

# WHIP WASH PORTFOLIO

Huntsville, AL 35811

Business &  
Real Estate Sale

Offering Memorandum



1021 Jeff Rd NW



1898 Winchester Rd NE

**MATTHEWS**™



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- 01 WINCHESTER RD OVERVIEW
- 02 JEFF RD OVERVIEW
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# INVESTMENT HIGHLIGHTS

## Property Highlights

- **2-Unit Portfolio Owner/User Opportunity** – Opportunity to acquire the building, business and underlying real estate for two established car washes in Huntsville, AL.
- **New IBA Systems | Significant Cap-Ex Improvements** – Both sites are subject to new Istobal Equipment, allowing a new owner/operator to take over a turnkey operation. Additionally, a majority of equipment has been installed in the past 2 years.
- **Strong Financial Performance | 35.56% YoY Revenue Growth** – Both washes have proven an established local track record, resulting in strong profit margins and high overall profitability. Revenue has increased over 35% from 2024 to 2025.
- **Limited Direct Competition | Ability To Incorporate Unlimited Memberships** – The surrounding area shows minimal saturation of similar car wash services, and any nearby new entrants are not expected to significantly impact customer retention due to the site's proven service quality, trusted reputation, and local brand recognition. New Operator has the opportunity to incorporate unlimited membership plans.
- **Well Kept Facilities** – Current ownership is local to the subject assets and has done an excellent job maintaining the condition of the properties. The next owner will enjoy a highly reduced level of expected deferred maintenance.
- **Special Tax Advantage** – Under IRS Code Sections 179 & 168 (k), these types of properties can qualify for business expense deductions up to 40 percent of the cost in the first year. Some car washes even qualify for “bonus depreciation” for personal property acquisitions in addition.

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**\$1,900,000**  
Portfolio List Price

1898 Winchester Rd NE



# PROPERTY OVERVIEW

**Whip Wash**

1021 Jeff Rd NW | Huntsville, AL 35806







 **Legacy Elementary**  
±594 Students

 **Monrovia Middle**  
±988 Students

**Publix**  
**Walmart**  
Neighborhood Market  
**DOLLAR GENERAL** 

 **Hermitage Place**  
Neighborhood

 **Subject Property**

 **Monrovia Elementary**  
±581 Students

**DOLLAR GENERAL**



 **Retreat at Abbington**  
Neighborhood

 **Bishop Farms**  
Neighborhood

 **FLOOR DECOR & Staples**

**HOBBY LOBBY**  
**SPROUTS FARMERS MARKET**  
**Academy SPORTS+OUTDOORS**

**COSTCO WHOLESALE**

**LOWE'S**  
*Michael's*  
*Marshalls*

**Kroger**   
**POPEYES**

 **MAA Providence Main**  
±392 Units

**ROSS DRESS FOR LESS**   
**petco**  **target**  
**Publix**  **ULTA**

**72** ±47,100 VPD

 **KOHL'S**  
**TJ-maxx**  
**OUTBACK STEAKHOUSE** 

 **Moderne at Providence**  
±300 Units

Google Earth

# PROPERTY OVERVIEW

**Whip Wash**

1898 Winchester Rd NE | Huntsville, AL 35811



**1898 Winchester Rd NE**  
Huntsville, AL 35811

## **Self-Serve/IBA**

Wash Type

## **Touchless & Soft Touch**

IBA Services

## **Istobal USA Corp**

IBA Equipment (Installed 2025)

**4/4**

Vacuums/Self-Serve Bays

**±0.80 AC**

Lot Size

**±24,400**

Vehicles Per Day





NE



The Winchester  
±264 Units



Winchester Rd NE ± 24,400 VPD

Subject Property



# MARKET OVERVIEW

Whip Wash Portfolio  
Huntsville, AL 35811



# HUNTSVILLE, AL

## Market Demographics



**218,814**  
Total Population

**\$70,778**  
Median HH Income

**92,000**  
# of Households

**50%**  
% Bachelor's Degree

**38.4**  
Median Age

**\$265,000**  
Median Property Value

## Local Market Overview

Huntsville, Alabama, often hailed as "Rocket City," is a unique blend of Southern charm and high-tech sophistication, nestled in the Appalachian region of northern Alabama. Its roots stretch back to 1805, predating Alabama's statehood, and it has since evolved from a quiet cotton town to a bustling metropolis that plays a pivotal role in the fields of aerospace and technology. The city's dramatic transformation began in the mid-20th century, largely due to its selection as the site for the U.S. Army's rocket and missile programs.

The heart of Huntsville's modern identity is the U.S. Space & Rocket Center, a Smithsonian Affiliate and the earth's largest space museum. This iconic facility not only serves as an educational cornerstone, offering visitors a glimpse into the past, present, and future of space exploration, but it is also home to Space Camp, where aspiring astronauts of all ages come to learn and dream. The city's commitment to space and science is mirrored in the high concentration of engineers and PhD holders residing here, contributing to its reputation as a smart city where innovation thrives.

## Property Demographics

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	3,043	23,751	48,105
Current Year Estimate	2,885	21,517	43,162
2020 Census	2,910	19,674	37,863
Growth Current Year-Five-Year	5.48%	10.38%	11.45%
Growth 2020-Current Year	-0.87%	9.37%	14.00%
Households	1-Mile	3-Mile	5-Mile
Five-Year Projection	1,189	9,483	17,954
Current Year Estimate	1,117	8,486	15,820
2020 Census	1,114	7,560	13,709
Growth Current Year-Five-Year	6.44%	11.75%	13.49%
Growth 2020-Current Year	0.26%	12.25%	15.40%
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$170,483	\$160,752	\$145,206

## New Development: Mazda Toyota Manufacturing Plant

A notable new development that underscores Huntsville, Alabama's dynamic growth trajectory is the construction of the Mazda Toyota Manufacturing plant, a joint venture that marks a significant expansion in the automotive industry within the region. This sprawling facility, situated in the western part of Huntsville, is poised to significantly boost the local economy by providing up to 4,000 jobs and producing up to 300,000 vehicles annually once it reaches full production capacity. The establishment of this plant not only diversifies Huntsville's industrial base beyond its traditional aerospace and defense sectors but also signals the city's growing appeal to international investors and its capacity to support large-scale manufacturing operations. This development is expected to have a ripple effect on the local economy, spurring growth in ancillary industries, including auto parts suppliers, and enhancing the overall economic vitality of the region. It exemplifies Huntsville's forward-looking economic development strategy and its readiness to embrace the future of manufacturing and technology.



## Economic Development

The economic development of Huntsville, Alabama, has been characterized by strategic diversification and proactive investment in industries of the future. In recent years, Huntsville has emerged as a magnet for investment, attracting a plethora of companies within the aerospace, defense, and technology sectors, further solidifying its status as a key hub for innovation in the United States. The city has successfully leveraged its historical ties to space exploration and missile defense to build an economy that's not just reliant on government contracts but is also increasingly home to startups and established firms in cyber security, biotechnology, and software development. Huntsville's economic strategy has been inclusive, focusing on creating a highly skilled workforce through its educational institutions and training programs, which in turn has contributed to its low unemployment rates and high job growth.

The expansion of the FBI's presence at the Redstone Arsenal and the construction of new facilities by blue-chip companies like Facebook and Toyota have also signaled strong confidence in Huntsville's economic future. This diverse economic base not only enhances the city's resilience against economic downturns but also positions it as a model for other cities aiming for sustainable growth in the 21st ce

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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.

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