



Blue Whale Car Wash
Real Estate & Business For Sale
2011 W. Valencia Rd, Tucson, AZ 85746


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DEAL SUMMARY



Address

2011 W. Valencia Rd
Tucson, AZ 85746

Asking Price

\$3,800,000

EBITDA (2023)

Over \$470,000

EBITDA Multiple

Nearly 8X

Monthly Members

Over 310 Members

Drone Photos

Click [here](#)





PROPERTY SUMMARY

Request	Property Information
Site Address	2011 W. Valencia Rd, Tucson, AZ 85746
Date Site Opened for Business as Blue Whale	December 12 th , 2022
Point of Sale (POS) / XPT System	DRB
Number of POS Stations	One (1)
Property OWNED or LEASED?	Owned
What is the lot and building size?	Lot Size: 0.83 AC and Building Size: 4,975 SF
What services do you offer? (e.g. Express, Full Serve, Detailing, etc.)	Express, Full-Service, and Detailing
Wash Menu Pricing for Express Wash	Exterior Express Wash - \$8, Exterior Express Wash - \$11 or \$22/Monthly, Exterior Express Wash - \$14 or \$27/Monthly, and Exterior Express Wash - \$18 or \$32/Monthly
Wash Menu Pricing for Full-Service	Full-Service Wash - \$15.99, Works - \$21.99 or \$34.99/Monthly, Supreme - \$26.99 or \$39.99/Monthly, and Unlimited - \$33.99 or \$49.99/Monthly
Wash Menu Pricing for Detail Services	Express Hand Wash - \$54.99 or \$44.99/Monthly, Superior Clean Interior - \$54.99 or \$44.99/Monthly, Carpet Shampoo - \$54.99 or \$44.99/Monthly, and Seat Shampoo - \$54.99 or \$44.99/Monthly
Tunnel Length	120 Feet
Conveyor Type (Belt/Chain)	Chain
Number/Type of Vacuums	14 Vacuums
Number of Unlimited Wash Club Members As of July 22 nd , 2024	Over 310 Unlimited Wash Club Members
Employee Breakdown	Total Number of Employee's: 20-30 Number of Full-Time Employee's: 20 Number of Part-Time Employee's: 5-10
Traffic Counts (Valencia Road & Mission Road)	Combined Traffic Count: (60,797 VPD)
Population in 1, 3, and 5-Mile Radius	1-Mile Radius: 9,126 People 3-Mile Radius: 67,733 People 5-Mile Radius: 138,279 People
Is there any notable competition coming in within 3 miles?	Superstar - 0.8 Miles Away and Mister Car Wash 2.5 Miles Away
Full Year Sales 2023	Nearly \$1,240,000
EBITDA Full Year 2023	Over \$470,000
EBITDA to Total Sales	Nearly 40%

PROPERTY HIGHLIGHTS



► High Barriers of Entry | Re-Brand & Open Quickly!

Rare opportunity to penetrate three dense submarkets within a major MSA -- the offering provides a prospective buyer the ability to acquire three Blue Whale car wash locations as a portfolio. Purchase, re-brand and open quickly to bypass all friction costs associated with greenfield/ground-up development including increasing construction costs and other delays.

► Oversized Parcel | High Traffic Location

The Valencia Blue Whale location benefits from the 60,000+ vehicles that pass it on a daily basis and prime street frontage on Valencia Road, one of South Tucson's busiest arterials. Blue Whale is positioned comfortably on a large 2.37 AC parcel providing ample room to operate a full-service wash.

► Highly Profitable Location | Strong Revenues

Revenues nearly exceeded \$1,240,000 over the past three years with EBITDA representing nearly 40% of sales in that same year making Valencia an accretive investment for any prospective operator.

► Major Retail Synergy | I-10 Proximity

Several high-traffic big box retailers like Wal-Mart Supercenter, Lowe's, & Fry's Marketplace are located at the adjacent intersection of Valencia Rd/Mission Rd and less than a quarter mile from the I-19 Freeway.

► Community Staple | Lengthy Operating History

This car wash first opened for business in 2008 and has been operating here for over 16 years. This car wash is established within the community has significant presence being located across from one of the premier shopping centers of Midvale Park.

► Built In Customer Base in Immediate Area

Property features impressive density figures including nearly 70,000 people within 3 miles and 140,000 people within 5 miles.

► Growth Submarket | 400+ Planned Residential Units

Several large, publicly traded homebuilders have recently planted their flag within less than 2 miles from Blue Whale -- DR Horton is slated to build 276 single-family homes approximately 1.5 miles West in a development called Redford Estates while KB Homes plans to develop nearly 200 single-family homes at Saguaro Haven (approximately 1.9 miles away).

► 2nd Largest City in Arizona | Home to the University of Arizona

Tucson, Arizona is Arizona's 2nd largest city with a population that is just under 1.1M and is the largest in Pima County, which consists of over 14% of Arizona's total population. The Tucson area boasts a relatively low cost of living with a competitive disposable income compared to other major metros on the West Coast of the United States making it an attractive MSA to live in. Tucson is also home to the University of Arizona, the state's second largest university with over 44,000 on-campus students.

CAR WASH TUNNEL EQUIPMENT BREAKDOWN



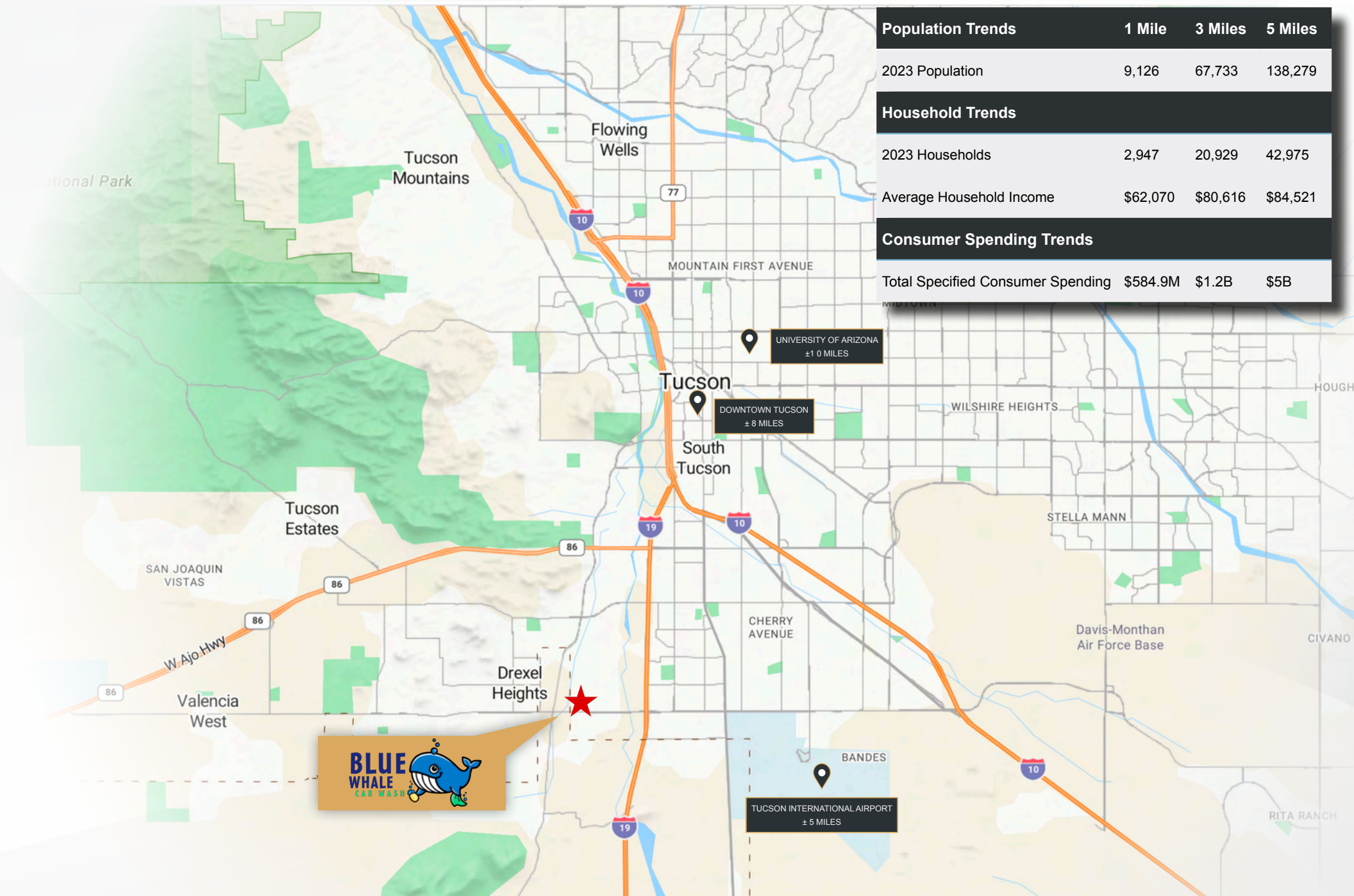
Equipment List for Valencia Location	Quantity	Other Information
Full Service Vacuum	1	2 Producers, 1 Collector
Self Service Vacuum	1	2 Producers, 2 Collectors
Continental Washing Machine	2	
Air Compressor	2	
Conveyor Power Pack	2	
Blower	5	
Booster Pump	1	
Power Wash Station	2	
Tunnel Relay Station	1	
Wrap Power Pack	1	
Omni Power Pack	1	
Octo Glaze Unit	1	
Omni Unit / 2 High Pressure Pumps	1	
Mixing Station	1	
Soft Water Units	3	
STS Mitter	1	
Side Wheel	1	Set
Wrap Around Brushes	1	Set
FTB Mitter Curtain	2	
DRB Manager's Station	1	
DRB POS System	1	
Office Printer/Fax Machine	1	
Safe	1	
Portable Canopy	2	On Wheels
Windmaster Sign	1	
Manager Office Desk & Storage Rack	1	
Credit Card Machine	2	1 is for Government CC
Security System	1	
Portable Swamp Cooler	1	
Air Conditioner	3	
Swap Cooler	13	All 13 Replaced in 2020
Portable Swamp Cooler	1	
Air Conditioner	3	
Swamp Cooler	4	

PROPERTY PHOTOS





DEMOGRAPHICS - Tucson, AZ



HIGH GROWTH CORRIDOR - New Developments Within 5 Miles



1	Ville 810 Apartments 98 MF Units (Under Construction)
2	Pima JTED Office Building 49,933 SF (Under Construction)
3	Redford Estates 144 Single Family Residential Homes Phase I and 132 Homes in Phase II - total of 276 homes
4	Mission Ridge 44 Single-Family Residential (Just Closed)
5	Saguaro Haven 156 Single-Family Residential (Under Construction)
6	ALDI 871 E Tucson Marketplace Blvd (Just Closed)
7	Valencia Commons 75,000 SF of Retail (Proposed)
8	Drexel Commerce Center Building A and B - 184,080 SF of Industrial Warehouse (Proposed)
9	Corona Commerce Center 147,646 SF Industrial Warehouse (Proposed)

LOCATION OVERVIEW - Tucson, AZ

Tucson is the second-largest city in Arizona and the county seat of Pima County. It's no accident that the Tucson region is home to more than a million residents and hosts more than 7 million visitors a year. Tucson's strategic location provides easy and fast access to California, Mexico and Texas - three of the world's largest economies. Tucson is less than an hour from Mexico, Arizona's number one trading partner; and an hour and a half from Phoenix, the nation's fifth-largest city.

Tucson is home to the University of Arizona - established as Arizona's first university in 1885 and now a top 20 public research university of more than 50,000 students and staff from around the world. Tucson hosts a large number of annual events drawing participants and spectators from around the world, including the Tucson Gem, Mineral & Fossil Showcase, All Souls Procession, La Fiesta de los Vaqueros (Tucson Rodeo), Tucson Festival of Books, El Tour de Tucson road bike race, and Cologuard Classic, a PGA Tour Champions Tour Event. This desert oasis is not only a premier vacation destination but also a great place to live, work, and play - Tucson is the Southwest at its best.

Tucson is growing in jobs, investment & opportunity. Tucson is home to wide open spaces and with an affordable cost of living and doing business, it is seeing major growth with over 14,000 new jobs and a \$6.5 billion impact over the past few years. Couple that with the increased interest in mid-size cities for both business and talent, and Tucson and Southern Arizona are well-positioned for continued growth and expansion. In fact, Tucson ranks Top 25 Next Market for tech talent and No. 6 Best City for Gen Z. Tucson is also part of a top 10 emerging megapolitan region with Phoenix. The region boasts ample land and room to grow, plus access to a massive talent pool with graduates from the University of Arizona, Arizona State University and Pima Community College



1,024,000

*Current Tucson MSA
Population*



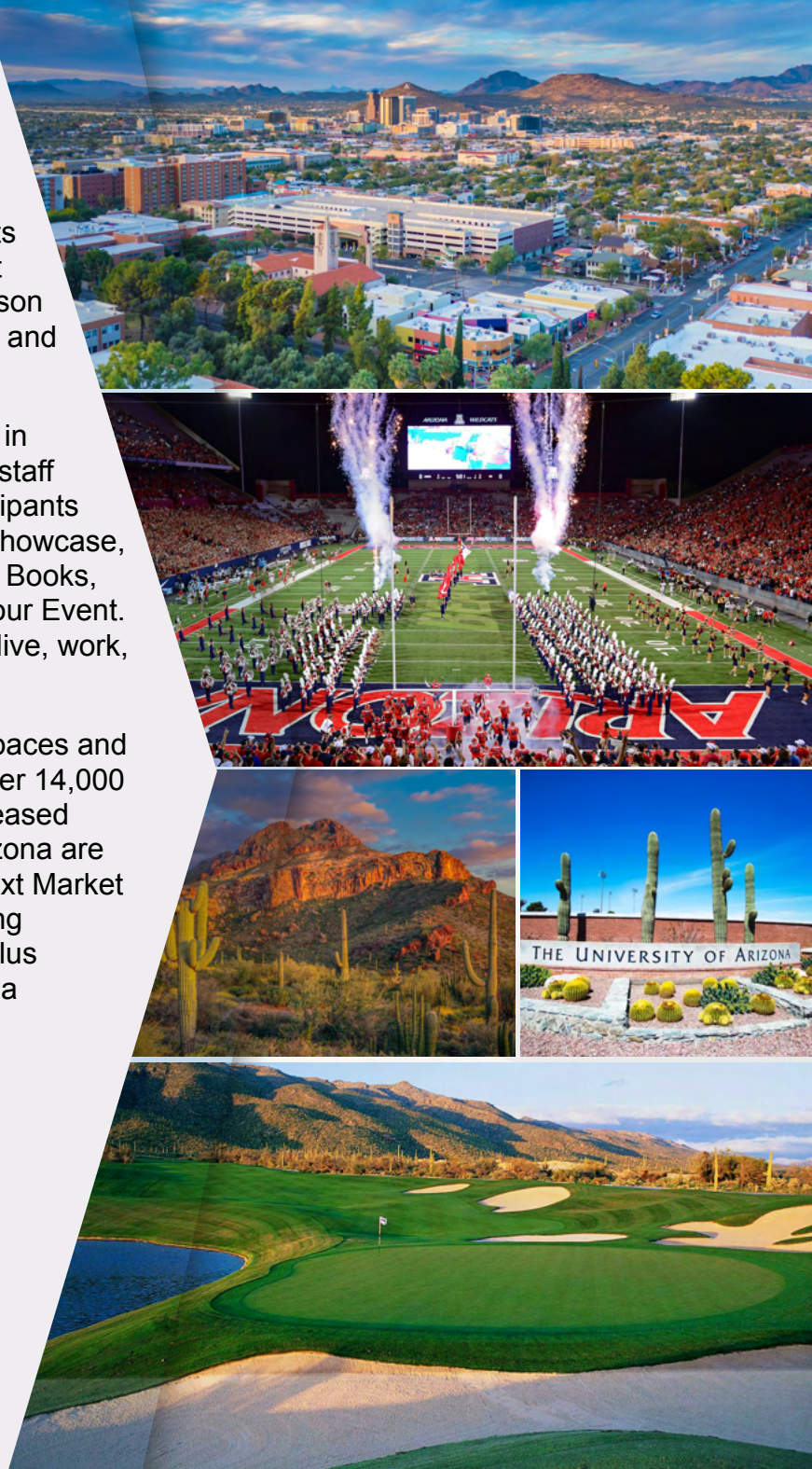
\$64,323

*Median Household
Income*



7.8%

*Population Growth
2010-2020*



ADDITIONAL BLUE WHALE PORTFOLIO OFFERINGS

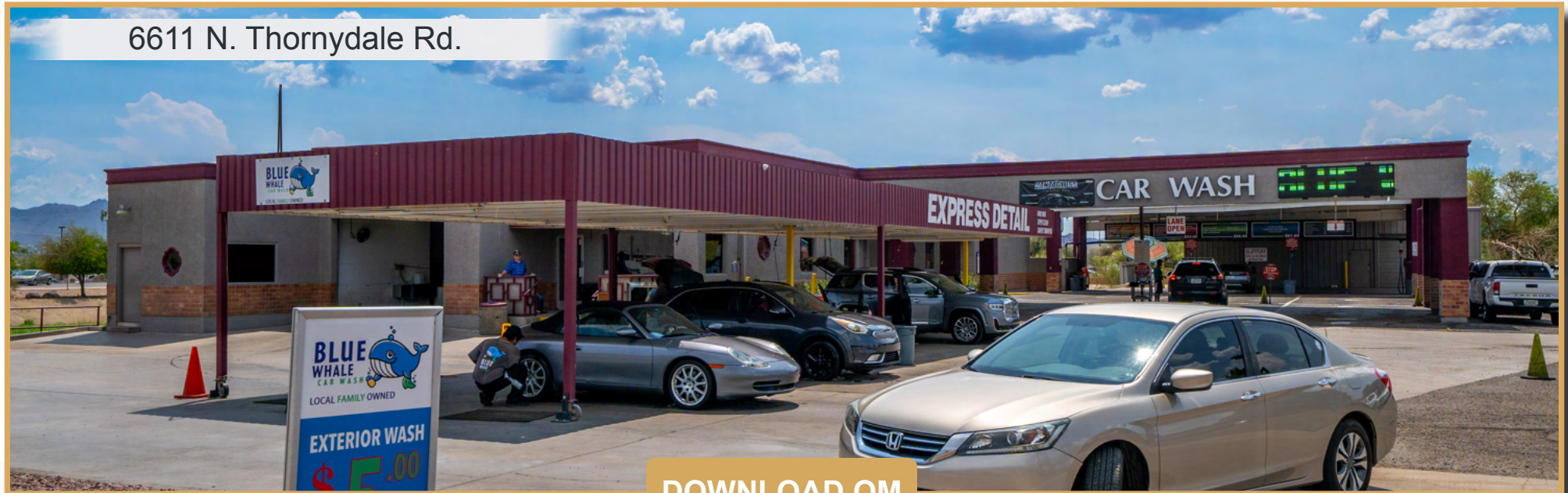


7210 E. 22nd St.



[DOWNLOAD OM](#)

6611 N. Thornydale Rd.



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