~ EXPRESS Exterior Tunnel Carwash model ~
A sampling of operating units & a few under construction
in the Los Angeles Metro Area Marketplace
(Group 1 - 40 locations)

Updated 04.01.15

NOTE: The comments below are made based upon the assumption that Jack's Los Angeles Metro Area clients all want traffic counts of 50,000 ADT or higher (40,000 ADT minimum in special cases) in order to be able to achieve 'seasoned' washed car volumes at high levels (i.e. 50,000 ADT x 1.5% capture rate = 750 washed cars daily x 325 wash days per year = 243,750 washed cars per year x $6.60 average ticket = $1,608,750 annual revenues x 60% = $965,250 annual cash flow before ground rent, if any; debt service, if any; and property taxes). Added to the foregoing income is that which comes from the residences in the neighborhood backup, if any.

Throughout most of the country, the site criteria places the minimum traffic count at 30,000 ADT because that is a high count almost everywhere else. As such, many unsophisticated people (including some who developed those "B" locations pictured below) are guided by the criteria published by national carwash associations or some manufacturers of carwash equipment who also adhere to the national industry standards. The Los Angeles Metro Area is blessed with much higher traffic counts than are found elsewhere across the U.S. Those high traffic count locations which satisfy the rest of the site criteria for the EXPRESS Exterior Tunnel Carwash (ECW) model are difficult to find because many of them are sold or ground leased without ever being exposed to the general marketplace by way of a listing agreement with a commercial brokerage firm. Also, national credit tenants want to acquire these sites.

Most of the locations listed below do not satisfy the high washed car volume ECW site criteria. It's believed that some of those which do so could achieve higher washed car volumes using the twin-tunnel design.

One well organized, well financed, new-to-industry, EXPRESS Exterior Tunnel Carwash developer appears to be using the national site criteria right now but is so far only applying it at signalized, corner locations (those 1/2 acre, 150' x 150' corners routinely chosen by oil companies back in the 1960s & 1970s for the old style gas stations). Their trade name is H2Go Express Car Wash. You may see what their units look like by visiting their web site at www.H2GoExpress.com .

Many others may be found by Googling "Express Exterior Car Wash" along with the city that interests you. Quite a few poorly located, poorly designed, poorly operated units may be found throughout the Los Angeles Metro Area which claim to be the "Express Exterior" car wash model but are nothing of the sort.

#1 - El Segundo, CA
El Segundo 5 Minute Express Car Wash
125 N. Sepulveda Blvd (upstream of El Segundo Blvd).
http://www.elsegundowash.com

COMMENT:
New-to-industry unit. Excellent location & design. Has washed over 30,000 cars monthly and may still be doing so even after increasing the menu of prices. Opened 5-6 years ago. Held the record for the highest washed car volume car wash in the nation.

#2 - Hawthorne, CA
Green Forest Car Wash
4649 W. Rosecrans Ave.
Located between Inglewood Ave & Hawthorne Blvd.
http://www.greenforestcarwash.com/

COMMENT:
New-to-industry unit. Prototype of "Entertainment Element" ECW to be franchised in the future. "B" location with low traffic count. But very busy after 2-3 years of promos. See 05.04.13 picture below.

#3 - Inglewood, CA
La Brea Express Carwash
868 So. La Brea Ave - NEC Arbor Vitae St.
At signalized intersection on La Brea Ave (northerly extension of Hawthorne Blvd) below Manchester Blvd.

Tel: 310.674.7566

COMMENT:
New-to-industry unit. EXTREMELY SMALL property makes it a "B" site. Otherwise it's a good corner location. HIGH DENSITY - LOW INCOME - HIGH CRIME Trade Area!! Very, very busy. Customers queue up out onto the street during peak hours (i.e. the above pic was shot at 3:15 pm on Sat. 05.04.13.

#4 - Torrance, CA
JUNI EXPRESS WASH
20509 So. Western - SWC, Western & 205th

COMMENT:
Fairly good new-to-industry location. Not sure of the traffic count. If 40,000+, high washed car volume may be achieved assuming aggressively marketed throughout the heavily populated nearby employment centers.

#5 - Garden Grove, CA
Express Car Wash & Lube
8034 Garden Grove Blvd.

"B" location due to difficult access. SEC Beach Blvd & Garden Grove Blvd at rear of large, mixed use development (Chevron Gas Station & QSRs). Use I-405 south, exit onto the 22 Fwy eastbound, then exit Beach Blvd northbound. It is adjacent to the Beach Blvd north off ramp for westbound 22 Fwy traffic.

COMMENT:
This one is a converted Full Service Carwash. It reopened as a Flex Wash offering both Full Service and Express Exterior services. Huge traffic count of 100,000+ ADT but less than desirable access. Achievement of a high washed car volume will require extensive marketing. Failing to achieve high washed car volume the converted facility was sold in the Spring of 2014 at a profit of nearly $500,000.

#6 - Westminster, CA
H2GO Express Car Wash
6491 Westminster Blvd.
NWC Westminster Blvd & Edwards St - H2GO unit.
www.H2GoExpress.com

COMMENT (updated on 07.22.14):
"A" location. New-to-industry EXPRESS Exterior on small 22,500 SF corner lot which opened in January, 2013. Traffic count is believed to be 52,000 ADT. In June, 2014, with just a 98 ft. conveyor, it washed 28,000 cars averaging 900+ per wash day with 1100-1200 cars on Saturdays and Sundays. Why such high washed car volume? Reliable sources believe it will wash 288,000 cars during the year 2014 so long as the carefully chosen* and highly trained top flight crew continue in place, the "Unlimited Club" members (who actually average getting their cars washed just three times per month) remain at the current level of 3700+ and no significant operational changes are made.

*Ex-military preferred. Also 18-25 year old college students who work part-time.

#7 - Norwalk, CA
H2GO Express Car Wash
12616 Imperial Hwy.
SEC Imperial Hwy & Bloomfield Ave - H2GO unit.
www.H2GoExpress.com

COMMENT:
"A" location. Small lot (150' x 150' = 22,500 sq. ft. Well designed, new-to-industry unit. High traffic count. Questionable access since up to 65% of the customers are female. This one and the one above in the City of Westminster are being done by a well financed group who hired the experienced, savvy person who developed the one on Sepulveda in El Segundo, CA as its Operations V.P.

05.01.14 UPDATE:
While washing 500 cars per day (162,500 cpy) this unit is believed to have been sold for $4,500,000 (4 x annual gross revenue) with the land. It is estimated that the cost of the project was $2,900,000 (land, entitlements, demo, building, equipment) so the developer made an estimated profit of $1,600,000 in less than two (2) years.

#8 - Anaheim, CA
EXPRESS CARWASH
590 N. Magnolia Ave.
SEC Crescent & Magnolia

COMMENT:
"B" location. Well designed new-to-industry unit on a smaller corner lot with a low traffic count. One of the 1/2 acre former gas station sites mentioned above.

06.17.14 UPDATE:
This unit is believed to have washed 22,000 cars last month with an average ticket of $7.00.

#9 - Buena Park, CA
Wildwater Express Carwash
7995 Knott Ave.
NWC Knott & La Palma Aves.
http://www.wildwaterexpress.com/

COMMENT:
Older new-to-industry unit. Good location. Medium sized lot...maybe 30,000 SF. Old style order entry system increases labor expense. Successful owner-operator who has this new-to-industry unit, a FSCW-to-ECW conversion unit in Huntington Beach mentioned below and a ECW profit center addition behind a busy gas station cited below in Costa Mesa.

#10 - Santa Ana, CA
Santa Ana Express Carwash
202 E. First St.
SEC First St & Cypress Ave (1 blk. east of Main St)
www.expcarwash.com

COMMENT:
"A" location. Excellent new-to-industry location at signalized intersection. Good design. Good sized lot...maybe 50,000 SF. Washed car volume is still ramping up every month. It's already exceeding the expected 'seasoned' high washed car volume. It is believed to be already washing over 1,000 cars per day...most days each month.

#11 - Los Angeles, CA
Blue Wave Express Car Wash
1838 S. Western Ave.
East side of Western Ave., downstream (north) from the I-10 Fwy.
http://www.yelp.com/biz/blue-wave-express-car-wash-los-angeles .

COMMENT:
New-to-industry unit. Bad "B" location. Fairly good design. A wealthy Korean M.D. already owned the land, saw El Segundo, went wild with enthusiasm and slapped it on this lot. He claims to be adding other stuff behind and north of the car wash property (c-store, office space, who knows what else?). There is no telling what he will do here since the 99.9% Korean demographics are so far unpredictable. They may blow past all the conventional site criteria wisdom and achieve high washed car volume here anyway...but that would be unexpected.

#12 - Hawaiian Gardens, CA
Five Star Express Car Wash
12245 Carson St.
Carson St. westbound, 1 lot upstream of Norwalk Blvd.
http://fivestarexpresscarwash.com

COMMENT:
"B" location. New-to-industry unit. Not expected to generate high washed car volume. Good design. Owner chose to acquire lower priced land. Should do lower washed car volume due to lower traffic count...well below 40,000 ADT.

NOTE: Owner has three new-to-industry units under development. The other two are located in Costa Mesa, CA and in Santee, CA.

#13 - Huntington Beach, CA
H2Go site (Former COCO's Restaurant)
7377 Edinger Ave.
NWC, Edinger & Gothard - H2Go unit to be developed here
www.H2GoExpress.com

COMMENT (updated on 04.30.14):
New-to-industry unit coming soon. Questionable new location being developed by the H2Go Express Car Wash firm mentioned above. Large lot uncharacteristic of the others developed to date by this firm. Uncertain of traffic count but believe it to be less than 40,000 ADT. Also, design and positioning of the carwash facilities are questionable if high washed car volume is desired. However, extensive new MFR & commercial developments nearby including a very strong traffic generator may greatly improve the traffic count making this a more successful location.

NOTE: Updated photo reflects construction status as of 04.30.14.

#14 - Huntington Beach, CA
Wildwater Express Carwash
17042 Beach Blvd.
SEC Beach & Warner
http://www.wildwaterexpress.com/

COMMENT:
Full Service Carwash conversion to EXPRESS Exterior model. Unfavorable property size and shape. Poor ingress & egress. Crowded on site vehicular circulation. No automated pay station at tunnel entry. Above factors typically scare off the female customer who represents up to 65% of ECW clientele. Huge traffic count estimated at 125,000 ADT. In spite of the many negatives, this unit is very busy proving that the traffic count is king! Owners told city it washed 700 cars on Saturday and 300-350 the other days. Wildwater is an experienced owner-operator. It has the one below in Costa Mesa and the one noted above in Buena Park.

06.17.14 UPDATE:
Very busy... for sure. It is believed to be washing 17,000 cars per month. That news warranted a close inspection and the special mention at my web site which follows.

NEWS FLASH posted on 06.13.14

A high washed car volume EXPRESS Exterior Tunnel Car Wash has appeared in the under-served Los Angeles Metropolitan Area Marketplace which ignored several rigid Site Criteria components...and is believed to be washing 17,000 cars monthly anyway! To see the unit and get the whole story, click here on **It ignored the rules and got high washed car volume anyway** .

CONCLUSION: This sure shakes up the traditional EXPRESS Exterior Tunnel Carwash model Site Criteria!

PS - There are now quite a few Los Angeles Metropolitan Area EXPRESS Exterior model carwashes cranking out big washed car volumes...even in "B" locations. Some of those are washing 22,000 or more per month. That's BIG BOTTOM LINE CASH FLOW. 22,000 x 12 = 264,000 per year x $6.60 average ticket = $1,742,400 Gross Revenue x 60% = $1,045,000 EBITDA before property taxes, ground rent (if any) & debt service (if any). Now

$1,045,000 is SERIOUS CASH FLOW.

Also, this is still a VASTLY UNDERSERVED marketplace so there will be lots of good sites for years to come. If you are interested in building a new-to-industry EXPRESS Exterior Tunnel Carwash of your own, hire Jack Muellerleile as your consultant in order to avoid about a year of 'research time' as he can quickly march you up the learning curve with his own expertise and key referrals to other industry experts.

You can call Jack at 714.220.1806 or email him at jrm@4VQP.com .

#15 - Costa Mesa, CA
Wildwater Express Carwash
1195 Baker St. (behind the gas station)
SEC, Baker & Fairview Rd.
http://www.wildwaterexpress.com/

COMMENT:
"B" location due to the layout used. Uncertain about the origin of this one. It is either an existing Full Service Carwash conversion to the EXPRESS Exterior model or it's a new-to-industry EXPRESS Exterior Tunnel Carwash built alongside an existing gas station. Lots of negatives at this location but it was very busy at 11:00 am on a Monday in April, 2013. If the owner chose to flatlot everything, properly design & construct & equip new ECW facilities capable of washing 1,000 cars daily then aggressively operate the business it is expected that this would become a high washed car volume location generating annual revenue far in excess of that currently being produced by the profit centers now in use.

#16 - Carson, CA
AQUAMAX Express Carwash & free standing C-Store
16101 S. Avalon Blvd.
SWC Alondra Blvd & Avalon Blvd.
http://www.aquamaxcarwash.com

COMMENT:
Another "B" location. New-to-industry Express Exterior unit with a full blown C-Store as a second profit center. The C-Store with its outdoor seating patio crowds the 30,000 SF corner property and reduces the possible number of free vacs for the Express Car Wash customer's use. It also eliminates the use of high-speed pay stations thus increasing the timeframe needed to process the customer. The 30,000 ADT traffic count limits the washed car volume potential. Aside from all of that, the owner says it is currently washing 10,000 cars monthly which evidences the high demand for the EXPRESS Exterior Tunnel Carwash concept.

#17 - Huntington Beach, CA
Newland Express Carwash
8471 Warner Ave.
NWC, Newland St.
http://www.yelp.com/biz/newland-express-carwash-huntington-beach .

NOTE: Located about 0.5 mi. east of an existing, very busy ECW at the SEC, Beach & Warner. City was sued by the Beach & Warner ECW owner but it unanimously approved this unit anyway. See 08.09.10 O.C. Register article at http://www.ocregister.com/articles/carwash-261288-city-council.html . The above linked O.C. Register article says owner claims his family has 2 other car washes in Long Beach, CA.

COMMENT:
Another "B" location. Extremely small lot estimated at about 15,000 SF. Attendants used at tunnel entry to accept payment and at tunnel exit to towel-dry each washed car. Free vacs are limited in number. Very good site plan considering the too-tight turning radii and reverse layout tunnel placement. Classy tunnel exterior design helped obtain city approvals needed. Limited washed car volume potential due to low traffic count, short tunnel and very tight onsite vehicle circulation which should not appeal to female customers which typically comprise up to 65% of the ECW clientele.

#18 - Long Beach, CA
3 Minute Carwash
130 W. Anaheim
SEC, Pacific Ave.

COMMENT:
New-to-industry ECW unit. Bad "B" site location. Lot is too small. Tunnel is very short. Too many improvements are crammed onto the lot. Low 'seasoned' washed car volume is expected. Good customer reviews at http://www.yelp.com/biz/3-minute-carwash-long-beach .

#19 - Long Beach, CA
$5 Express Car Wash
1400 E. Pacific Coast Hwy.
SEC ,Gundry (across from LBCC)

COMMENT:
New-to-industry ECW unit built along rear side of new retail store spaces w/ free vacs at egress end of tunnel. This is a terrible "B" site at best. Poor ECW location, low traffic count, wash tunnel poorly positioned and not designed for high volume. Low 'seasoned' washed car volume is expected. Lot size estimated at about 23,000 SF. Good customer reviews at http://www.yelp.com/biz/express-car-wash-long-beach

#20 - Long Beach, CA
Tommy's Express Carwash
1625 W. Willow, NEC, Santa Fe

COMMENT:
Appears to be an older, unattractive gas station to EXPRESS Exterior Car Wash conversion. Very small lot est. at less than 10,000SF...which makes it a "B" site. Not designed for high washed car volume but was very, very busy with a steady queue of waiting customers. Good customer reviews at http://www.yelp.com/biz/tommys-express-carwash-long-beach .

#21 - Long Beach, CA
Long Beach Gateway Car Wash
a.k.a. LBG Express Carwash
4141 E. Willow St., NWC, Lakewood Blvd. at I-405 Fwy.
http://www.lbgcarwash.com/

COMMENT:
Recently opened new-to-industry ECW unit. Very large lot with wash tunnel not visible to the very high traffic count Lakewood Blvd. which downgrades the location to a "B" site. It is obscured from that view by a large retail shop space building. That huge traffic count above 75,000 ADT will see the large Car Wash I.D. Sign on the high corner pole but not the carwash building. If improvements had been correctly designed and constructed with the offer to the public aggressive and continuing, this would be a "slam dunk" high washed car volume unit expected to reach a 'seasoned' level within 6-12 months with results at or even exceeding the following amounts:

- 1245 average number of washed cars per day
- 404,625 washed cars per year
- 33,718 washed cars per month
- $2,670,525 Gross Revenue per year
- $1,602,315 EBITDA per year before property taxes, ground rent (if any) and debt service (if debt capital was used in funding this project)

Sadly, the above POTENTIAL high washed car volume at this excellent site may never be achieved.

#22 - Fontana, CA
ProWash Xpress Car Wash
10520 Sierra Ave
Fontana, CA 92337
(909) 356-5812
http://www.prowashxpress.com/

Note: See more photos of this one at ProWash Xpress: Photos

COMMENT:
None, since I've not yet personally inspected this property. But looking at the pictures linked above... it appears that this is a very busy unit.

#23 - Costa Mesa, CA
Five Star Express Car Wash
2167 Harbor Blvd. (Harbor Blvd. southbound, 3rd lot upstream of Victoria Ave.)
http://fivestarexpresscarwash.com

Comment:
New-to-industry ECW which opened in mid-2013. Small lot shortens length of tunnel and tightens the onsite flow of traffic. Good demographics. Traffic count estimated to be around 40,000 ATD. Location is not positioned, sized or designed for high washed car volume. However, the cost of the land may have been low enough to make this potentially lower volume unit an excellent investment.

#24 - Irvine, CA
FAST 5 XPRESS CAR WASH
3080 Main Street
Irvine, CA 92614
Tel: 949.477.9274
www.Fast5Xpress.com

COMMENT:
This appears to be a new-to-industry ECW. It's located in an Irvine Company developed & owned "Auto Plaza" along with a Shell Gas Station w/ C-Store, a Jiffy Lube, some Auto Repair services and, on 04.06.13, a closed / abandoned Burger King. This is an 'inside location' with an estimated low traffic count. Thus, it is considered a "B" site. The trade area is packed with high-end demographics which, so far, have not generally been the targeted customer profile. This unit is not likely to generate a 'seasoned' high washed car volume in the immediate future in spite of the Los Angeles Times Orange County 04.06.13 edition front page 'above the fold' "sticker-type peel off ad" offering "FREE EXPRESS CAR WASH w/ sticker thru 04.15.13, 7 AM - 7 PM, 7 Days a Week. Experience State of the Art Car Wash Equipment."

The firm web site indicates added locations are coming soon in:

- Monrovia
- Norwalk
- Costa Mesa
- Murrieta

#25 - Hesperia, CA
Xpress 5-Minute Car Wash
14076 Main St, NWC Topaz Ave.
Hesperia, CA 92645
(760) 956-8688
http://www.xpresscarwash.com/

COMMENT:
Back in 2009-2010 this unit was built with the idea of collecting some Retail Space Rent Income. Therefore, it was set well back from the main street because the owner believed the closer-to-the-street pads would be taken by rent-paying retailers. I have yet to see an ECW successfully employ this strategy and achieve a high washed car volume on a 'seasoned' basis.

#26 - Victorville, CA
Victorville Speedwash
12147 Industrial Blvd. / NEC Bear Valley Rd.
Victorville CA 92395
(760) 962-9700 http://victorvillespeedwash.com

COMMENT:
"A" location. Twin conveyors under a single tunnel, high washed car volume EXPRESS Exterior unit believed to be washing well over 1,400 cars daily. On Tuesday 04.23.13 at 11:00 am, more than thirty (30) customers were observed using the free vacuums. It opened in the last quarter of 2009. Twin tunnels offer many advantages.

#27 - Lawndale, CA
FSCW conversion to EXPRESS Exterior Tunnel Carwash model (under construction on 05.04.13).
SWC Hawthorne Blvd & 171st Street, Lawndale, CA 90260
Web: **www.goecoexpress.com**

COMMENT:
High ADT Traffic count, large property, "$6 - 6 Min. or less - Free Vacuum" offer, twin pay stations, 44 free vacuums. The developer must expect high washed car volume.

#28 - Whittier, CA
5 'n Go EXPRESS Carwash
SEC Carmenita & Leffingwell, Whittier, CA 90605
(562) 944-0458
http://www.yelp.com/biz/five-and-go-express-wash-whittier-2

COMMENT:
"A" location. High ADT Traffic count, signalized intersection with a free "U" Turn, large property, good site plan, multiple pay stations with plenty of queuing, plenty of room for lots of free vacuums, bounded by 3 paved streets plus an alley, high density / lower income, highly Latino neighborhood. The developer of this new-to-industry ECW must expect high washed car volume and I think his expectations will be met...or even exceeded.

#29 - Temple City, CA
Bellagio Express Car Wash
5637 Santa Anita Ave / Live Oak
Temple City, CA 91780
(626) 821-6399
http://www.bellagioexpresscarwash.com/

COMMENT:
None, since I've not yet personally inspected this property. But noting the Yelp.com postings at http://www.yelp.com/biz/bellagio-express-carwash-temple-city it appears popular with its patrons.

#30 - Ontario, CA
So. Cal. Express Car Wash
1151 W. Holt Blvd,
Ontario, CA 91766
(909) 988-1860
www.SoCalExpressCarWash.com

COMMENT:
None, since I've not yet personally inspected this property.

#31 - Santa Ana, CA
ProWash Xpress Car Wash
SEC, 1st & Newhope
http://www.prowashxpress.com (discusses owner's other ECW on Sierra Ave. in Fontana, CA - See ECW #22 above)

COMMENT:
"B" location. Strong site with high traffic count believed to be near 50,000 ADT. Tight lot forcing layout to the secondary street. Excellent demographics. Good layout of facilities but not to primary street due to poor access. With an aggressive and continuing offer, this unit should achieve high washed car volume despite its physical deficiencies.

#32 - Norwalk, CA
Fast 5xpress Car Wash (still under construction on 02.11.14)
11301 Firestone Blvd at NWC Orr & Day Rd.
www.Fast5Xpress.com

COMMENT:
"A" location. Good site with high traffic count. Difficult ingress & egress. Should achieve 'seasoned' high washed car volume assuming an aggressive and continuing offer is employed.

#33 - Anaheim, CA
Cruizers Express Car Wash
1725 S. Brookhurst St. (Southbound upstream of Katella Ave.)
Tel: 714.780.0235
http://cruizersexpresscarwash.com/

COMMENT:
Poor "B" location. Small, mid-block lot. Poor facilities design. Estimated traffic count is less than 40,000 ADT. Good customer comments at Yelp web site. Go to http://www.yelp.com/biz/cruizers-express-car-wash-anaheim .

#34 - Santa Ana, CA
2035 N. Tustin Ave. / SEC Catalina Ave (north of 17th Street)

COMMENT:
"B" location due to low traffic count, short frontage and limited visibility for northbound traffic. In spite of those obstacles, as of 03.19.14 after just 18 months of operation, it is said to be washing 8,000 cars per month (295 per wash day). And as shown below that's a very good set of results for an absentee owner.

Estimated Washed Car, EBITDA & Net Cash Flow Results Being Generated now...& Upside Potential

Item	Actual 1.0+% Capture Rate	1.0% Capture Rate	1.25% Capture Rate	1.50% Capture Rate
Yr. 2011 Traffic Count of 31,570 cpd	295 washed cpd	314 cpd	394 cpd	473 cpd
X 325 wash days	95,875 cpy			153,725 cpy
X $6.60 avg. ticket	$632,775 Gross Revenue			$1,014,585 Gross Revenue
X 50%	$316,387 EBITDA			$507,292 EBITDA
Less $43,200 Property Taxes	$273,187 Net Cash Flow			$464,000+ Net Cash Flow

#35 - Moreno Valley, CA
Moreno Valley Express Car wash
12520 Frederick Street (upstream of Sunnymead Blvd. for northbound traffic)

COMMENT:
"B" location due to low traffic count (est. 24,000 ADT), short frontage, limited visibility for northbound traffic , an "L" shaped lot and a new appearing EXPRESS Exterior Tunnel Carwash just 0.5 mi. east on Sunnymead Blvd (see picture of #36 example below). In spite of those obstacles, as of 12.31.13, with zero marketing and 100% absentee ownership, it is said to have washed over 50,000 cars (153 per wash day) at an $8.00 average ticket offering a $6 - $8 - $10 pricing menu.

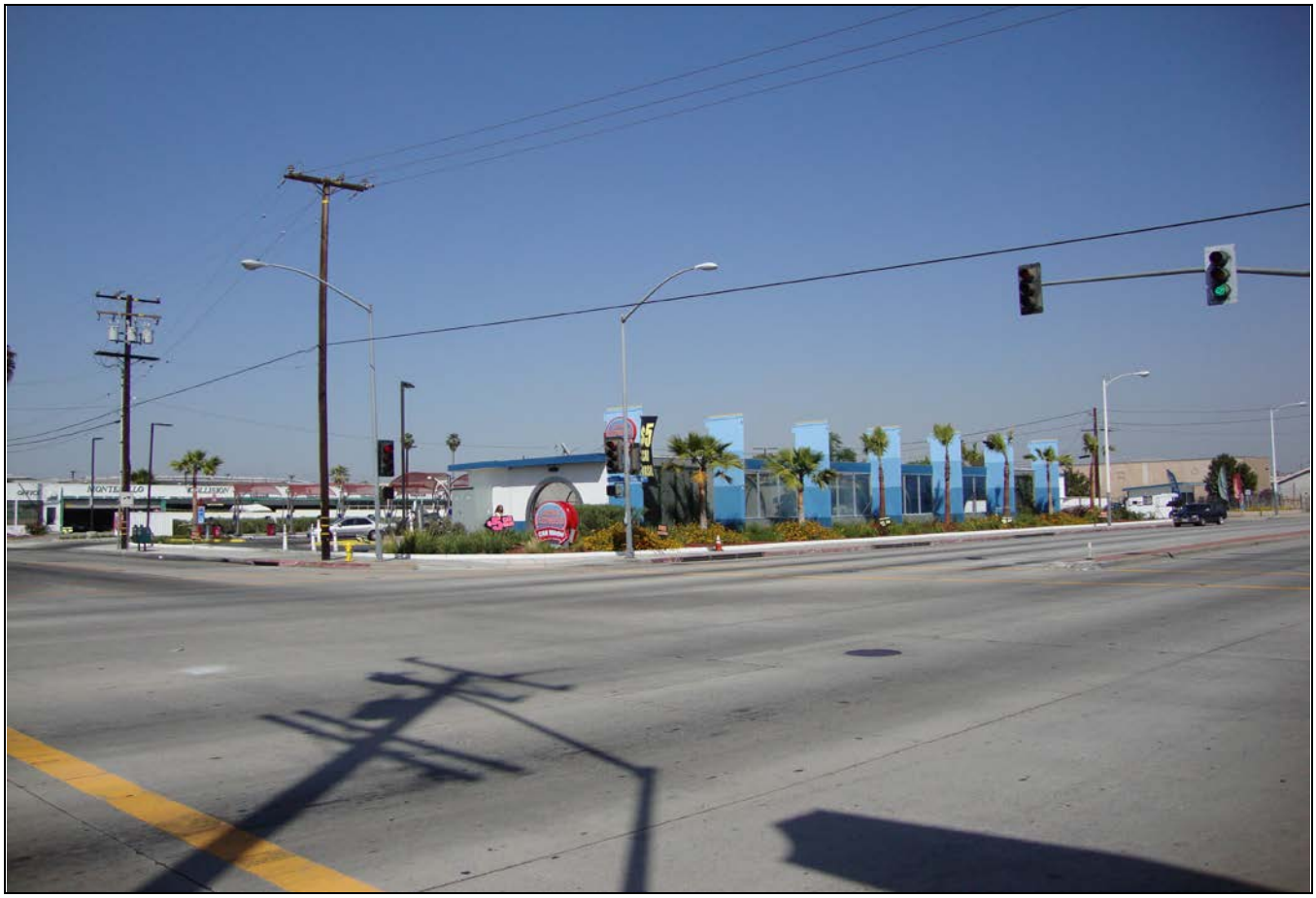
#36 - Moreno Valley, CA
iWash Express Car wash
23550 Sunnymead Blvd. (Midblock 0.5 mi. east of Frederick St.)

COMMENT:
"B" location due to low traffic count, short frontage, limited visibility for westbound traffic , and a new appearing, better located EXPRESS Exterior Tunnel Carwash just 0.5 mi. west at the SEC Sunnymead Blvd & Frederick St. (see picture of #35 example below). It appears to have been developed alongside other automotive services. Estimated traffic count is 20,000 ADT. With less than good access and the Express Exterior competitor 0.5 mi. away, it is estimated that this unit is washing less than 200 cars per wash day.

#37 - Fullerton, CA
Super Express Car wash
Upstream of SEC Euclid St. & Valencia Dr. (also NEC Euclid & West Ave.)

COMMENT:
"B" location under construction. Estimated traffic count is 30,000 ADT. It is estimated that the 'seasoned' washed car volume will be less than 300 cars per wash day.

NOTE: Picture was taken on 06.17.14.



#38 - Montebello, CA
Super Express Car wash
NEC Washington & Montebello Blvds.

COMMENT:
"B" location due to estimated traffic count of 30,000 ADT. This was a closed full service car wash which was likely purchased at a distressed price then converted to the EXPRESS Exterior model. It is estimated that the 'seasoned' washed car volume will be less than 350 cars per wash day.

NOTE: Pictures were taken on 04.30.14.

06.17.14 UPDATE:
Well...I was wrong again. My earlier estimate that the 'seasoned' washed car volume here would be less than 350 washed cars per day turned out to be low...very, very low. This unit is believed to be now washing 23,000 cars per month with a $6.30 average ticket. Folks, that is 766 washed cars per day!!!

#39 - La Quinta, CA
Desert Express Car wash
43632 Washington St. (1/2 block downstream of Fred Waring Dr.)
La Quinta, CA 92253

COMMENT:
"B" location due to estimated traffic count of 35,000 ADT. It is estimated that the 'seasoned' washed car volume will be less than 350 cars per wash day (lower in July-August due to seasonal decline in area). Large lot (est. 40,000 SF). Facilities appear to be built for much higher volumes (est. 150-160 ft. tunnel, 30 free vacs, long queuing space ahead of paypoint, spacious onsite vehicular circulation, smart handling of single driveway for ingress & egress).

NOTE: Picture was taken on 07.16.14.

#40 - Pico Rivera, CA
Fast 5 Xpress Car wash
8629 Whittier Blvd / NWC, Lexington Rd.
Pico Rivera, CA 90660

COMMENT:
"B+" location due to estimated traffic count of 35,000 ADT. It is believed that the 'seasoned' washed car volume will be less than 525 cars per wash day. This could be a Full Service to EXPRESS Exterior conversion. If so, it was very well done.

NOTE: Picture was taken on 01.06.15.

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Updated.04.01.15 by:

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