



Soapy's Car Wash

1621 SW 19th Ave, Ocala, FL 34471

**Owner/User Full Service
Car Wash Opportunity**

Offering Memorandum



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Point Of Contact



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PROPERTY OVERVIEW

Soapy's Car Wash
1621 SW 19th Ave, Ocala, FL 34471

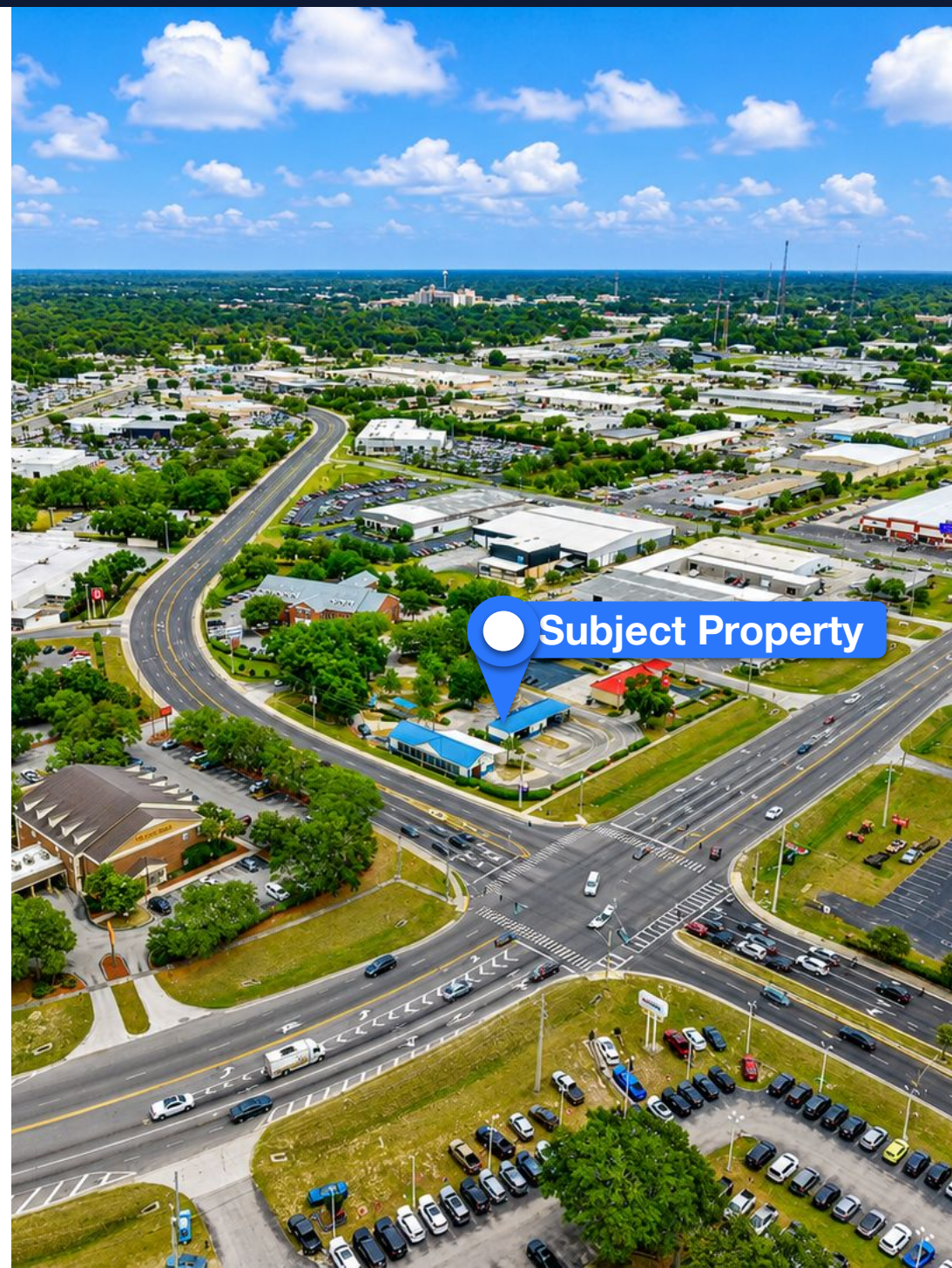


INVESTMENT HIGHLIGHTS

Property Highlights

- **Full-Service Car Wash | Owner/User Opportunity**
Opportunity to acquire the building, business and underlying real estate for a long term operating full-service car wash.
- **4.0 Star Google Rating (840+ Customer Reviews) | Long Term Operating History**
Soapy's car wash has been part of the Ocala community for over 25 years, maintaining a family-owned branding. Not to mention it is the longest running car wash in the area. Additionally, benefiting from a 4.0 star Google rating across 840 customer reviews.
- **Unlimited Wash Club | Recurring Revenue Stream**
Wash benefits from an unlimited membership model, providing a consistent and predictable revenue stream. Memberships have continued to grow exponentially after being implemented July 2025 at this location. Unlimited pricing options: \$19.99, \$29.99, and \$59.99
- **Exceptional Exposure | High Visibility Site**
Traffic counts along SW 17th St & SW 19th Ave exceed 34,000+ VPD providing exceptional visibility. Location is positioned on a large 1.30 AC lot increasing overall visibility and offering strong exposure to both local and commuter traffic.
- **Strong Local Economics**
Consumers within a 1-mile radius spend over \$11.5 million annually on transportation and maintenance, and over \$247 million annually within a 5-mile radius demonstrating strong surrounding consumer demand and long-term market support for automotive-related businesses.
- **Special Tax Advantage**
Under IRS Code Sections 179 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.

**Matthews™ does not provide tax, legal or account advice. This is for informational purposes only and is not intended to provide or be relied on for tax, legal or accounting advice*





Paddock Mall

★ macy's JCPenney
belk RACK ROOM SHOES KOOSH CENTERS
LANE BRYANT AMERICAN EAGLE FOOT LOCKER TEXAS

Ocala West

Blockbuster SKY ZONE
FURNITURE & MATTRESSES TWISTEE TREAT
HOBBY LOBBY TACO BELL Cane's

Gaitway Plaza

TJ-maxx five BELOW
Michael's DISCOUNT TIRE
Checkers ROSS
PLATO'S Office SALLY FIVE GUYS
CLOSET DEPOT BEAUTY

Walmart Supercenter GameStop
planet fitness MOE'S

Shady Oaks

Burlington STAPLES
BEST BUY CVS pharmacy BOB'S BURGER KING

CARRABBA'S ITALIAN GRILL
Panera BREAD



OCALA WinSupply
PLUMBING • HVAC

AutoMax
Ocala

CHEVROLET

Bowlero

Why Wait in an ER?
StatMed

Valvoline

Scapy's
CAR WASH
Subject Property

WELLS FARGO

MeJo's
FOOD MUSIC SOUL

target

SW 17th St ± 34,000 VPD

PREFERRED
MARBLE & GRANITE

SOUTHEAST TRUST COMPANY

SW 19th Avenue Rd ± 21,000 VPD

SW 18th Ave

± 37,500 VPD



SW 19th Avenue Rd ± 21,000 VPD

SW 17th St ± 34,000 VPD



Soapy's Car Wash

1621 SW 19th Ave, Ocala, FL 34471

90' FT

Tunnel Length

2000

Year Built

±34,000 VPD

SW 17th St

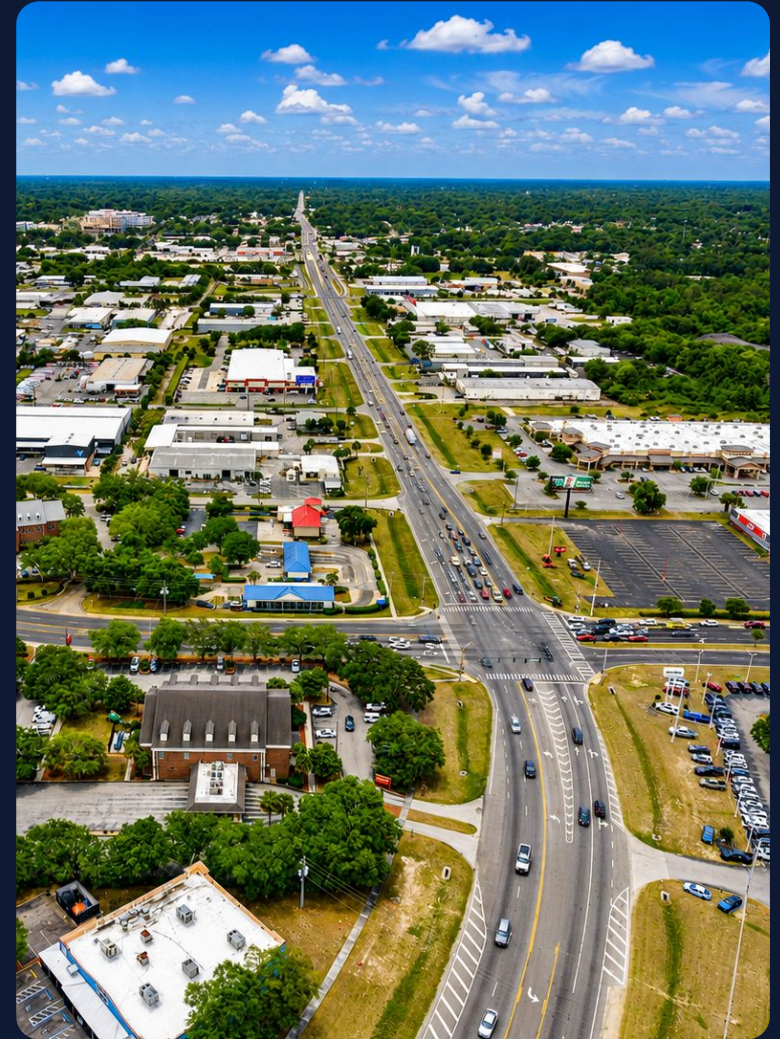
±1.30 AC

Lot Size

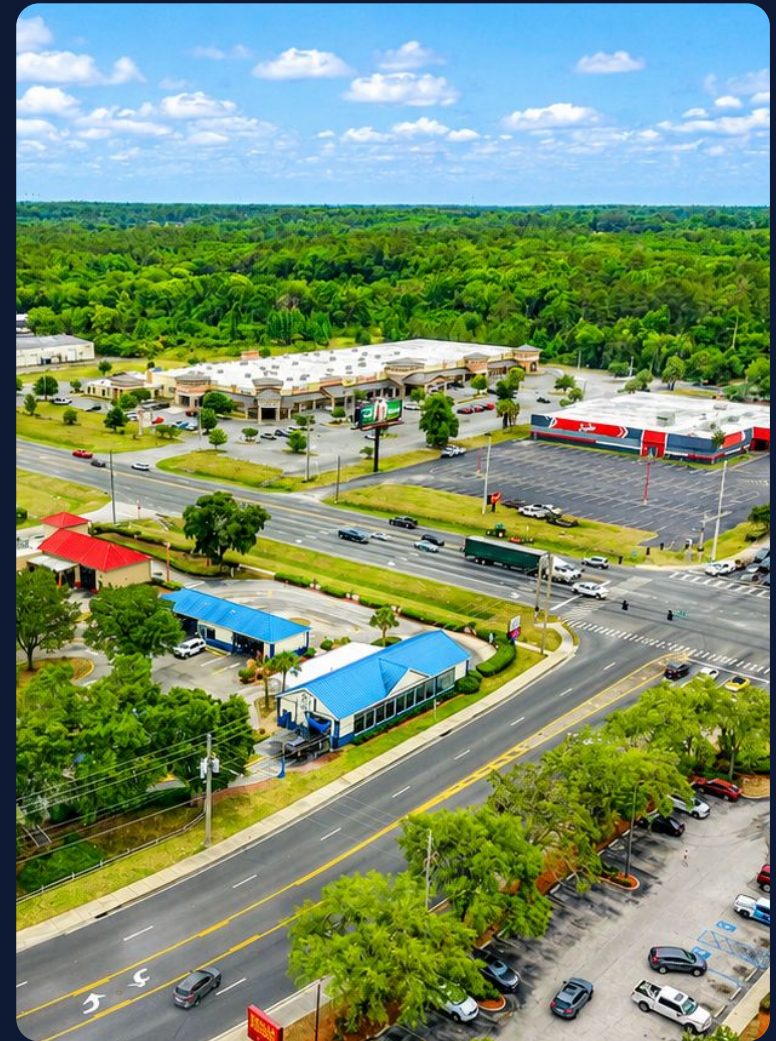
Subject Property



PROPERTY PHOTOS



PROPERTY PHOTOS



FINANCIAL OVERVIEW

Soapy's Car Wash
1621 SW 19th Ave, Ocala, FL 34471



FINANCIAL SUMMARY

\$2,700,000

List Price

90' FT

Tunnel Length

±1.30 AC

Lot Size

Property Details

List Price	\$2,700,000
Address	1621 SW 19th Ave, Ocala, FL 34471
Wash Name	Soapy's Car Wash
Wash Type	Full Service
Tunnel Length/Conveyor	90'/105'
Equipment	Coleman Hanna
Zoning	B-4 – Commercial (Ocala City)
Year Built/Opened	2000
Hours of Operation	Mon-Sun: 8:00am – 6:00pm
Lot Size	±1.30 AC

Menu Pricing

Single Wash	\$9.99, \$19.99, \$39.99, and \$74.99
Unlimited Wash	\$19.99, \$29.99, and \$59.99



TENANT SUMMARY



Soapy's Overview

Soapy's Car Wash is a locally operated car wash and detailing provider serving Ocala, Florida. The tenant benefits from a long-standing community presence, a full-service operating model, and a consumer-oriented offering that combines express tunnel washing with interior cleaning and detailing services. Positioned as "Ocala's Only True Full-Service Wash," Soapy's emphasizes convenience, service speed, and recurring customer engagement through membership and family plan offerings.

Why Invest in Soapy's Car wash?

- Soapy's Car Wash has served the Ocala market for more than 25 years, demonstrating long-term operational stability, strong customer loyalty, and the ability to perform successfully through multiple economic cycles.
- The tenant operates within the essential automotive maintenance sector, which benefits from consistent consumer demand as vehicle owners continue to prioritize vehicle upkeep and appearance regardless of broader retail trends.
- Soapy's recurring membership and family plan programs help generate predictable revenue streams and repeat customer traffic, creating a more stable operating platform compared to traditional transactional retail businesses.
- The company's full-service business model, which includes exterior washes, detailing, waxing, interior cleaning, and express services, provides a competitive advantage over standard express-only car wash operators within the trade area.
- Having serviced more than 2 million vehicles, Soapy's has established strong local brand recognition and market penetration, reinforcing its position as a trusted neighborhood service provider in Ocala.
- The property offers investors exposure to a service-oriented tenant with daily traffic generation and limited e-commerce disruption, supporting the long-term durability and relevance of the underlying real estate investment.

MARKET OVERVIEW

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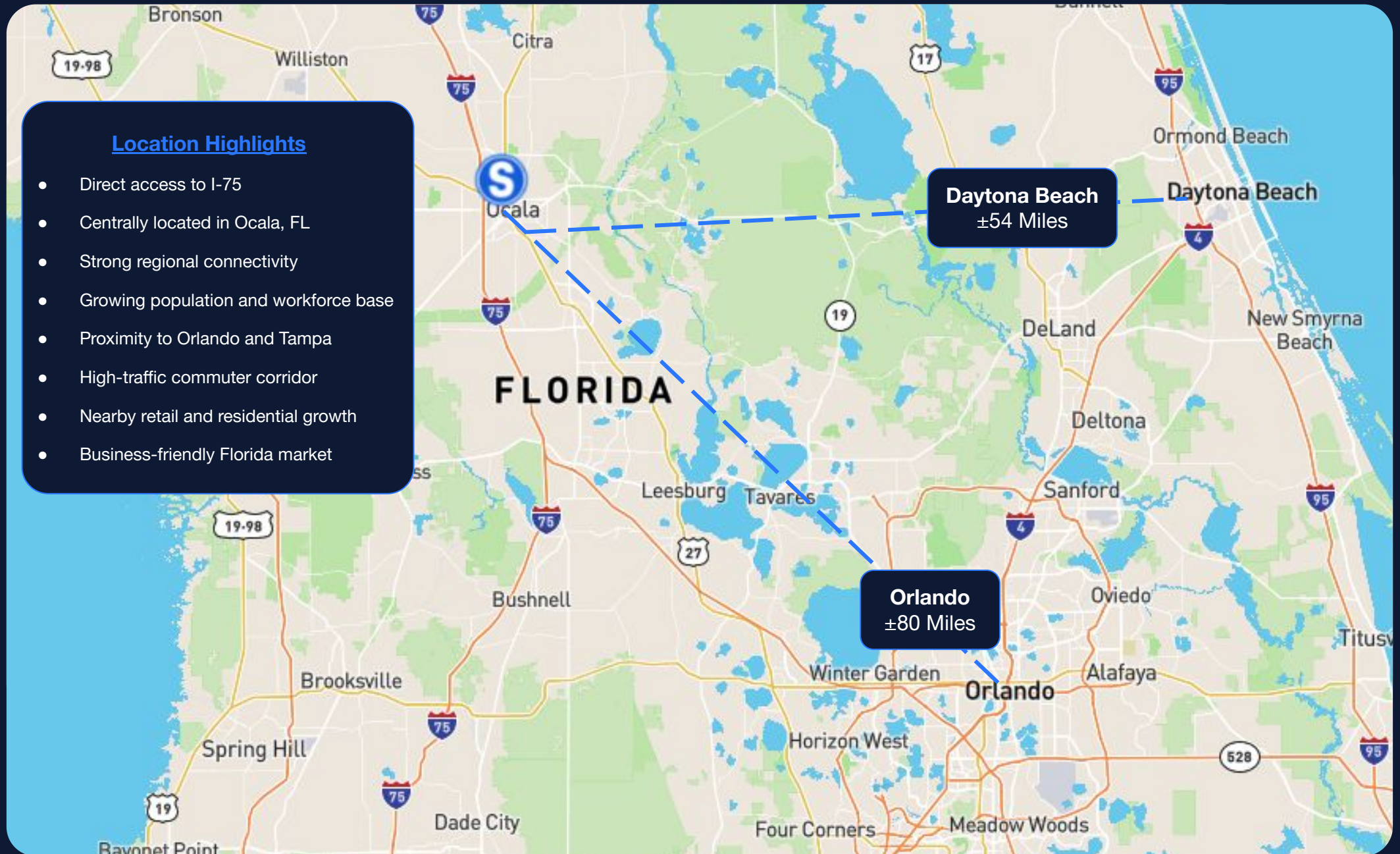
Location Highlights

- Direct access to I-75
- Centrally located in Ocala, FL
- Strong regional connectivity
- Growing population and workforce base
- Proximity to Orlando and Tampa
- High-traffic commuter corridor
- Nearby retail and residential growth
- Business-friendly Florida market

FLORIDA

Daytona Beach
±54 Miles

Orlando
±80 Miles



Ocala, FL

Market Demographics

70,251

Total Population

\$56,376

Median HH Income

37,200

Employed Population

39.2

Median Age

Consumer Spending Annually

(Transportation & Maintenance Per Costar Data)

- **1-Mile: \$11,554,733**
- **5-Mile: \$247,498,413**
- **10-Mile: \$664,576,965**

Local Market Overview

Ocala sits at the center of Marion County's expanding consumer corridor, benefiting from steady population gains, affordability relative to larger Florida metros, and a growing base of households with daily-service needs. The city's economic profile is anchored by healthcare, logistics, public-sector employment, manufacturing, and retail activity, creating consistent daytime traffic and recurring neighborhood demand. Ocala's position along Interstate 75 enhances regional accessibility, while its compact commute patterns and auto-oriented development support service uses that rely on convenience, visibility, and repeat trips.

Property Demographics

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	5,495	43,095	100,947
Current Year Estimate	5,172	39,575	90,600
2020 Census	5,547	37,987	85,043
Growth Current Year-Five-Year	6.25%	8.89%	11.42%
Households	1-Mile	3-Mile	5-Mile
Five-Year Projection	2,311	16,999	41,103
Current Year Estimate	2,229	15,890	37,650
2020 Census	2,219	14,904	34,819
Growth Current Year-Five-Year	3.66%	6.98%	9.17%
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$52,884	\$84,442	\$89,948

Orlando, FL | ±80 Miles Away

Local Market Overview

Marion County's economic base continues to diversify beyond traditional local services, with growth in healthcare, logistics, manufacturing, and residential development broadening the tax base and strengthening consumer demand. Regional GDP is supported by a mix of essential industries and expanding distribution infrastructure, while proximity to Orlando International Airport connects the market to one of the country's largest passenger gateways.

\$16.3B Regional Gross Domestic Product

±80 Miles Distance to Orlando

57.7M+ Annual Passengers – Orlando International Airport

Economic Drivers

Ocala's key strength is its position as a fast-growing Central Florida logistics, healthcare, and residential growth market with strong access to statewide transportation networks.

Located along Interstate 75 between Gainesville, The Villages, Tampa, and Orlando, Ocala offers a cost-competitive operating base with direct access to major Florida population centers.

Ocala's economy is supported by healthcare systems, education, government services, advanced manufacturing, equestrian activity, and a rapidly expanding logistics sector. The region's I-75 access has attracted distribution and fulfillment users, while local healthcare providers and public institutions create a stable employment base. Retail and service businesses benefit from the city's growing residential population, strong auto dependence, and role as Marion County's commercial center.

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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 **1621 SW 19th Ave, Ocala, FL, 34471** ("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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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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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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