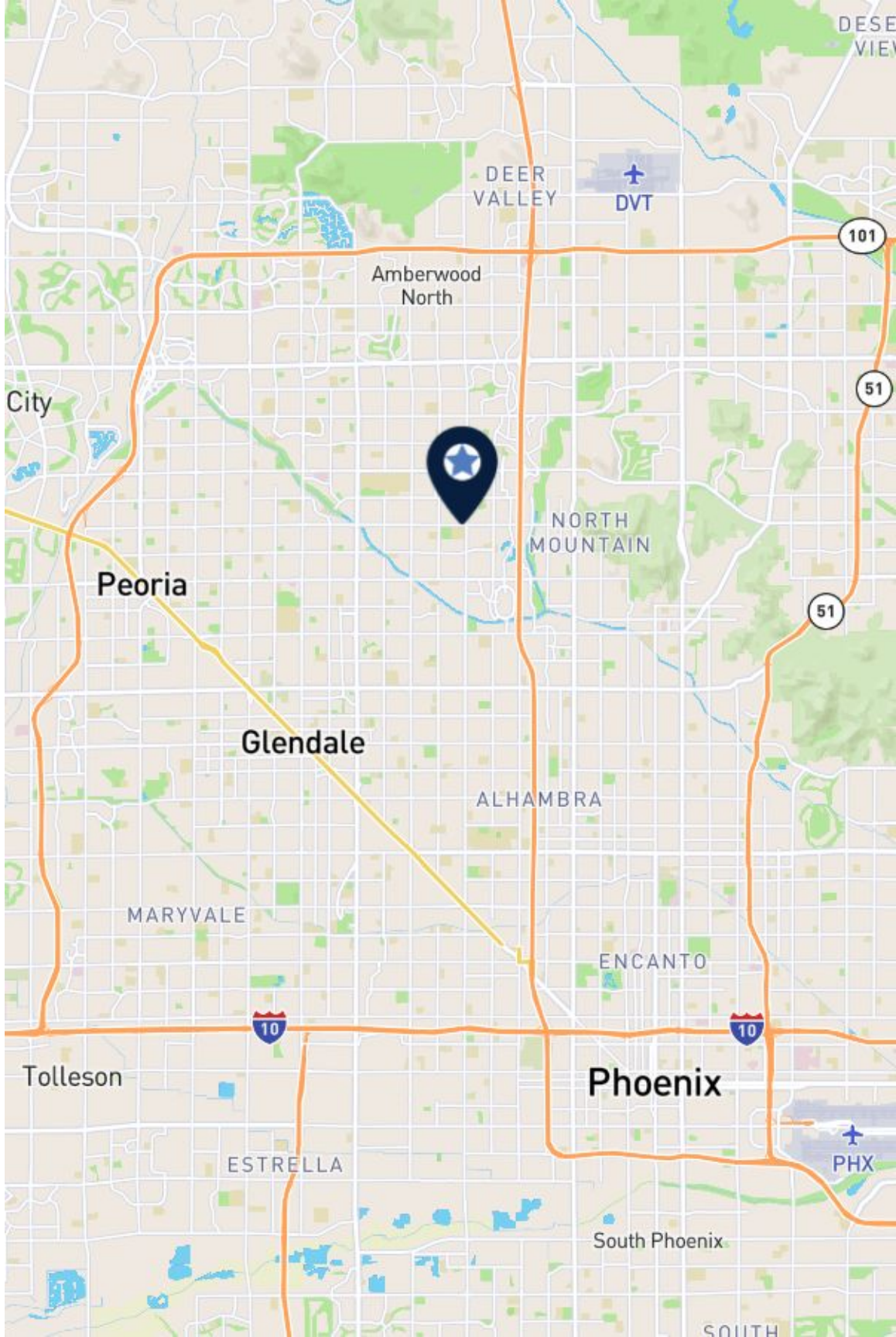
# MARKET OVERVIEW

Phoenix, Arizona, is the fifth-largest city in the U.S. and serves as the economic and cultural center of the Southwest. Known for its year-round warm weather and desert landscape, the city has experienced steady population growth, attracting businesses and residents alike. Its economy is driven by industries such as technology, healthcare, manufacturing, and tourism. Major companies and startups continue to invest in Phoenix, benefiting from its business-friendly environment and expanding workforce. The city also has a strong real estate market, with ongoing development in both residential and commercial sectors.

Phoenix offers a wide range of activities for residents and visitors. Outdoor enthusiasts can explore Camelback Mountain, Papago Park, and the Desert Botanical Garden, while golf courses and hiking trails provide recreation year-round. The city has a thriving arts and culture scene, with museums, theaters, and music venues throughout downtown. Sports fans can watch professional teams in basketball, football, baseball, and hockey. Phoenix is also known for its diverse food scene, featuring Southwestern, Mexican, and international cuisine. Annual events like the Arizona State Fair and the Phoenix Open golf tournament bring entertainment and tourism to the city.

DEMOGRAPHICS			
POPULATION	3-MILE	5-MILE	10-MILE
Current Year Estimate	168,315	434,040	1,418,419
HOUSEHOLDS	3-MILE	5-MILE	10-MILE
Current Year Estimate	61,665	162,761	534,693
INCOME	3-MILE	5-MILE	10-MILE

Average Household Income	\$72,707	\$78,640	\$87,211
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# PHOENIX, AZ TOURISM

Phoenix, Arizona, is a location known for its weather, landscape, and attractions. The city has outdoor activities, businesses, and historical sites. Many people visit for recreation, events, and cultural experiences. The area includes Camelback Mountain, the Desert Botanical Garden, and Papago Park. Golf courses are present, and sports teams such as the Phoenix Suns and Arizona Diamondbacks have games in the city. Museums, including the Heard Museum and the Phoenix Art Museum, contain Native American and contemporary works. The city has hotels, restaurants, and shopping areas. Visitors come for entertainment, conferences, and seasonal events.

Phoenix is also near natural areas such as the Grand Canyon, Sedona, and the Sonoran Desert. People visit for sightseeing, tours, and outdoor trips. Activities include viewing wildlife, taking hot air balloon rides, and driving through the region. The area has dining options that feature Southwestern food, farm-sourced meals, and Mexican cuisine. Phoenix has roads, an airport, and public transportation to accommodate travelers. The city hosts festivals, markets, and performances throughout the year. Visitors can find locations for business, leisure, and recreation. The area includes parks, trails, and event spaces for various interests.

**46.7 MILLION**  
ANNUAL  
VISITORS

**12.9 BILLION**  
DIRECT SPENDING  
FROM TOURISM







**#5 LARGEST CITY  
IN THE U.S.**  
*-WORLD POPULATION, 2024*



**POPULATION OF  
1.65 MILLION**  
*-U.S. CENSUS*



**11.2 % POPULATION GROWTH  
IN THE PAST DECADE**  
*-CITY OF PHOENIX, 2023*

## PHOENIX ECONOMY

Phoenix, Arizona, has an economy with multiple industries, businesses, and employment sectors. The city includes finance, healthcare, manufacturing, and technology companies. Retail, construction, and tourism contribute to economic activity. Government agencies, education institutions, and transportation systems support jobs and services. The city has office buildings, industrial parks, and commercial centers. Companies operate in various fields, and new businesses open in different areas. Employment opportunities exist in trade, real estate, and professional services. The airport, highways, and rail lines connect the city to other markets.

Phoenix has a workforce with jobs in public and private sectors. Schools, training programs, and universities provide education and skill development. The housing market includes residential areas, rental properties, and real estate investments. Business districts, warehouses, and service centers are part of economic growth. Local and international companies expand operations in the area. Investments, business incentives, and development projects affect industries. The economy includes small businesses, large corporations, and startups. Economic activity is influenced by market trends, policies, and population growth.



# CONFIDENTIALITY AGREEMENT & DISCLAIMER

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 Real Estate Investment Services™. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services™. 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.

Matthews Real Estate Investment Service™. is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity's name or logo, including any commercial tenant's name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews Real Estate Investment Services™., the property, or the seller by such entity.

Owner and Matthews Real Estate Investment Services™. 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 Real Estate Investment Services™. 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.

**Net Lease Disclaimer** – There are many different types of leases, including gross, net, single net ("N"), double net ("NN"), and triple net ("NNN") leases. The distinctions between different types of leases or within the same type of leases, such as "Bondable NNN," "Absolute NNN," "True NNN," or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant's respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers' particular needs.



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3510 W Cactus Rd | Phoenix, AZ 85029

## OFFERING MEMORANDUM

FOCUSED ON ARIZONA RETAIL INVESTMENT SALES

### LEAD LISTING AGENTS

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