



# BIRCHWOOD CAR WASH

8355 Birchwood Ct | Johnston, IA 50131

**MATTHEWS**<sup>™</sup>  
REAL ESTATE INVESTMENT SERVICES



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## EXCLUSIVELY LISTED BY

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# PROPERTY OVERVIEW



## INVESTMENT HIGHLIGHTS

- **Owner/User Opportunity** - Opportunity to acquire the business, building, and underlying real estate.
- **Consumer Versatility** - Catering to diverse preferences, this location provides both soft-touch and touchless wash options, ensuring broad consumer appeal equipped with premier Ryco equipment.
- **E-Commerce and Pandemic** - The car wash industry has thrived despite the presence of e-commerce and COVID-19.
- **Special Tax Advantage** - Accelerated Depreciation – Car washes present accelerated depreciation opportunities for tax savings. Under IRS Code Sections 179 & 168(k), these types of properties can qualify for business expense deductions up to 80 percent of the cost and bonus depreciation in the first year. \*Please consult your CPA for further details.\*
- **Highly Affluent Area** - Average Household income is \$156,534 within a 1-mile radius of the site, according to CoStar data.
- **Growth Opportunities** - With the potential to execute targeted marketing campaigns, explore service expansions, and expanding the membership program, this car wash business stands poised for increased profitability and expansion.

# FINANCIAL OVERVIEW



**\$590,000**

LIST PRICE



**\$169,268**

23' SALES



**\$63,270**

NOI

## PHYSICAL DESCRIPTION

**Property Address** 8355 Birchwood Ct

**Location** Johnston, IA 50131

**Year Built** 2004

**Land SF** ±35,719 SF

**Land Area** ±0.82 AC

**Car Wash Type** IBA

**In-Bay Equipment** Ryco

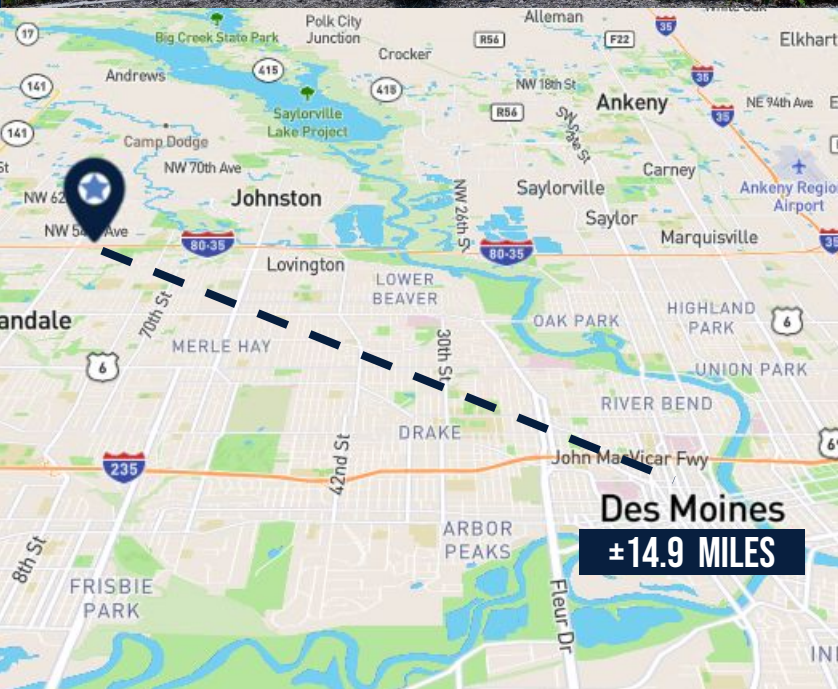
**Number of Bays** 4

**Type of Sale** Business Value & Real Estate

**Traffic Counts: 83rd St & Northview Dr S** ±5,416 VPD



# AREA OVERVIEW



## JOHNSTON, IA

Johnston, Iowa, is an increasingly appealing suburb of Des Moines, attracting residents and businesses alike with its dynamic growth and development. The city boasts a population density that reflects a vibrant community with a substantial portion of affluent households; the average household income within a one-mile radius significantly exceeds the national average, indicating a strong economic base and consumer purchasing power. Johnston's population has seen considerable growth over the last decade, positioning it as a flourishing market with increasing demand for residential, commercial, and retail developments.

The employment base in Johnston is robust, anchored by major players such as John Deere Financial and DuPont Pioneer, which are headquartered in the area. These employers not only provide a stable job market but also contribute to a high daytime population of professionals who support local businesses, retail, and services throughout the city. This influx of daytime workers ensures a steady flow of consumers to the area's many amenities and retail offerings, including the Johnston Town Center, a mixed-use development combining retail, dining, and community spaces that has recently been a significant focus of expansion efforts.

### DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
Five-Year Projection	9,097	63,859	156,127
Current Year Estimate	8,719	61,984	147,373
2020 Census	8,703	61,887	144,644
Growth Current Year-Five-Year	4.33%	3.03%	5.94%
Growth 2020-Current Year	0.18%	0.16%	1.89%
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
Five-Year Projection	3,441	26,277	64,127
Current Year Estimate	3,338	25,712	61,341
2020 Census	3,261	25,200	59,334
Growth Current Year-Five-Year	3.07%	2.20%	4.54%
Growth 2020-Current Year	2.38%	2.03%	3.38%
INCOME	1-MILE	3-MILE	5-MILE
Average Household Income	\$156,534	\$121,841	\$127,137

## DES MOINES, IA

Des Moines, Iowa, serves as a key economic and cultural hub in the Midwest, offering a blend of urban convenience and suburban comfort, making it an attractive place for consumers and businesses. This area has witnessed significant population growth in recent years, driven by a robust job market and an influx of young professionals attracted to the urban lifestyle and amenities that Des Moines offers. The city boasts a strong employment base with major employers including *Principal Financial Group*, *Wells Fargo*, and *MercyOne Medical Center*. These institutions not only provide stability to the local economy but also draw a significant daytime population that boosts demand for retail and services. The presence of these major players, along with a host of other businesses, fosters a dynamic economic environment where new developments continue to emerge. Recent retail and residential projects in areas like the East Village and along the Des Moines Riverfront are revitalizing the cityscape and attracting more residents and visitors to the area.

Des Moines is well-equipped with amenities that enhance its appeal to residents and visitors. The city offers a variety of shopping, dining, and entertainment options, including the popular Jordan Creek Town Center and the historic East Village. Recreational facilities abound, with numerous parks, bike trails, and the Des Moines River offering ample opportunities for outdoor activities. In terms of transportation, Des Moines is strategically positioned with access to several major highways and a comprehensive public transportation network, including DART (Des Moines Area Regional Transit) buses that connect different parts of the city and suburbs, facilitating easy and efficient movement across the area. These attributes make Des Moines not only a practical choice for residents but also an attractive destination for tourists and new businesses.



### DES MOINES TOP EMPLOYERS



## ECONOMIC DEVELOPMENT

Des Moines, Iowa, has established itself as a significant economic hub in the Midwest, primarily driven by its strong presence in the financial services and insurance sectors. The city is often referred to as the "insurance capital" of the United States, home to major corporations such as Principal Financial Group and the U.S. operations of Lloyd's of London. This sector's dominance provides a stable employment base and attracts related businesses, fostering a dynamic economic environment. Additionally, Des Moines is becoming increasingly recognized for its burgeoning tech scene, supported by business-friendly policies, including tax incentives and grants aimed at encouraging innovation and startup growth.

In terms of urban development, Des Moines has made significant strides in revitalizing its downtown area to support economic growth and enhance quality of life. Projects like the Des Moines Riverwalk have transformed the waterfront into a scenic and recreational hotspot, promoting tourism and local commerce. The city's commitment to cultural and infrastructural development is evident in the expansion of venues like the Iowa Events Center and the proliferation of arts and entertainment options that cater to a diverse population. With ongoing investments in public spaces, residential developments, and commercial properties, Des Moines continues to attract a skilled workforce and maintain its status as a thriving economic center in the region.

## ATTRACTIONS



Iowa State Capitol



Pappajohn Sculpture Park



Greater Des Moines Botanical Garden



ANYTIME FITNESS  
Get to a healthier place. **Roots 95**  
McDonald's UNIVERSITY OF IOWA HEALTH CARE

WASABI  
9 goodwill Kum & Go



TIMBER RIDGE ELEMENTARY  
700 STUDENTS



Starbucks Hilton Garden Inn  
TOWNEPLACE SUITES MARRIOTT **TEXAS** **WALKERS**



INTERSTATE 35 ± 101,100 VPD



**SUBJECT PROPERTY**



Culver's H Hampton  
Arby's Holiday Inn Pizza Ranch Fairfield BY MARRIOTT



GOSPEL ASSEMBLY ACADEMY  
12 STUDENTS



Papa Murphy's TAKE 'N' BAKE PIZZA BANK OF AMERICA

HAYMARKET SQUARE MALL

SUBWAY  
ADVANCED OPTICAL WALMART



URBANDALE HIGH SCHOOL  
1,326 STUDENTS

Office DEPOT SALLY BEAUTY  
HEALTH GENESIS CLUBS PET SUPPLIES PLUS BIG LOTS!



MERLE HAY MALL



URBANDALE MIDDLE SCHOOL  
914 STUDENTS

Auntie Anne's CVS pharmacy  
five BELOW target Bath & Body Works  
OLD NAVY KOHL'S



# CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **8355 Birchwood Ct, Johnston, IA, 50131** (“Property”). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants’ plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews Real Estate Investment Services is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity’s name or logo, including any commercial tenant’s name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews Real Estate Investment Services, the property, or the seller by such entity.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.



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