CLUB CAR WASH

8161 Kingston Pike Knoxville, TN 37919

Retail
Investment Opportunity

Offering Memorandum

New 2026 Construction | 20 Years Remaining | Premier Knoxville Location

AI Rendering*

MATTHEWS™

Exclusively Listed By

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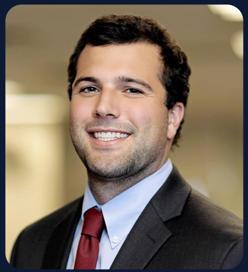

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Property Overview

Club Car Wash
8161 Kingston Pike Knoxville, TN 37919

Investment Highlights

Property Highlights

- **New Construction** – construction is set to finish in 2026.
- **Nearby to the University of Tennessee** – As the largest public institution in the state, the university enrolls over 40,000 students year-over-year, driving consumer spending and consumer traffic in the area.
- **Prime Location on Kingston Pike** – Positioned on Kingston Pike, the asset benefits from placement within one of the region's most active retail submarkets, supported by a dense concentration of national retailers, restaurants, and service-oriented uses.
- **Adjacent to Tennessee's Highest-Traffic Mall** – Positioned in one of the Southeast's most dynamic retail submarkets, down the street from West Town Mall, the top-trafficked mall in Tennessee and the most concentrated retail node in East Tennessee.
- **High Growth Market** – Located in Knoxville, one of the largest and fastest growing cities in Tennessee, has experienced a 20.55% population increase since 2010.
- **Surrounded by National and Regional Retailers** – National and Regional retailers include Target, Walmart, JCPenney, Old Navy, Chick-Fil-A, McDonalds, Taco Bell & more, reinforcing the location's regional retail significance.
- **Absolute NNN Ground Lease** – Zero Landlord responsibilities. Tenant is responsible for roof and structure, as well as taxes, insurance, and maintenance.
- **Long Term Lease** – Twenty (20) years remaining in the initial term of the lease.
- **10% Rental Increases** – Structured rent escalations will allow the buyer to capitalize on increased returns every 5 years during the initial term of the lease and in each renewal period.
- **Corporate Guaranteed Lease** – The property is leased to Club Car Wash, a recognized express car wash operator with over 250 locations across the United States.

Financial Overview

Club Car Wash
8161 Kingston Pike Knoxville, TN 37919

FINANCIAL SUMMARY

Investment Overview

Tenant	Club Car Wash Operating, LLC
Rent Commencement	June 16, 2026
Lease Expiration	June 30, 2046
Original Lease Term	20 Years
Lease Term Remaining	20 Years
Options Remaining	Four, 5-Years
Lease Type	Abs.NNN Ground Lease
NOI	$200,000
Rent Increases	10% Every 5 Years
Right of First Refusal (ROFR)	Yes - 10 Days

Property Details

± 5,000 SF
GLA

± 1.12 AC
Lot Size

2026
Year Built

± 20 Years
Lease Term

$3,478,260
List Price

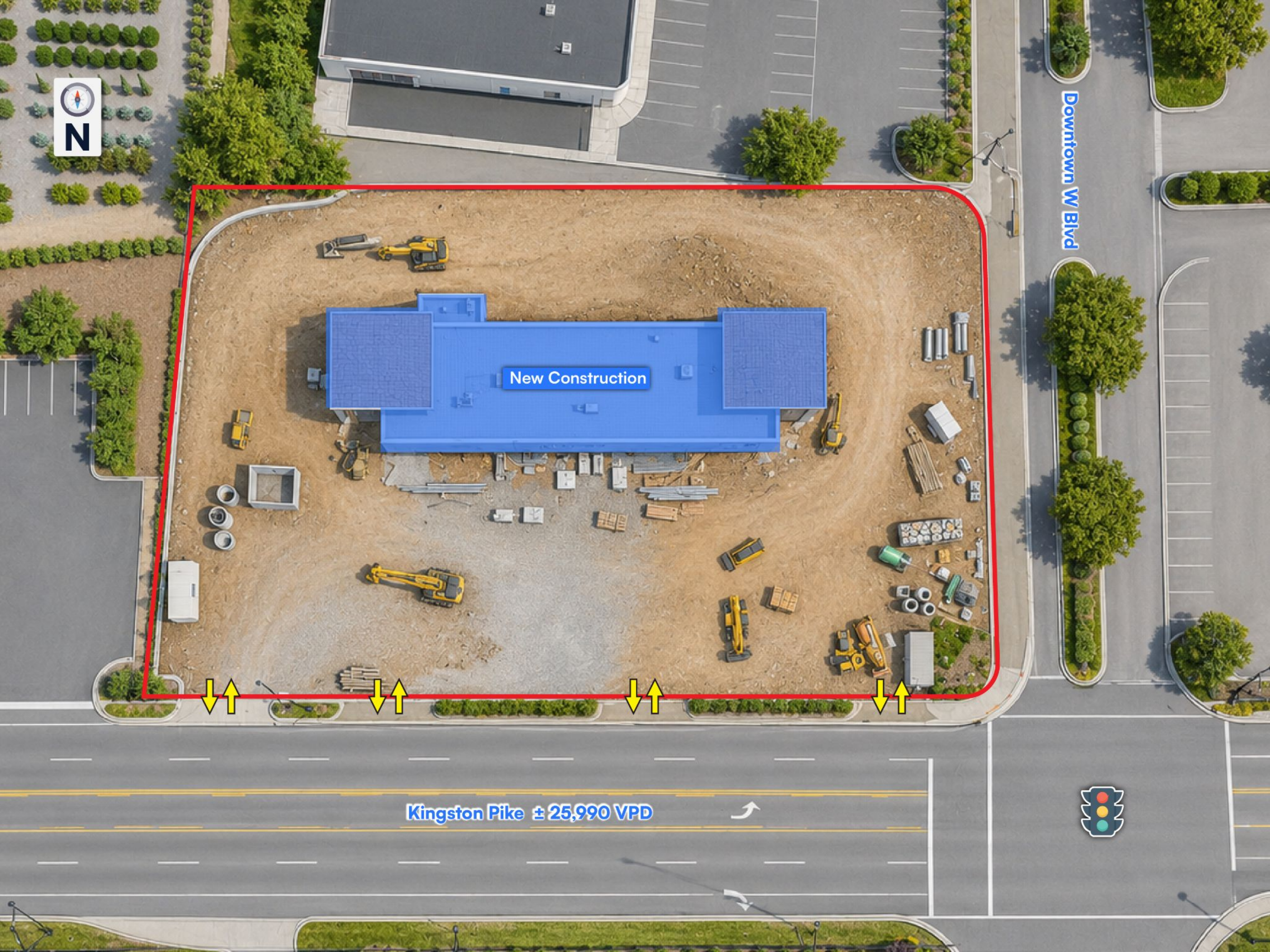
5.75%
Cap Rate

Annualized Operating Data

Lease Year	Annual Rent	Monthly Rent	Increases	Cap Rate
Years 1 – 5	**$200,000**	**$16,667**	**10%**	**5.75%**
Years 6 – 10	$220,000	$18,333	10%	6.32%
Years 11 – 15	$242,000	$20,167	10%	6.95%
Years 16 – 20	$266,200	$22,183	10%	7.65%
Option 1	$292,820	$24,402	10%	8.41%
Option 2	$322,102	$26,842	10%	9.26%
Option 3	$354,312	$29,526	10%	10.18%
Option 4	$389,743	$32,479	10%	11.20%

E
Suburban Plaza
TRADER JOE'S
BARNES & NOBLE
LESLIE'S
HOBBY LOBBY
CHASE
Windover Apartments
±271 Units
West Town Mall
Dillard's
JCPenney
DICK'S SPORTING GOODS
belk
H&M
Bath & Body Works
The Cheesecake Factory
REGAL
Foot Locker
Apple Store
40
± 197,340 VPD
ROSS DRESS FOR LESS
ANYTIME FITNESS
MEN'S WEARHOUSE
TESLA
SCOOTER'S COFFEE
CHICKEN SALAD CHICK
Red Lobster
HOOTERS
TARGET
HomeGoods
jiffy lube
TJ·maxx
O'Charley's
PLATO'S CLOSET
FIRST HORIZON
Downtown W Blvd
Club CARWASH
Subject Property
KAR KARE
Mr. Handyman
a neighborly company
Kingston Pike ± 25,990 VPD


W
NISSAN
TED RUSSELL NISSAN
KINGSTON Pike
Ford SUPERDEALER
TR Ted Russell Ford
Kingston Pike & Parkside Drive
Walmart Supercenter
Top 10% of National Locations
Source: AlphaMap
The Rowan Apartments
±318 Units
WEST KNOXVILLE
CHRYSLER · DODGE · JEEP · RAM
sam's club
ROOMS TO GO
Firestone DISCOUNT TIRE
Walker's Crossing Apartments
±404 Units
SMARTAUTO
Bearden High School
±2,008 Students
40
± 197,340 VPD
THE SMART Rice CHOICE
CHUCK E. CHEESE
Wendy's
DOLLAR TREE
AutoZone
TD TireDiscounters
enterprise
Mr. Handyman
a neighborly company
KAR KARE
THE FASTEST IN TOWN
Kingston Pike ± 25,990 VPD
Club CARWASH
Subject Property
FIRST HORIZON
Downtown W Blvd


N
New Construction
Downtown W Blvd
Kingston Pike ± 25,990 VPD

Tenant Summary

Year Founded
2006

Headquarters
Columbia, MO

Ownership Status
Privately Held

Employees
1,000+

Locations
230+

Annual Revenue
$400 Million

Tenant Overview

Club Car Wash is one of the fastest-growing express tunnel car wash operators in the United States, recognized for its membership-driven business model, strong regional brand presence, and aggressive expansion strategy across the Midwest and Sun Belt markets. Originally founded as Tiger Express Wash, the company has evolved into a scaled platform focused on recurring subscription revenue, customer convenience, and operational efficiency. Backed by institutional capital and private investment, Club Car Wash has established itself as a leading player within the fragmented car wash industry, benefiting from favorable consumer trends toward unlimited wash memberships and professional vehicle maintenance services.

Founded in 2006 and headquartered in Columbia, Missouri, Club Car Wash is privately held and operates under the ownership of Wildcat Capital Management and other institutional investors. The company is not publicly traded and currently does not maintain public credit ratings from S&P or Moody's. Club Car Wash has expanded rapidly through both ground-up development and acquisitions, operating more than 230 locations across multiple states including Tennessee, Texas, Missouri, Oklahoma, Arkansas, Colorado, Illinois, Iowa, Kansas, Nebraska, Minnesota, Mississippi, and Wisconsin. The brand has positioned itself among the top car wash operators nationally, competing with large-scale operators such as Mister Car Wash and Quick Quack Car Wash.

Why Invest in Club Car Wash ?

- **Recurring Membership Revenue –** The Club Car Wash unlimited wash subscription model generates predictable recurring revenue and supports strong long-term cash flow stability.
- **Strong Growth Platform –** With more than 230 locations across multiple states, the company is one of the fastest-growing operators in the express car wash industry and continues expanding into high-growth markets.
- **Resilient Consumer Demand –** The car wash sector benefits from convenience-driven spending and recurring customer traffic, helping support consistent operational performance across economic cycles.
- **Modern & Efficient Operations –** Club Car Wash utilizes a high-throughput express tunnel format combined with mobile app integration, loyalty programs, and strong branding to drive customer retention and operational efficiency.

Market Overview

Club Car Wash
8161 Kingston Pike Knoxville, TN 37919

Knoxville , TN

Market Demographics

42,967
Total Population (3-Mi)

$95,544
Median HH Income (3-Mi)

16,841
Total Households (3-Mi)

46.6%
Homeownership Rate

Local Market Overview

Knoxville serves as the economic and cultural hub of East Tennessee, located along the Tennessee River near the Great Smoky Mountains. The city benefits from steady population growth, a young demographic base, and a diversified economy supported by education, healthcare, advanced manufacturing, and tourism. The University of Tennessee anchors the local talent pipeline and supports a large student population, while Knoxville's affordability, outdoor amenities, and connectivity via Interstate 40 and McGhee Tyson Airport continue to attract new residents and businesses.

Economic momentum is driven by major employers including the University of Tennessee, Oak Ridge National Laboratory, and Covenant Health, along with a growing base of advanced manufacturing and technology firms. Proximity to Oak Ridge—home to one of the nation's leading federal research complexes—strengthens the region's innovation economy. Continued residential development, infrastructure investment, and in-migration from higher-cost markets are supporting sustained demand for housing, retail services, and employment across the metropolitan area.

Property Demographics

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	8,811	70,358	141,992
Current Year Estimate	8,772	70,896	141,990
2020 Census	8,266	69,298	138,620
Growth Current Year-Five-Year	0.44%	-0.76%	0.00%
Growth 2020-Current Year	6.12%	2.31%	2.43%
Households	**1-Mile**	**3-Mile**	**5-Mile**
Five-Year Projection	4,534	31,835	61,835
Current Year Estimate	4,475	31,752	61,237
2020 Census	4,268	30,943	59,297
Growth Current Year-Five-Year	1.31%	0.26%	0.98%
Growth 2020-Current Year	4.84%	2.62%	3.27%
Income	**1-Mile**	**3-Mile**	**5-Mile**
Average Household Income	$93,049	$125,404	$135,154

University of Tennessee

University of Tennessee Economic Anchor

The University of Tennessee serves as one of Knoxville's most influential economic and cultural anchors. With an enrollment exceeding 35,000 students, the flagship public university generates significant demand for housing, retail, dining, and service-oriented businesses throughout the city. The university's presence supports a steady influx of students, faculty, and visitors, creating a consistent customer base for local businesses and strengthening long-term economic stability.

Beyond its role as a major employer, the University of Tennessee contributes to regional innovation through research initiatives, partnerships with Oak Ridge National Laboratory, and nationally recognized programs in engineering, business, and healthcare. This strong academic and research ecosystem attracts skilled talent and investment to the region, reinforcing Knoxville's position as a growing education and technology hub within East Tennessee.

Economic Drivers

Located in East Tennessee, Knoxville benefits from a strategic position between several major Southeastern markets, providing strong regional connectivity and access to a diverse labor force. The city's economic stability is supported by the presence of major institutions, research facilities, and healthcare systems that continue to attract talent, investment, and long-term business development.

The region's economy is anchored by the University of Tennessee and Oak Ridge National Laboratory, which together form one of the most significant research and innovation corridors in the United States. Knoxville also supports a strong healthcare network and advanced manufacturing base, with companies specializing in nuclear technology, materials science, automotive components, and aerospace-related manufacturing.

Top Employers

The University of Tennessee Knoxville

Pilot Flying J

Tennova Healthcare

Oak Ridge National Laboratory

Covenant Health

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