

**Green Cove Springs, FL 32043** 

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### **Investment Highlights**

PRICE: \$4,250,000 | CAP: 6.75% | RENT: \$286,875



#### **About the Investment**

- ✓ Long-Term, 20-Year Absolute Triple Net (NNN) Sale-Leaseback
- ✓ Two Percent (2.00%) Annual Rental Increases
- ✓ Four (4), Five (5)-Year Tenant Renewal Options, Bringing the Potential Lease Term to 40 Years
- ✓ Full Corporate Guarantee from LUV Car Wash Group, LLC (75+ Units)
- ✓ Accelerated & Bonus Depreciation | Properties Qualify for Both 60% Bonus Depreciation & 15 Year Accelerated Depreciation

#### **About the Location**

- ✓ Dense Retail Corridor | Wendy's, McDonald's, Dollar General, Ford, GMC, Subway, Hardee's, Speedway, Dodge, Advance Auto Parts, Verizon and Many More
- ✓ Frontage Along Highway 17/Coastal Highway (32,000 VPD) which Connects Downtown Jacksonville to Punta Gorda, FL
- ✓ Affluent Community | Average Household Income Exceeds \$119,000 within a Ten-Mile Radius of the Subject Property
- ✓ Strong Demographics | Over 183,000 Individuals within a Ten-Mile Radius of Subject Property
- ✓ Strong Academic Presence | One High School, One Junior High School and One Elementary School are Located within Three-Mile Radius | Over 2,800 Students Enrolled
- ✓ Income Tax Free State | Florida is one of the Nine Income Tax Free States

#### **About the Tenant / Brand**

- ✓ Rapid Expansion | LUV Car Wash has Grown to 75+ Locations since it was Founded in 2021
- ✓ Expertise | LUV Car Washes have Combined to Wash Almost 24,000,000 Cars
- ✓ Environmentally Friendly | LUV Car Wash Prioritizes Eco-Friendly Practices
- ✓ The U.S. Car Wash Service Market Size is Expected to Reach USD 20.74 Billion by 2028 and is Expected to Expand at a CAGR of 4.8% From 2021 to 2028
- ✓ Multiple Locations | LUV Car Wash Currently Operates 75+ Locations







### **Financial Analysis**



PRICE: \$4,250,000 | CAP: 6.75% | RENT: \$286,875

PROPERTY DESCRIPTION		
Concept	LUV Car Wash	
Street Address	1718 Verdad St	
City, State ZIP	Green Cove Springs, FL 32043	
Year Built / Renovated	2024	
Estimated Building Size (SF)	3,520	
Estimated Lot Size (Acres)	1.07	
Type of Ownership	Fee Simple	
THE OF	FERING	
Price	\$4,250,000	
CAP Rate	6.75%	
Net Operating Income	\$286,875	
LEASE SU	JMMARY	
Property Type	Retail	
Property Subtype	Car Wash	
Credit Type	Corporate	
Tenant	LUV Car Wash Southeast, LLC	
Guarantor	LUV Car Wash Group, LLC	
Original Lease Term	20 Years	
Rent Commencement	Upon Close of Escrow	
Lease Expiration	20 Years from Close of Escrow	
Lease Term Remaining	20 Years	
Lease Type	Triple Net (NNN)	
Landlord Responsibilities	None	
Rental Increases	2.00% Annually	
Renewal Options Remaining	4, 5-Year Options	

RENT SCHEDULE			
Lease Year	Annual Rent	Monthly Rent	Rent Escalation
Year 1	\$286,875	\$23,906	-
Year 2	\$292,613	\$24,384	2.00%
Year 3	\$298,465	\$24,872	2.00%
Year 4	\$304,434	\$25,370	2.00%
Year 5	\$310,523	\$25,877	2.00%
Year 6	\$316,733	\$26,394	2.00%
Year 7	\$323,068	\$26,922	2.00%
Year 8	\$329,529	\$27,461	2.00%
Year 9	\$336,120	\$28,010	2.00%
Year 10	\$342,842	\$28,570	2.00%
Year 11	\$349,699	\$29,142	2.00%
Year 12	\$356,693	\$29,724	2.00%
Year 13	\$363,827	\$30,319	2.00%
Year 14	\$371,103	\$30,925	2.00%
Year 15	\$378,525	\$31,544	2.00%
Year 16	\$386,096	\$32,175	2.00%
Year 17	\$393,818	\$32,818	2.00%
Year 18	\$401,694	\$33,475	2.00%
Year 19	\$409,728	\$34,144	2.00%
Year 20	\$417,923	\$34,827	2.00%

#### **INVESTMENT SUMMARY**

NNN Pro Group and Marcus & Millichap are pleased to present the exclusive listing for a LUV Car Wash located at 1718 Verdad St in Green Cove Springs, FL. The site consists of roughly 3,520 rentable square feet of building space on estimated 1.07-acre parcel of land. This LUV Car Wash is subject to a 20-year absolute triple-net (NNN) lease, which will commence at the close of escrow. The current annual rent is \$286,875 and is scheduled to increase by 2.00% annually throughout the base term and in each of the 4, 5-year renewal options.



## **Concept Overview**



#### **About LUV Car Wash**

LUV Car Wash, founded with a passion for redefining the car wash experience, has quickly emerged as a prominent player in the automotive care industry. With a focus on delivering unparalleled convenience, efficiency, and environmental sustainability, LUV Car Wash has established a reputation for excellence. Each LUV Car Wash location is equipped with cutting-edge technology and staffed by highly trained professionals dedicated to providing top-notch service.

At LUV Car Wash, customers can choose from a variety of car cleaning packages tailored to meet their specific needs. LUV Car Wash ensures that every vehicle receives the attention it deserves. Moreover, the company utilizes eco-friendly cleaning products and water-saving techniques, minimizing its environmental footprint while delivering exceptional results.

LUV Car Wash's commitment to customer satisfaction extends beyond its services. The company offers convenient membership programs that provide value and savings for frequent visitors.

With a growing number of locations across different regions, LUV Car Wash continues to expand its reach and solidify its position as an industry leader. By prioritizing customer satisfaction, environmental sustainability, and technological innovation, LUV Car Wash remains committed to setting the standard for excellence in the car wash industry.



23,986,976

Cars Washed



### **General Information**

Founded	2021
Website	<u>luvcarwash.com</u>
Number of Locations	75+







## **Concept Overview**



#### **Opportunity Overview**

- LUV Car Wash ("LUV" or the Company") is a holding company formed to pursue a strategic buy-and-build within the car wash industry. LUV is primarily focused on partnering with high-quality, express 2.0 washes throughout attractive markets within the United States
  - Initial focus in the southeastern and southwestern regions of the US (both expected to benefit from positive net migration trends)
- Additionally, LUV is backed by the entrepreneurs of Susquehanna International Group, LLP ("SIG"), who have built a global financial services business over the past 30 years
  - SIG serves as an evergreen capital source which enables LUV to close transactions on rapid timeframes as well as focus on long-term value creation
- LUV is led by seasoned industry executives Darren Skarecky (CEO) and John Thomson (CDO and President) who collectively have 25 years of experience in the car wash industry
- LUV currently operates 75 sites across 10 distinct markets

#### **LUV CAR WASH GROUP'S CORE EXECUTIVE TEAM**

DARREN SKARECKY CHIEF EXECUTIVE OFFICER



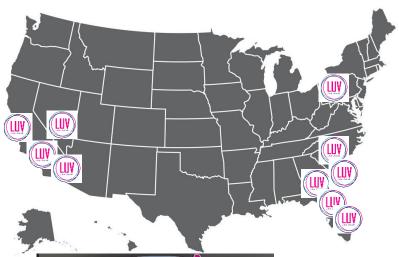
- Former CEO & Founder, GO Car Wash
- Oversaw the acquisition of 36 car wash locations in 3 separate markets
- Former CFO, Mister Car Wash (Publicly traded / majority owned by Leonard Green)

JOHN THOMSON /
CHIEF
DEVELOPMENT
OFFICER &
PRESIDENT



- CEO, ModWash, multi-regional car wash company that focuses primarily on the new development of express car washes, backed by Hutton Co., a real estate investment firm
- COO & President, GO Car Wash
  - Oversaw the acquisition of 36 car wash locations in 3 separate markets
- Outside Consultant, Mister Car Wash
  - Worked with CEO and CFO to establish a new build strategy

### **Target Locations**









## **Depreciation Benefits\***



### Accelerated Depreciation

<u>Assumptions</u>		
Asset Type	Car Wash	
Ownership	Fee Simple	
Rent	\$286,875	
Cap Rate	6.75%	
Purchase Price	\$4,250,000	
Depreciable Basis for Improvements	80.00%	
Useful Life	15	
Federal Tax Rate	37.00%	
Year 1 Depreciation	\$226,667	
Potential Tax Savings	\$83,867	

### Bonus Depreciation (80%)

<u>Assumptions</u>		
Asset Type	Car Wash	
Ownership	Fee Simple	
Rent	\$286,875	
Cap Rate	6.75%	
Purchase Price	\$4,250,000	
Depreciable Basis for Improvements	80.00%	
Useful Life	1	
Federal Tax Rate	37.00%	
Year 1 Depreciation	\$2,040,000	
Potential Tax Savings	\$754,800	

### Standard Depreciation

<u>Assumptions</u>		
Asset Type	Traditional Retail	
Ownership	Fee Simple	
Rent	\$286,875	
Cap Rate	6.75%	
Purchase Price	\$4,250,000	
Depreciable Basis for Improvements	80.00%	
Useful Life	39	
Federal Tax Rate	37.00%	
Year 1 Depreciation	\$87,179	
Potential Tax Savings	\$32,256	

### **Ground Lease**

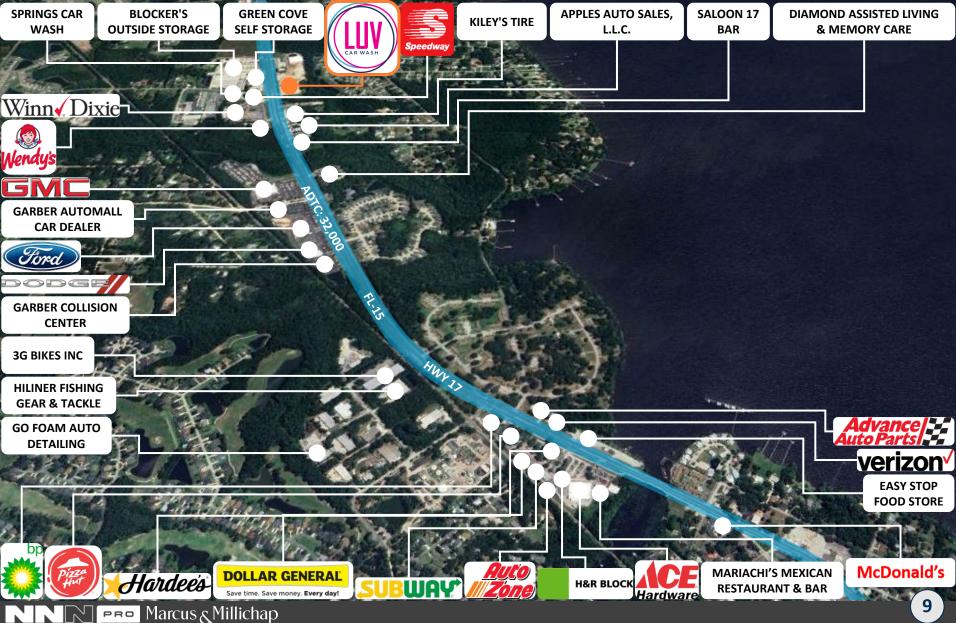
<u>Assumptions</u>		
Asset Type	Traditional Retail	
Ownership	Ground Only	
Rent	\$286,875	
Cap Rate	6.75%	
Purchase Price	\$4,250,000	
Depreciable Basis for Improvements	0.00%	
Useful Life	0	
Federal Tax Rate	37.00%	
Year 1 Depreciation	\$0	
Potential Tax Savings	\$0	

<sup>\*</sup> NNN Properties LLC is not a tax advisor, please check with your CPA on depreciation benefits



## **Surrounding Area**







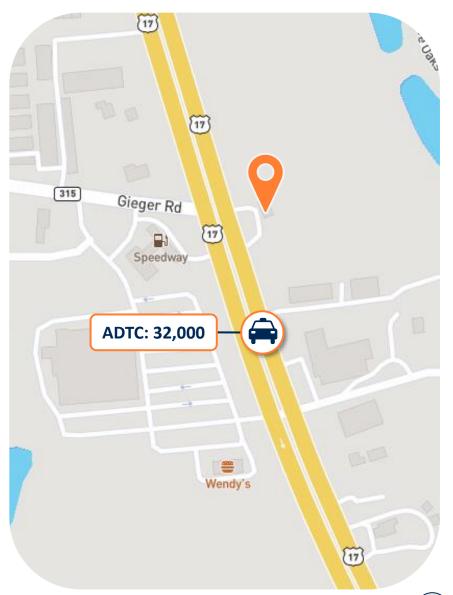
### **Location Overview**



The subject investment property is a LUV Car Wash situated on Verdad St in Green Cove Springs, FL. Verdad St serves as an access route to Highway 17, which experiences a strong average daily traffic count of over 32,000 vehicles. The subject property also experiences strong demographics. There are over 183,000 individuals within a ten-mile radius of the subject property. The subject property is located in an affluent community where the average household income exceeds \$119,000 within a ten-mile radius of the subject property.

This LUV Car Wash benefits from being well-positioned in a dense retail corridor consisting of national and local tenants, academic institutions and medical centers. Major national tenants in the area include: Wendy's, McDonald's, Dollar General, Ford, GMC, Subway, Hardee's, Speedway, Dodge, Advance Auto Parts, Verizon and many more. LUV Car Wash benefits from a strong academic presence. One high school, one junior high school and one elementary school are located within a three-mile radius of the subject property. The total enrollment exceeds 2,800 students. The subject property benefits from being located in the income tax free state of Florida.

Green Cove Springs, Florida, boasts a diverse economy and a thriving tourism industry. Situated along the St. Johns River, the city's economy is anchored by maritime-related industries, including shipping, boat manufacturing, and marine services. Additionally, agriculture, healthcare, and retail sectors contribute significantly to the local economy. Green Cove Springs attracts tourists with its scenic beauty, historical landmarks, and recreational opportunities. Visitors flock to Spring Park to marvel at its natural springs, enjoy picnics, and partake in outdoor activities. The city's historic downtown area features charming shops, eateries, and cultural attractions, offering a glimpse into its rich history. Boating, fishing, and water sports along the St. Johns River provide ample entertainment for outdoor enthusiasts. With its diverse economy and appealing tourism offerings, Green Cove Springs continues to attract visitors and foster economic growth in the region.





# **Property Photos**













# **Surrounding Area Photos**





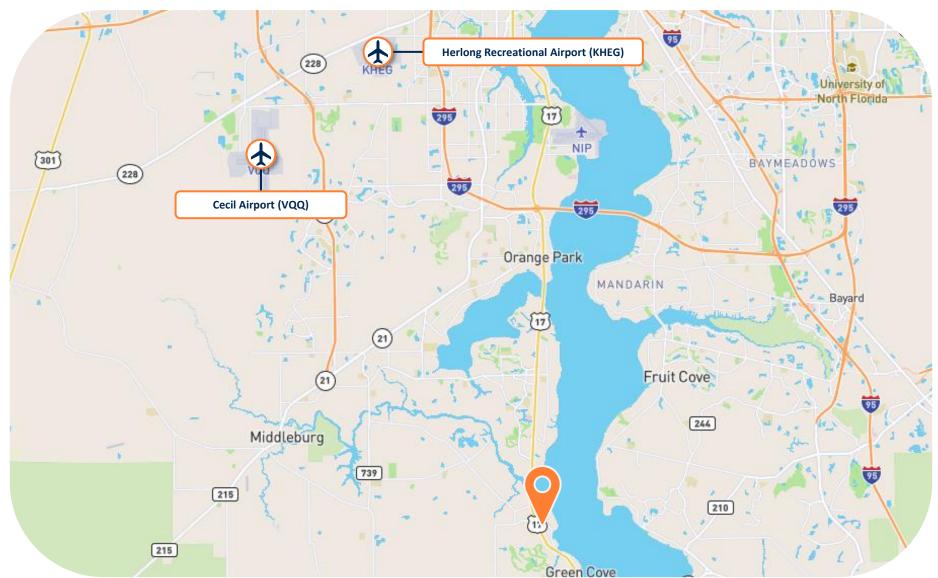








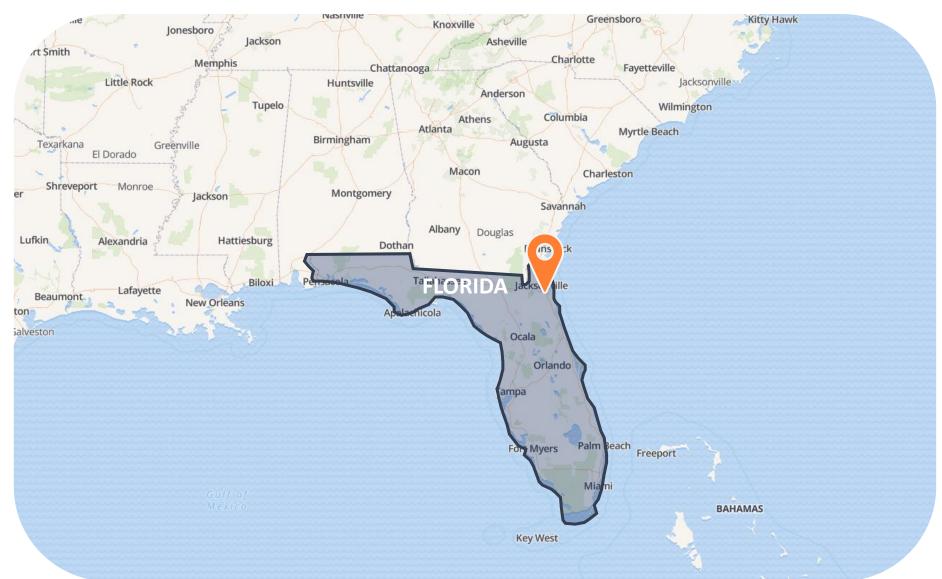






## **Regional Map**







# **Demographics**



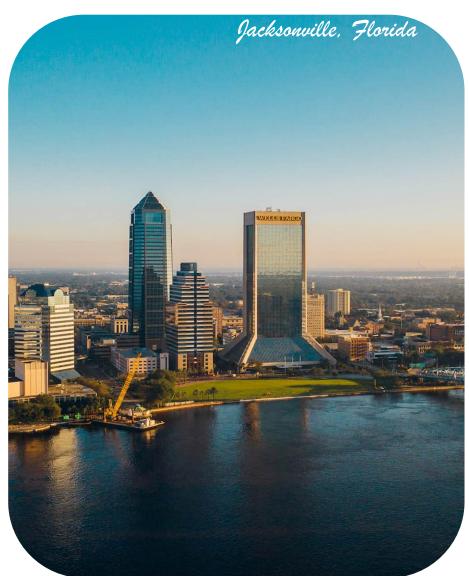
CHIMNEY LAKES	10 Miles	PICKWICK PARK	AL LAKES
OAKLEAF PLANTATION	Bellair-Meadowbrook Terrace Grange Failt	STATION	N DEERCREEK
	Lakeside Bottof 5 Miles	Fruit Cove	95
Middleburg	3 Miles		St Johns St
Asbury Lake	Green	RIVERTOWN DEVELOPMENT	(16A) (16)
Penney Farm		Bayard Conservation Area	(6)
Belmore Wildlife Management Area		St Johns When	

	3 Miles	5 Miles	10 Miles
POPULATION TRENDS			
2010 Population	13,367	27,827	151,412
2023 Population	17,577	37,609	183,315
2028 Population Projection	18,343	39,675	193,072
Annual Growth 2010-2023	2.4%	2.7%	1.6%
Annual Growth 2023-2028	0.9%	1.1%	1.1%
HOUSEHOLD TRENDS			
2010 Households	4,882	10,265	54,321
2023 Households	6,481	13,815	65,539
2028 Household Projection	6,769	14,552	68,893
Annual Growth 2010-2023	2.4%	2.6%	1.6%
Annual Growth 2023-2028	0.9%	1.1%	1.0%
AVG HOUSEHOLD INCOME (2023)	\$101,715	\$113,883	\$119,998
MEDIAN HOUSEHOLD INCOME (2023)	\$79,858	\$90,790	\$97,983
HOUSEHOLDS BY HOUSEHOLD INCOME (2023)			
< \$25,000	832	1,400	5,383
\$25,000 - 50,000	1,015	2,085	8,514
\$50,000 - 75,000	1,228	2,323	9,620
\$75,000 - 100,000	849	1,740	10,063
\$100,000 - 125,000	759	1,789	8,489
\$125,000 - 150,000	447	1,077	6,242
\$150,000 - 200,000	789	1,690	8,723
\$200,000+	561	1,710	8,503



### **Market Overview**





### **Jacksonville** has a young population and a strong, diversified economy.

Historically, military operations, sea trade, and paper manufacturing drove Jacksonville's expansion. Growing technical, manufacturing, service, and tourism industries have supplemented this foundation. The city is home to four Fortune 500 companies: Fidelity National Information Services, Fidelity National Financial, Southeastern Grocers, and CSX. The city has developed a large financial services sector, led by Bank of America, Fidelity National, and Citibank.

Jacksonville's emerging industrial base is centered largely around medical product research and manufacturing. More than 8 million tons of cargo pass through Jacksonville's port each year, and the development of cruise ship service will promote further expansion. Jacksonville's riverine location facilitates Naval Station Mayport, Naval Air Station Jacksonville, and the U.S. Marine Corps Blount Island Command. Jacksonville's military bases and the nearby Naval Submarine Base Kings Bay form the third largest military presence in the United States.

Warm weather and sunshine attract many to communities such as Atlantic Beach, Neptune Beach and Jacksonville Beach. Sport fishing, golf, and tennis are among the most popular recreational activities. Others take advantage of attractions like the Museum of Science & History, the Cummer Museum of Art, the Mandarin Museum & Historical Society, and the Museum of Contemporary Art Jacksonville. Additional sites of interest include the home of the Jacksonville Jaguars, EverBank Field, and the Jacksonville Zoo, as well as the Jacksonville Landings, a mix of retail and restaurant concepts along the St. Johns River.

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# Marcus & Millichap

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