

**UPLAND**  
REAL ESTATE GROUP, INC.



# ZIPS CAR WASH

3805 Wards Road | Lynchburg, VA | 24502

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The information contained in this Marketing Package has been obtained from sources we believe to be reliable. However, Upland Real Estate Group, Inc. has not and will not verify any of this information, nor has Upland Real Estate Group, Inc. conducted any investigation regarding these matters. Upland Real Estate Group, Inc. makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided.

As the Buyer of a net leased property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Package is not a substitute for your thorough due diligence investigation of this investment opportunity. Upland Real Estate Group, Inc. expressly denies any obligation to conduct a due diligence examination of this Property for Buyer.

Any projections, opinions, assumptions or estimates used in this Marketing Package are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial, legal and other advisors.

Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any net leased property to determine to your satisfaction with the suitability of the property for your needs.

Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal, financial and other advisors must request and carefully review all legal, financial and other documents related to the property and tenant. While past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

All information, including price change and withdrawal from the market, is subject to change without notice.

**By accepting this Marketing Package you agree to release to Upland Real Estate Group, Inc. and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this net leased property. Property to be sold 'where is, as is.'**

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- This Zips Car Wash is on a **Triple Net lease with 13+ years remaining and 1.5% annual increases.**
- Located **next to Liberty University's campus** where total enrollment exceeds 135,000 and offers more than 700 programs. It is one of the world's largest Christian universities.
- Car Washes Qualify for **Bonus Depreciation via the Tax Cuts and Jobs Act of 2017.** (Please consult your CPA.)
- Conveniently located **across the street from Walmart Supercenter and Sam's Club** and is along Wards Road where traffic counts average 40,000 vehicles daily.
- Other nearby retailers include Target, Michaels, Chick-Fil-A, Starbucks, PetSmart, Kohl's, Old Navy, Ross Dress for Less, ALDI, Best Buy, Barnes & Noble and the River Ridge Mall (Dick's, ULTA, TJ Maxx, Homegoods, JC Penny).
- Great demographics with **5 mile population of 90,875** and average household income of \$73,013.
- **Zips Car Wash operates over 280 locations** in 25 states under 3 brands.
- **Lynchburg has been rated a "Top College Town"** by Travel & Leisure and by USA Today. Lynchburg operates one of the top school systems in the state as it is home to five public/private colleges and universities, providing market stability.

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**INVESTMENT SUMMARY**

<b>PRICE</b>	\$7,999,500
<b>CAP</b>	6.50%
<b>NOI</b>	\$520,279.70
<b>RENT/SF</b>	\$116.76
<b>RENT ADJUSTMENTS:</b>	1.5% Annual

**LEASE INFORMATION**

<b>LEASE TYPE</b>	NNN
<b>LEASE TERM</b>	20 Years
<b>RENT COMMENCEMENT</b>	11/15/2018
<b>LEASE EXPIRATION</b>	11/30/2038
<b>RENEWAL OPTIONS</b>	Six 5-Year



**PROPERTY INFORMATION**

<b>ADDRESS</b>	3805 Wards Road Lynchburg, VA 24502
<b>BUILDING SIZE</b>	4,456 SQ.FT.
<b>LOT SIZE</b>	0.94 Acres
<b>COUNTY</b>	Campbell
<b>YEAR BUILT</b>	2015

**LEASE NOTES:**

Net, Net, Net. No landlord responsibilities.

**DEMOGRAPHIC INFORMATION**

	1-MILE RADIUS	3-MILE RADIUS	5-MILE RADIUS
<b>2024 POPULATION</b>	8,820	37,292	90,875
<b>2029 POPULATION</b>	8,808	37,997	92,309
<b>2024 MEDIAN HOUSEHOLD INCOME</b>	\$49,560	\$54,824	\$54,798
<b>2024 AVERAGE HOUSEHOLD INCOME</b>	\$63,072	\$70,217	\$73,013

All demographic information is obtained from Site To Do Business, which compiles US Census Bureau data and Esri projections for 2024 and 2029.

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<b>PROPERTY</b>	Zips Car Wash
<b>TENANT</b>	Zips Car Wash, LLC
<b>REVENUES</b>	Confidential
<b>NET WORTH</b>	Confidential
<b>S&amp;P RATING</b>	Non Rated
<b>WEBSITE</b>	<a href="https://www.zipscarwash.com/">https://www.zipscarwash.com/</a>



**Zips Car Wash operates over 280 locations in 25 states under 3 brands.**

Zips Car Wash, headquartered in Plano, Texas, uses the latest industry technology to provide clean, dry, and shiny vehicles, as well as exceptional customer experiences. Zips Car Wash operates underneath the brands of Rocket Express Car Wash, and Jet Brite Car Wash.

With nearly 20 years in the business, Zips prides itself on providing the highest quality express tunnel car wash in the industry, offering a wide range of services including basic washes, upgraded packages to include waxing, interior cleaning and more. There are also membership programs to its customers to provide the best possible price to its committed users.

Zips also provides a 24 Hour Clean Car Guarantee with the purchase of every Premier car wash, allowing customers to come back within 24 hours with a receipt and receive a free basic re-wash.

In September 2023, Zips Car Wash was recognized by Newsweek for “Best in Customer Service.” Zips Car Wash has been a growing brand and has made customer service one of its top priorities. One of Zips most important values is giving back to the community, from fundraisers to military offers, they are all about uplifting local heroes and bringing people together across America’s neighborhoods.



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and more than 700 programs are offered.

Known as the "City of Seven Hills", Lynchburg is filled with history, scenic views, shopping, and much more. Downtown Lynchburg is home to the nationally awarded children's museum, Amazement Square, a hands-on creative learning space for children. Lynchburg is also home to Thomas Jefferson's Poplar Forest, which he designed as his retreat and private residence. Also located downtown, The Academy Center of Arts is a performing arts theatre that hosts some of the city's biggest events.

Another popular attraction in Lynchburg is the Maier Museum of Art located at Randolph College. This museum is one of the best American Art collections in the country through the 19th-21st centuries. One of the most popular trails in the city, The Blackwater Creek Trail, is perfect for jogging, walking, biking, and more.



**THOMAS JEFFERSON'S POPLAR FOREST**



**MAIER MUSEUM OF ART**



**BLACKWATER CREEK TRAIL**

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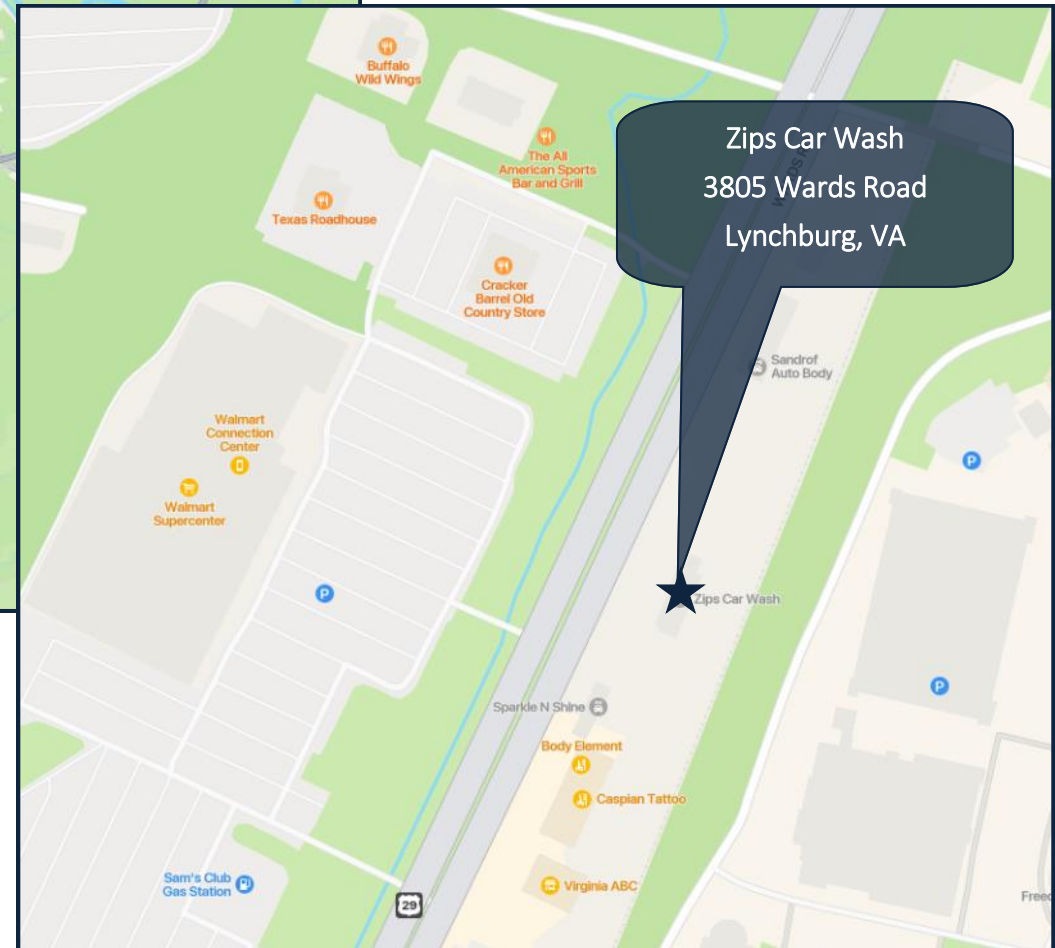
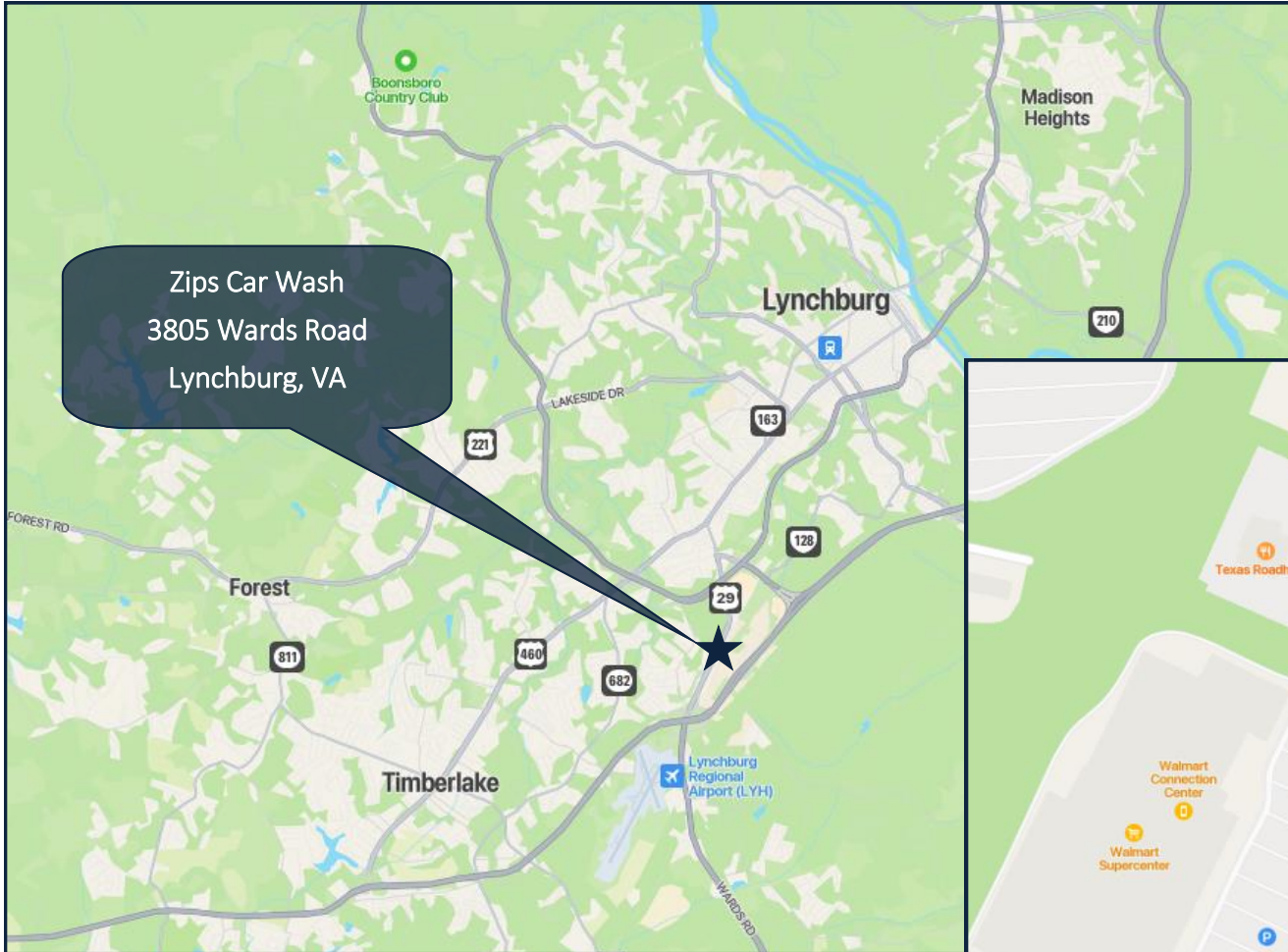
# **LU** LIBERTY UNIVERSITY

Located in Lynchburg, Virginia, Liberty University is a liberal arts institution with 15 colleges and schools, offering **more than 700 programs** in fields such as education, counseling, religion, law, aviation, cinematic arts, business, and more. Liberty University is one of the world’s largest Christian universities and the largest private non-profit university in the United States by total student enrollment, **where total enrollment exceeds 135,000.**

Liberty is a part of the CUSA Conference, with more than 20 NCAA Division 1 athletic teams and 40+ Club Sports teams. Liberty University also offers a wide variety of activities for students including the LaHaye Recreation & Fitness Center, Snowflex Centre, Hydaway Outdoor Center, Intramural Sports, and Student Activities such as concerts, movies, and open mic nights.



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**THE UPLAND ADVANTAGE**

Upland Real Estate Group, Inc., which was founded in 1995, is a Minneapolis based commercial real estate investment sales and brokerage company, which focuses on passive real investments, 1031 solutions, real estate portfolio diversification, and wealth preservation. Upland offers "big business service" with the attentiveness you expect from a boutique shop.

Our ability to swiftly match buyers with sellers is one of the many reasons Upland Real Estate Group, Inc. is the nation's primary resource for the purchase or sale of net leased, credit investment properties. Many investors and 1031 tax deferred exchange buyers have benefited from the experience and expertise of our team of net leased investment sales specialists.

**BENEFITS OF WORKING WITH UPLAND**

- Nationally recognized CCIM accredited sales team
- Comprehensive and searchable online database
- Excellent reputations and credibility
- Online Letter of Intent forms
- Access to confidential off-market properties
- Extensive referral network
- Prompt follow-up and attention to detail

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**PROVEN SUCCESS RECORD**

- Completed in excess of 900 net leased sales transactions totaling over \$2.8 billion
- Specialized in NNN investment market for more than 30 years

Upland's 1031 investment specialists have successfully completed net lease sales transactions with tenants including, but not limited to:

7-Eleven	Chick-Fil-A	KinderCare	Sherwin Williams
Advance Auto	Chipotle	Kohl's	Starbucks
Aldi	Circle K	Kum & Go	Sunoco
Allina Health	CVS Pharmacy	LA Fitness	Super America
Applebee's	Dollar General	Mattress Firm	Taco Bell
Arby's	Dollar Tree	McDonald's	Tires Plus
Aspen Dental	Duluth Trading Co.	Michaels	Top Golf
Bank of America	Fairview Health	National Tire & Battery	Tractor Supply
BJ's Wholesale Club	Family Dollar	Northern Tool & Equipment	Trader Joe's
Buffalo Wild Wings	Fresenius	Office Depot	United Healthcare
Burger King	Gander Mountain	O'Reilly Auto Parts	US Bank
Caliber Collision	Goodwill	Perkins	Valvoline
Camping World	Grease Monkey	Petco	Walgreens
Caribou Coffee	Jack in the Box	Pizza Hut	Wawa
Chase Bank	Jiffy Lube	Royal Farms	Wells Fargo Bank



L to R: Brier Swing; Deb Vannelli, CCIM; Taylor McManemy; Keith Sturm, CCIM; Shaylin Schares; Amanda Leathers