

**CENTRAL GARAGE CAR WASH**  
Self Serve & Touchless Automatic Car Wash  
4861 Richmond-Tappahannock Hwy, Aylett, VA 23009

**Owner-User  
Investment Opportunity**  
Offering Memorandum



**MATTHEWS™**

# EXCLUSIVELY LISTED BY

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# PROPERTY OVERVIEW

## Central Garage Car Wash

4861 Richmond-Tappahannock Hwy, Aylett, VA 23009



# INVESTMENT HIGHLIGHTS

## Property Highlights

- **Prime High-Traffic Location** – Ideally positioned along US Route 360 (Richmond Tappahannock Highway), the property benefits from strong daily traffic counts and strategic positioning along one of the region’s primary commercial corridors connecting the Richmond MSA to Virginia’s Northern Neck. Located in the heart of the Aylett / Central Garage trade area, the site is well positioned to capture both commuter and local consumer traffic.
- **Corner Lot with Excess Land & Future Expansion Potential** – The property is situated on a large corner parcel with ownership extending beyond the existing car wash improvements, including additional surrounding land area that may provide future upside through expanded operations, additional amenities, redevelopment potential, or other value-add improvements as the surrounding trade area continues to grow.
- **Strong Retail Presence & Demand Drivers** – The property is surrounded by a strong concentration of national and regional retailers including Bojangles, Food Lion, Dollar General, Wawa, 7-Eleven, Burger King, Advance Auto Parts, and Central Crossing Shopping Center. Additional area demand drivers include King William High School, King William County Recreational Park, and surrounding residential neighborhoods that support steady consumer traffic.
- **Growing Market & New Development** – The area continues to experience residential and commercial growth, highlighted by a new Wawa opening approximately 0.4 miles away in February 2026, The Orchards at Central Garage, a planned 800-unit multifamily development located within one mile of the property, and the Central Crossing residential community by Mungo Homes currently under construction directly behind the car wash. These projects are expected to further increase traffic, residential density, and long-term demand throughout the trade area
- **Strong Operating Performance** – The property has demonstrated consistent year-over-year revenue growth driven by increasing local demand, repeat customer traffic, and ongoing area development. The asset offers stable in-place cash flow with additional upside potential as the market continues to expand.
- **Limited Competition** – The property benefits from minimal direct competition, with the nearest express car wash located approximately 14 miles away and the nearest self-service competitor more than 20 miles away, allowing the site to capture a broad regional customer base.
- **Potential Tax Benefits** – Car wash investments may qualify for bonus and accelerated depreciation benefits, potentially enhancing after-tax returns. Investors should consult their tax advisor regarding eligibility and treatment.





 **King William Place**  
±84 Units

**New Construction**  
 **The Orchards at Central Garage**  
New Homes Open on July 5th | Over 600 Homes



**Central Crossing**



**verizon**



**Subject Property**

 **King William High School**  
±685 Students



**Richmond Tappahannock Hwy ± 18,400 VPD**

**King William Rd**

# FINANCIAL OVERVIEW

## Central Garage Car Wash

4861 Richmond-Tappahannock Hwy, Aylett, VA 23009



# FINANCIAL SUMMARY

**\$1,200,000**

List Price

**±18,000 VPD**

Traffic Count

**±1.2 AC**

Lot Size

## Property Details

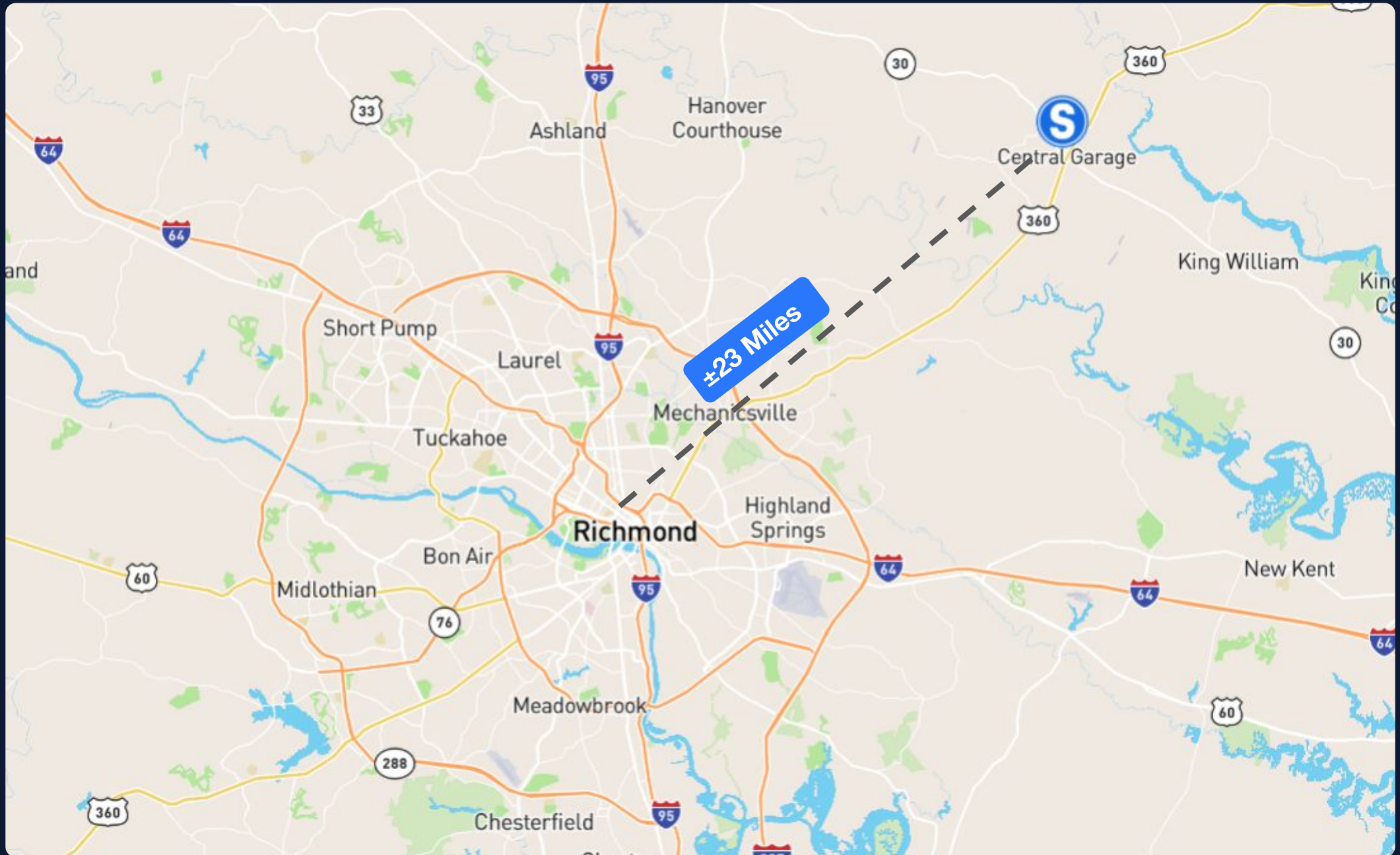
Sale Type	Business & Retail
Car Wash Type	Self Serve & Touchless Automatic
Bay Automatic	1
IBA Equipment	2019 Wash World Razor
WashWorld Razor	5 Self Serve Bays
Self Serve Equipment	2025 Gin San
Pay Stations	Hamilton
Vacuums	6
Lot Size	±1.2 Acres
Traffic Count	±18,000 VPD
Hours of Operation	Monday - Sunday, 24 Hours



# MARKET OVERVIEW

## Central Garage Car Wash

4861 Richmond-Tappahannock Hwy, Aylett, VA 23009



# AYLETT, VA



## Market Demographics

**71%**  
Employment Rate

**37**  
Median Age

## Local Market Overview

The Aylett, VA housing market remains stable and continues to attract buyers looking for more space, larger lots, and greater affordability compared to many Richmond-area suburbs. Located in King William County, Aylett appeals to commuters, move-up buyers, retirees, and those seeking a quieter, more rural lifestyle while still maintaining reasonable access to Richmond and surrounding employment centers. Demand has remained steady, particularly for updated homes, newer construction, and properties with acreage.

The retail market in Aylett, VA remains relatively small and community-focused, serving primarily local residents and nearby rural areas within King William County. Retail development in the area is centered around convenience-oriented businesses such as grocery stores, pharmacies, restaurants, gas stations, and essential service providers rather than large-scale commercial shopping destinations. The market benefits from steady local traffic and continued residential growth as more buyers move outward from the Richmond metro area in search of affordability and larger properties.

## Property Demographics

Population	3-Mile	5-Mile	10-Mile
Five-Year Projection	6,973	9,390	20,750
Current Year Estimate	6,626	8,934	19,984
2020 Census	5,803	7,952	18,531
Growth Current Year-Five-Year	5.23%	5.10%	3.83%
Growth 2020-Current Year	14.18%	12.35%	7.84%
Households	3-Mile	5-Mile	10-Mile
Five-Year Projection	2,737	3,689	8,128
Current Year Estimate	2,614	3,529	7,872
2020 Census	2,216	3,038	7,162
Growth Current Year-Five-Year	4.68%	4.54%	3.26%
Growth 2020-Current Year	18.00%	16.13%	9.91%
Income	3-Mile	5-Mile	10-Mile
Average Household Income	\$117,624	\$115,885	\$122,849

# RICHMOND, VA MSA



## Market Demographics

**226,610**

Total Population

**\$63,390**

Median HH Income

**117,511**

# of Households

**66.8%**

Employment Rate

**35.2**

Median Age

### Local Market Overview

Richmond, Virginia is a dynamic regional hub in Central Virginia, known for its diversified economy, historic character, and growing population. As the state capital, the city benefits from strong employment anchors in government, healthcare, finance, education, and logistics, supported by institutions such as Virginia Commonwealth University and a growing professional services sector. Its affordability relative to Northern Virginia and proximity to Washington, D.C., continue to attract residents and businesses.

Real estate fundamentals in Richmond remain solid, driven by steady population growth and demand across multifamily, industrial, and healthcare sectors. Industrial and logistics assets benefit from the city's strategic location along I-95 and access to the Port of Virginia, while residential demand is supported by in-migration and job growth. Overall, Richmond offers long-term stability and attractive growth potential within the Mid-Atlantic region.

### Economy

Richmond, Virginia anchors a diverse and steadily expanding regional economy driven by finance, government, healthcare, logistics, and advanced manufacturing. As the state capital, it benefits from a significant public-sector presence, complemented by a strong private sector that includes major financial institutions, insurance firms, and a growing technology base.

The city's strategic location along the I-95 corridor and proximity to the Port of Virginia support a robust distribution and supply chain network. Richmond is also home to several Fortune 500 and Fortune 1000 companies, reinforcing its role as a corporate hub within the Mid-Atlantic. Continued population growth, a well-educated workforce, and ongoing investment in infrastructure and downtown development contribute to long-term economic stability and position the region for sustained growth.

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This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **4861 Richmond-Tappahannock Hwy, Aylett, VA, 23009** ("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™. The material and information in the Offering Memorandum is unverified. Matthews™. 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.

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Owner and Matthews™. 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™. 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.

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