

 **DOWN** **2.0**

CAR WASH LAND AQUISITION

Getting Started in

CAR WASH LAND ACQUISITION

Use this packet to find and score car wash land opportunities using the Four Pillars, site criteria, and submission steps.

4 PILLARS

These are required qualifiers

Population

- 30,000+
- No more than 1 car wash competitor in a 1-mile radius of site

Traffic

- 13,000+
- On true arterial
- Near retail is best

Parcel

- 0.5 - 1 Acres
- Zones as permitted use
- C-2, B-2, etc. based on zoning code in your location

Medium Income

- \$50K+

Getting Started in

SCORE YOUR LAND OPPORTUNITY

CATEGORY	CRITERIA	POINTS
Population	30,000+	1
Competition	0-1 car wash competitors within 1-mile radius	1
	2+ competitors within 1-mile radius	0
Household Income (Median)	\$50K-\$75K	1
	\$75K+	2
Annual Average Daily Traffic (AADT)	13K-15K	1
	15K-25K+	2
Going Home Side	Is the site on the “going home” side of traffic flow?	1
Multifamily Adjacent	Is the land adjacent to a multifamily property?	1
Speed Limit	25-35 MPH	1
	35+ MPH	0
Retail Adjacent	Is the land adjacent to retail?	1
Size	0.5-0.75 acres	1
	0.75-1 acre	2
	1+ acre	0
Frontage	65-100 ft	0
	100+ ft	1
Price	\$0-\$500K	2
	\$500K-\$1M	1
	\$1M+	0
Your Total Score [See Key On Next Page]		___ / 16

SCORING KEY

Best	12-16 points	Strong candidate for acquisition
Better	8-11 points	May need review or additional factors
Good	0-7 points	Likely not suitable for development

STANDARD OPERATING PROCEDURE

SUBMITTING A LAND OPPORTUNITY

STEP ONE:

Identify a Potential Site

- Look for ½ to 1-acre **commercial parcels zoned for car wash use (C2/B2 or similar).**
- Confirm it meets the Four Pillars

STEP TWO:

Preliminary Contact

- Call or email the **broker or property owner** to introduce yourself.
- Use this script: “Hi, I’m working with a development team that builds car washes and is actively acquiring land.”
- **Do not negotiate or sign anything.** Just “warm up” the conversation.

STEP THREE:

Submit the Site

- Submit the site to [this portal](#).
- Pace’s team will review, score, and respond with next steps.

STANDARD OPERATING PROCEDURE

INTERNAL HANDLING BY PACE'S TEAM

Once a site is approved for next steps.

ZD/OC Member's Role After Submission	Pace's Team Responsibilities
<p>Submit land opportunities to the portal.</p> <ul style="list-style-type: none">□ Be available for follow-ups (e.g., local site photos, attending zoning/town meetings if requested).□ Do not negotiate or provide proof of funds—Ryan's team handles that.□ You may later act as boots on the ground or a passive owner depending on site involvement	<ul style="list-style-type: none">□ Draft and submit Letter of Intent (LOI) directly to the broker/seller.□ Negotiate terms, pricing, inspection period.□ Oversee due diligence, site plan submittals, and municipal approvals.□ Manage contract execution and development timeline.

STANDARD OPERATING PROCEDURE

SCORING & EVALUATION CRITERIA

Using criteria on previous page

PHASE ONE:


Initial Review (Four Pillars Check)

- If it meets population, traffic, zoning, and income thresholds → moves forward.
- If not, the submission ends there.

PHASE TWO:

Bonus Point Scoring

Used to prioritize between qualifying sites:

- **Competition:** Fewer than 2 competing tunnel car washes nearby = higher score.
- **Retail Adjacency:** Next to a Walmart, Target, or other retail traffic driver = bonus.
- **Speed Limit:** 25–45 mph optimal for visibility and spontaneous turn-ins.
- **Price Range:** Ideal \$200K–\$1M per acre (higher-priced land only considered if exceptional).
- **Lot Size:** 0.5–1 acre preferred; larger lots only accepted if subdividable.
- **Existing Use:** Sites with an old/dilapidated car wash (zoning already approved) =  acceptable.

STANDARD OPERATING PROCEDURE

DEAL FLOW & TIMELINE

STAGE	DURATION	RESPONSIBLE PARTY	DELIVERABLE
Site identification & submission	Ongoing	ZD/OC Member	Site form submission
LOI Drafting	1-2 Weeks	Pace's Team	LOI sent to seller
Inspection/Due Diligence	120 Days	Pace's Team / City	Zoning confirmation
Contract Execution	Post-LOI	Pace's Team / Legal	PSA finalized
Pre-Development Approvals	2-3 months	Pace's Team / Contractors	Site plan approval
Construction	6-9 months	Pace's Team / Contractors	Car wash build-out
Post-Completion	Ongoing	ZD/OC Member & Pace's Team	Site maintenance oversight (minor issues, graffiti, landscaping, etc.)

MUST HAVE LINKS

- [Car Wash Land Training Question Submission Form](#)
- [Submit Your Land Opportunities Here](#)

