



# 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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# 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%   |



### Suburban Plaza

TRADER JOE'S  
BARNES & NOBLE  
LESLIE'S  
CHASE  
HOBBY LOBBY

### Windover Apartments ±271 Units

### West Town Mall

Dillard's JCPenney  
DICK'S SPORTING GOODS  
belk H&M  
Bath & Body Works  
The Cheesecake Factory  
Foot Locker  
REGAL  
Apple Store

ROSS  
DRESS FOR LESS

STARBUCKS  
ANYTIME FITNESS  
MEN'S WEARHOUSE

TESLA

SCOOTER'S COFFEE  
CHICKEN SALAD CHICK

Red Lobster

HOOTERS

TARGET

HomeGoods

TJ-maxx

jiffy lube

O'Charley's

PLATO'S CLOSET

FIRST HORIZON

Downtown W Blvd

Mr. Handyman  
a Neighborly company

Club CARWASH  
Subject Property

Kingston Pike ±25,990 VPD

THE FASTEST  
KAR KARE  
IN TOWN



**TED RUSSELL  
NISSAN**  
KINGSTON PIKE



**Ford TR** Ted Russell Ford  
KINGSTON PIKE & PARKSIDE DRIVE

**Walmart**   
Supercenter  
Top 10% of National Locations  
Source: AlphaMap

 **The Rowan Apartments**  
±318 Units



 **Walker's Crossing Apartments**  
±404 Units

 **Bearden High School**  
±2,008 Students



± 197,340 VPD



**Club CARWASH**  
Subject Property

Kingston Pike ± 25,990 VPD

Downtown W Blvd



Downtown W Blvd

New Construction

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 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



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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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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.

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