

ULTRA CAR WASH WATERVILLE

1060 Pray Blvd Waterville, OH 43566

Car Wash
Investment Opportunity

Offering Memorandum



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PROPERTY OVERVIEW

Ultra Car Wash Waterville
1060 Pray Blvd Waterville, OH 43566



INVESTMENT HIGHLIGHTS

Tunnel Logic Controls with AVW & Hydrflex Systems and 85' Conveyor.

Car Counts | 2024 – 65,000 | 2025 – 70,000

\$4,600,000

List Price

±4,560 SF

GLA

±1.16 AC

Lot Size

2020

Year Built

Property Highlights

- **Limited Competition** – AW Auto Spa is the only car wash within a 10-mile radius, creating a significant competitive advantage and strong built-in demand. With minimal competition in the surrounding market, the site is well-positioned to continue growing both membership counts and overall wash volume without concern of nearby operators impacting performance.
- **Growing Area** – The area surrounding AW Auto Spa has continued to experience substantial growth, with several recent developments including AutoZone, StoryPoint Waterville, and Kroger. These additions are expected to further increase traffic flow, population density, and overall consumer activity within the trade area.
- **Robust Membership Base** – With over 1,500 active members, the site demonstrates strong community support and a recurring revenue foundation. Membership programs continue to be one of the most important drivers of profitability and operational stability in today's car wash industry. Membership revenue in 2026 alone is already up more than 50%, highlighting both the momentum of the business and the long-term upside potential of the site.





The Shops At Fallen Timbers

MEN'S WEARHOUSE®

 P.F. CHANG'S VICTORIA'S SECRET

INTERSTATE 475

± 69,000 VPD

23

Fallen Timbers Fairways
Golf Course



StoryPoint Waterville
±168 Units

Steedman Apartments
±252 Units

The Colony at Waterville Landing
Apartments



AUTO SPA
Subject Property

New Development
meijer

Waterville-Swanton Rd ± 10,000 VPD



23

Neapolis Waterville

FAQ'S

- 1. What equipment and operating systems are being used?**
Tunnel Logic Control System, AVW equipment, Hydrflex chemical system, and 85' belt conveyor.
- 2. When was the equipment installed and what recent improvements were made?**
Installed in 2021. Recent upgrades include Washify POS integration, \$50K belt repair, and RO/chemical system repairs.
- 3. What equipment updates may be needed in the next 2 years?**
The tunnel controller is no longer supported and may need replacement.
- 4. What opportunities exist to add value?**
Upgrading to a more advanced POS and marketing system is the biggest opportunity.
- 5. What are the car counts for the past 3 years?**
2023: 63,862 | 2024: 65,000 | 2025: 70,000
- 6. How many employees are there and what are their wages?**
7 employees earning \$15–\$24/hour.
- 7. Is there a manager in place and what is their salary?**
Yes. Manager earns \$70K; shared GM earns \$75K across both sites.
- 8. Will management stay after the sale?**
Yes.
- 9. How many monthly members are active?**
1,528 active memberships.
- 10. Are there any new competitors in the market?**
No.
- 11. Are there any notable new developments nearby?**
A new large Dollar Tree opened on 04/30/2026.
- 12. What makes the wash unique?**
Strong community support and memberships up 50% year-over-year.

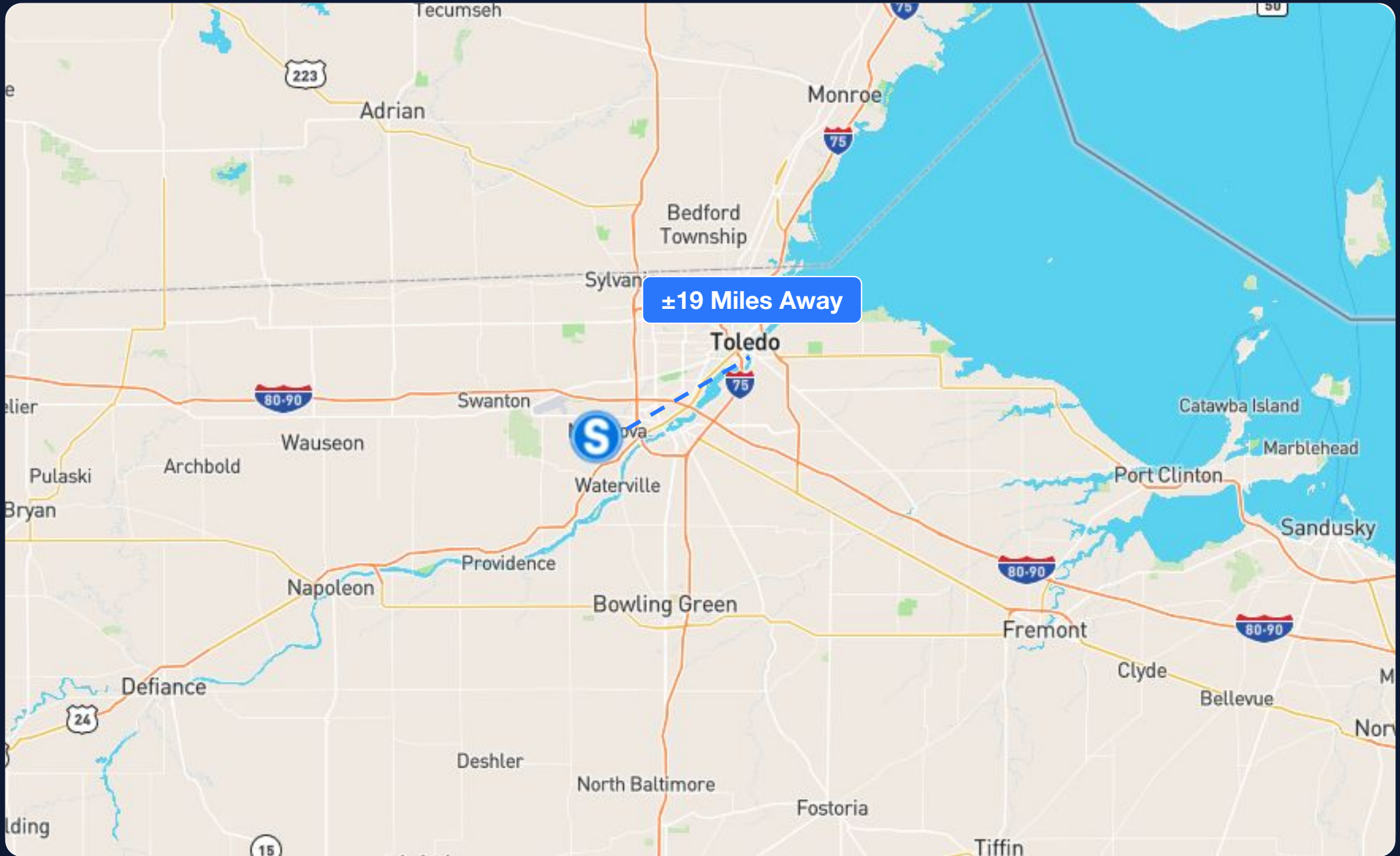


PROPERTY PHOTOS



MARKET OVERVIEW

Ultra Car Wash Waterville
1060 Pray Blvd Waterville, OH 43566



WATERVILLE, OH

Local Market Overview

Waterville, Ohio is an affluent suburban community located within the Toledo metropolitan area along the Maumee River in northwest Ohio. The city has experienced steady residential growth driven by strong school systems, executive housing developments, and convenient regional accessibility. Positioned near U.S. Route 24 and Interstate 475, Waterville offers direct connectivity to Toledo’s employment base while maintaining a distinct small-town character attractive to families and professionals. Higher-than-average household incomes, elevated homeownership levels, and continued residential investment support long-term stability and consumer spending throughout the area.

The broader northwest Ohio region benefits from a diversified economic base centered around advanced manufacturing, healthcare, logistics, education, and professional services. Waterville’s proximity to major employers and regional transportation infrastructure continues to support residential demand and commercial activity. Strong quality-of-life amenities including riverfront recreation, parks, local retail corridors, and nearby suburban growth communities such as Maumee and Perrysburg contribute to sustained demographic strength. The area’s combination of accessibility, affluence, and stable economic fundamentals positions Waterville favorably for continued investment and development activity across multiple commercial property sectors.



Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	4,259	15,706	41,528
Current Year Estimate	3,900	14,767	39,775
2020 Census	3,368	13,475	37,591
Growth Current Year-Five-Year	9.21%	6.36%	4.41%
Growth 2020-Current Year	15.80%	9.59%	5.81%
Households	1-Mile	3-Mile	5-Mile
Five-Year Projection	1,656	6,130	16,336
Current Year Estimate	1,525	5,780	15,507
2020 Census	1,224	5,161	14,209
Growth Current Year-Five-Year	8.59%	6.04%	5.35%
Growth 2020-Current Year	24.58%	12.00%	9.13%
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$166,766	\$174,565	\$181,950

TOLEDO, OH MSA



Local Market Overview

Toledo, Ohio is a midsize Great Lakes city located on the western shore of Lake Erie and serves as the economic and cultural hub of northwest Ohio. With an estimated population of approximately 265,000, the city's population has experienced slight fluctuations in recent years, reflecting modest demographic shifts and economic transitions. Toledo offers a blend of affordable living, accessible urban amenities, and key institutional anchors, including prominent healthcare systems and universities, which contribute to a steady demand for housing and local services.

The local lifestyle appeal is rooted in its affordability relative to national and regional peers, with home values and rental costs significantly below national averages and a cost of living that attracts both long-term residents and newcomers seeking value. Toledo's housing market, while competitive in certain segments, continues to balance supply and demand, supported by stable rental fundamentals and ongoing residential construction. Its diversified employment base — spanning healthcare, education, manufacturing, and logistics — anchors the economic ecosystem, positioning Toledo as a compelling secondary market with strong fundamentals for investment and long-term community 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 1060 Pray Blvd, Waterville, OH, 43566 ("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.

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