

2376 Pulaski Highway

North East, Maryland

*Carwash Business & Property on 0.61-Acre Lot
Dense Retail Location with Permissive BG Zoning
Direct Access to Route-40 with 34,363 VPD*



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Marcus & Millichap

Offering Summary

**2376 Pulaski Hwy
North East, MD 21901**

Price: \$2,200,000
Building Area: 4,379 SF
Lot Size: 0.61 Acres
Zoning: BG (Business General)
2025 Business NOI: \$202,242

Car Wash Features:

- One Touch-Free Laser Wash
- One Soft-Cloth Tunnel Wash
- Five Self-Service Wash Bays
- Spot Free Rinse System
- 7 Vacuum Stations
- 2 Well-Maintained Equipment Rooms
- On-Site Office/Storage
- Open 24/7

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Investment Highlights

High Traffic Frontage with 34,363 VPD and Direct Access to Pulaski Highway

Strategically located along Route-40, providing maximum traffic visibility

Limited Nearby Car Wash Competition Bolsters Upside Opportunity

There are no competing car washes within 5+ miles

Well-Maintained Equipment Improve Business Functionality

All equipment is regularly maintained, security system and car wash software in place

Potential to Implement a New Business Plan to Boost Revenue

The car wash has never been advertised besides on-site signage

Dense Retail Location With Numerous Anchored Shopping Centers Nearby

Intersection shared with vast array of Fortune 500 brands and other drive-thru amenities

Flexible Business General Zoning Allows Potential Future Repositioning

BG zoning permits a wide range of uses, giving optionality for future redevelopment



Executive Summary

Marcus & Millichap is pleased to exclusively represent the ownership in the sale of the Super Shine Car Wash (the Business) along with the real estate located at 2376 Pulaski Highway, North East, Maryland (the Property). The 4,379 SF car wash sits on 0.61-acres beside a signalized, highly-trafficked intersection along one of the Baltimore region's most densely commercialized corridors (Route 40). With 34,363 VPD, the property is located within North East's primary retail center and has access from two streets. There is not a single competing car wash business within a 5-mile radius of the site.

Positioned on the same intersection as two anchored shopping centers, a McDonald's drive-through and a Sunoco gas station, the property enjoys excellent visibility and high daily activity. North East Plaza is located across Rt-40 and is home to a Walmart Supercenter, Petco, Dunkin', Advance Auto Parts and more. North East Station is directly west of the subject and is anchored by a Lowe's, Food Lion and West Marine with a Chipotle, Starbucks and other Fortune 500 tenants also occupying. The car wash directly benefits from being adjacent to major retailers and the traffic these centers produce. Zoned BG (Business General), the location offers flexibility for various commercial uses and future pad site development.

Constructed in 2010, the masonry-constructed facility includes one touch-free wash, one soft-touch wash, five self-serve bays and seven vacuum stations. There are two equipment rooms on site, a primary room serving the touch-free bay and five self-serve bays and a smaller room serving the soft-touch bay. The soft-touch bay houses a 6-year Mark VII wash machine with 3 dryers and 103,000 washes. The touch-free bay houses a 3.5-year hold Mark VII wash machine with two dryers and 33,000 washes. The water reclamation system currently recycles 44% of all water used throughout the site. All equipment has been meticulously well-maintained and detailed operational recordkeeping is available for the next owner.

The car wash is currently managed by an absentee owner who employs one on-site supervisor and two on-call mechanics. There are numerous management inefficiencies that a new operator can streamline to capitalize on substantial revenue upside. Outside of a digital sign on the premises, the business has never been marketed or advertised. Creating an online presence via a website and social media and offering a membership program are examples of immediate strategies to impact growth.

This investment represents a compelling opportunity to capitalize on the potential of an under-managed car wash in a heavily trafficked submarket with limited competing wash facilities. With prominent frontage and direct access to Pulaski Highway, coupled with a population of 18,663 within three miles and exposure to strong commuter traffic, a new owner is well-positioned to rapidly increase the vehicle capture rate and drive significant revenue growth. With a going-in cap rate of 18.39% and vast upside, an owner can significantly outperform alternative investments. Seller Financing is available for qualified buyers.



Surrounding Area

North East Station (Notable Tenants)



North East Plaza (Notable Tenants)



Mauldin Ave



Route-272 North East Rd

Super Shine Car Wash



US-40 Pulaski Hwy
34,363 VPD



Building & Equipment Specifications

Parcel Number	05-052823
Year Built	2010
Building Area	4,379 SF
Lot Size	0.61 AC
Zoning	BG
FAR	0.16
Floors	2
Self-Serve Bays	5
Touch-Free Bays	1
Soft-Touch Bays	1
Spot-Free Rinse System	1
Auto-Temp Doors	2
Vacuum Stations	7
Hot Water Tanks	3
Soft-Touch Equipment	Mark VII (2018)
Touch-Free Equipment	Mark VII (2022)
Vacuums	J.E. Adams (6 with shampoo & fragrance)
Pump System	Jim Coleman
Boiler System	450,000 BTU
Water Recycling System	44% Recycled Water
Security	Interior & Exterior cameras and alarms
Propane Tank	1,000 Gallons
Structure	Masonry
Roof	Shingle (2010)



Zoning

Purpose

The purpose of the Business General (BG) zone is to provide for commercial uses, activities, and combinations thereof of a general nature including retail, wholesale, and business intended to service an area of several communities. Further, the intent is not to create new strip patterns along the roadways, but to encourage integrated plans with concordant site design to reduce trip lengths.

Building Restrictions

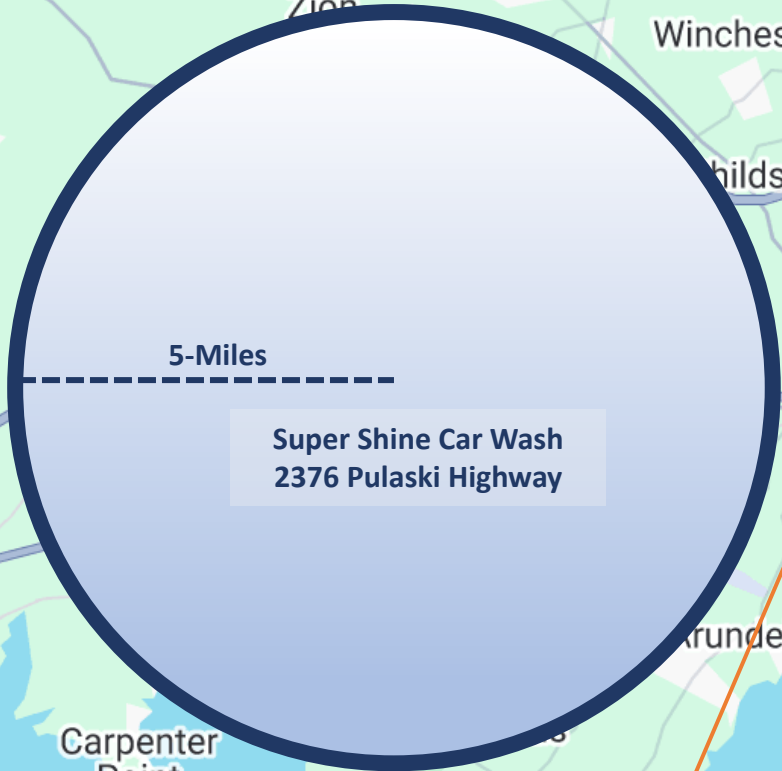
- BG Maximum Building Height: 50'
- BG Front Setbacks: 25'
- BG Rear Setbacks: 25'
- BG Side Setbacks: 25'



Minimal Car Wash Competition

Metrics Within Radius

- Population: 27,427
- Household Income: \$96,007
- Combined VPD: 50,741
- VPD/Year: 18,520,465



801 Commerce Dr
Elkton, MD



333 E Pulaski Hwy
Elkton, MD



501 N Bridge St
Elkton, MD



1000 Ostego St
Havre De Grace, MD



502 S Philadelphia Blvd
Aberdeen, MD

Promotion Plan

Maintain a Modern Website

Implement a Membership Program

Local Search Engine Optimization

Create a Yelp Business Page

Loyalty Program

Coupon Direct Mail Advertising to Local Area

Discounted Sales for Local Auto Shops

Social Media Marketing

Offer a Free Car Wash to Local Area Residents



Business Financials

Income	Full Year 2022	Full Year 2023	Full Year 2024	Full Year 2025*	Pro Forma
Gross Revenue	\$ 325,729	\$ 349,285	\$ 333,153	\$ 345,323	\$ 746,489
Cost of Goods Sold	\$ -	\$ -	\$ -	\$ -	\$ 111,973
Effective Gross Revenue	\$ 325,729	\$ 349,285	\$ 333,153	\$ 345,323	\$ 634,516
Operating Expenses					
Bank Fees	\$ 12,251	\$ 13,589	\$ 13,342	\$ 13,742	\$ 14,155
Salaries	\$ -	\$ -	\$ -	\$ -	\$ 70,000
Electricity	\$ 13,131	\$ 12,258	\$ 10,747	\$ 11,069	\$ 11,401
Propane	\$ 5,269	\$ 1,986	\$ 1,615	\$ 1,663	\$ 1,713
Insurance	\$ 11,634	\$ 11,146	\$ 12,226	\$ 12,593	\$ 12,971
Business Expense	\$ 1,783	\$ 4,048	\$ 1,812	\$ 1,866	\$ 1,922
Office Supplies Expense	\$ 941	\$ 566	\$ 606	\$ 624	\$ 643
Rent	\$ 33,800	\$ 21,000	\$ 34,000	\$ 35,020	\$ 36,071
Professional Fees	\$ 3,575	\$ 1,875	\$ 6,100	\$ 6,283	\$ 6,471
Repairs & Maintenance	\$ 7,980	\$ 27,146	\$ 9,781	\$ 10,074	\$ 10,376
Soap & Supplies	\$ 10,236	\$ 3,758	\$ 9,347	\$ 9,627	\$ 9,916
Security	\$ -	\$ 607	\$ 809	\$ 834	\$ 859
Taxes-Misc	\$ 1,400	\$ 754	\$ 2,258	\$ 2,326	\$ 2,395
Taxes - Real Estate	\$ 6,746	\$ 6,603	\$ 6,629	\$ 6,657	\$ 6,856
Telephone	\$ 4,046	\$ 4,497	\$ 4,593	\$ 4,731	\$ 4,873
Trash Removal	\$ 1,660	\$ 2,244	\$ 2,384	\$ 2,456	\$ 2,530
Water	\$ 3,410	\$ 14,762	\$ 12,335	\$ 12,705	\$ 13,086
Sewer	\$ 10,073	\$ 10,924	\$ 8,811	\$ 9,076	\$ 9,348
Lawn & Snow	\$ 2,232	\$ 2,056	\$ 1,685	\$ 1,736	\$ 1,788
Total Expenses	\$ 130,166	\$ 139,819	\$ 139,081	\$ 143,081	\$ 217,374
Ordinary Business Income	\$ 195,563	\$ 209,466	\$ 194,073	\$ 202,242	\$ 417,142

Notes on Financials

- Full Year 2025 P&L is not yet complete. The 2025 column is based on annualized revenue from the first three quarters of the year. All expenses were grown by 3% over 2024.
- Cost of Goods Sold not shown on Owner's P&L. Pro Forma COGS was calculated using an industry standard 15% of Gross Revenue factor.
- Point of Sales system was a one-time payment at time of purchase, not a subscription model with a recurring expense.
- Pro Forma Revenue was calculated by the Performance Projections on the following page. Pro Forma Expenses were grown by 3% over 2025.

Performance Projections

Current Super Shine Car Wash Pricing

The Ultimate	\$	16.00
The Works	\$	14.00
Supreme	\$	12.00
Self Service Cost Per Cycle	\$	5.00
Vacuum Cost Per 4 Minute Cycle	\$	1.00

Assumptions Used in Financial Model

5-Mile Pop. Density	28872
Pulaski Hwy & Mauldin/N East Rd Intersection VPD	34363
Days Open Per Year (Automatic Only)	320
Total Capture Rate	0.55%
Cars Per Year (For Automatic Calculation)	60,479
Cars Per Year (For Self Serve Calculation)	68,984
Cars Per Year (For Touch Free Calculation)	68,984
Self-Serve % of Washes	50%
Automatic % of Washes	30%
Touch Free % of Washes	20%
Self Serve Cars Per Year	34,492
Self Serve Cars Per Day	94.50
Automatic Cars Per Year	18,144
Automatic Cars Per Day	56.70
Touch Free Cars Per Year	13,797
Touch Free Cars Per Day	37.80
Total Washes Per Year	66,432

Self Service Wash Revenue

Number of Bays	5
Daily Average Cars Per Bay	18.90
Price Per Cycle	\$ 5.00
Cycle Per Wash	1.25
Self Serve Revenue Per Day	\$ 590.61
Self Serve Revenue Per Year	\$ 215,574

Automatic Wash Revenue

Number of Bays	1
Daily Average Cars Per Bay	56.70
Average Price Per Wash	\$ 17.00
Automatic Car Wash Revenue Per Day	\$ 963.88
Automatic Car Wash Revenue Per Year	\$ 308,442

Touch Free Wash Revenue

Number of Bays	1
Daily Average Cars Per Bay	37.80
Average Price Per Wash	\$ 13.00
Automatic Car Wash Revenue Per Day	\$ 491.39
Automatic Car Wash Revenue Per Year	\$ 179,358

Vacuum Revenue

Number of Vacuums	6
Price Per Cycle	\$ 1.00
Cycle Per Car	1.25
Percent of Usage By Total Traffic	50%
Vacuum Revenue Per Day	\$ 118.12
Vacuum Revenue Per Year	\$ 43,115

Total Projected Revenue \$ 746,489

Pricing Breakdown

	Price	Price/SF	Current Cap Rate	Pro Forma Cap Rate	Current Multiple	Pro Forma Multiple
Business Valuation	\$ 1,100,000	NA	18.39%	37.92%	5.44	2.64
Real Estate Valuation	\$ 1,100,000	\$198.95	NA	7.76%	NA	NA
Total Valuation	\$ 2,200,000	\$397.90	9.19%	18.96%	10.88	5.27



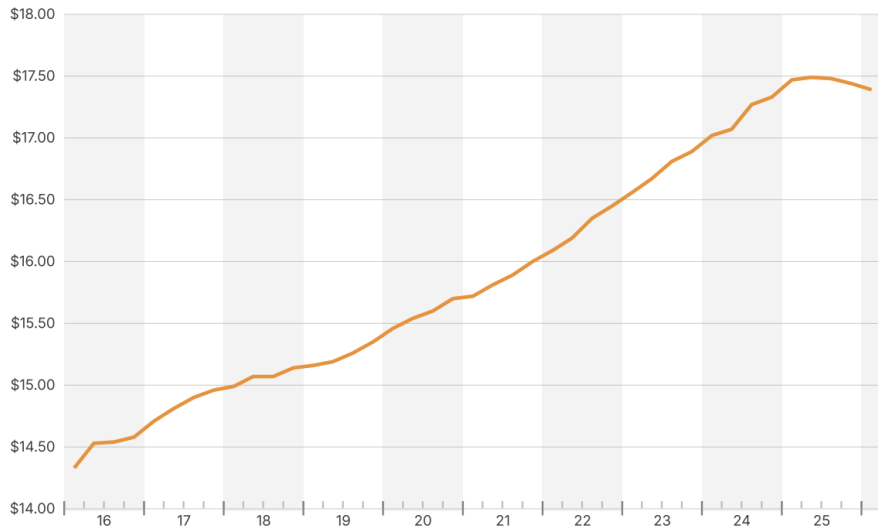
Market Summary

Cecil County, Maryland

Cecil County, MD borders Harford County to the north and sits strategically along the I-95 and Route 40 corridor, offering direct connectivity to Baltimore, Philadelphia, and the broader Mid-Atlantic region. Cecil County has continued to grow steadily, with its population increasing 2.5% from 2020 to 2024 as the area attracts new residents seeking affordability and access to major employment centers. North East, one of the County's core retail submarkets, has also posted meaningful growth as development expands from Baltimore along the I-95 and Route 40 corridors.

As demographics continue to strengthen, Cecil County has drawn significant interest from major Fortune 500 Companies due to its strong labor force, accessible location, and relatively low costs. The demand for car wash and service-based retail is well-positioned for continued expansion throughout the submarket.

Previous 10-Year Market Rents



Source: Costar March 2026 Survey

Retail Submarket Metrics

	1-Mile Radius	3-Mile Radius	5-Mile Radius
Properties in Survey	63	89	109
Inventory SF	769K	902K	990K
Vacancy	1.30%	1.60%	1.50%
TTM Net Absorption SF	15.3K	17.6K	17.6K
TTM Net Absorption %	1.97%	1.94%	1.77%
Market Rent/SF	\$17.79	\$17.41	\$17.25
Annual Rent Growth	0.10%	-0.30%	-0.50%

Source: Costar March 2026 Survey

Strong Submarket Performance

Within a five-mile radius of Pulaski Highway, there are no existing express car wash businesses. Given the size of the trade area and traffic volume, the minimal number of operators indicates that the market is undersupplied. The subject property sits along one of the primary corridors in Cecil County.

The combined traffic volume across Pulaski Highway and North Mauldin Ave is approximately 50,741 vehicles per day. Applying an industry standard 0.55% traffic capture rate and budgeting for 45 days of downtime per year, this equates to approximately 198,446 washes per year in the trade area,. Using Super Shine's current average price per cycle, this would indicate an opportunity of \$746,489 in annual gross sales.

As residential and commercial development continue to stretch northward along the Route 40/I-95 corridor in Harford County, car wash demand should continue to grow. With no express car washes in the submarket the car wash demand should continue to grow.

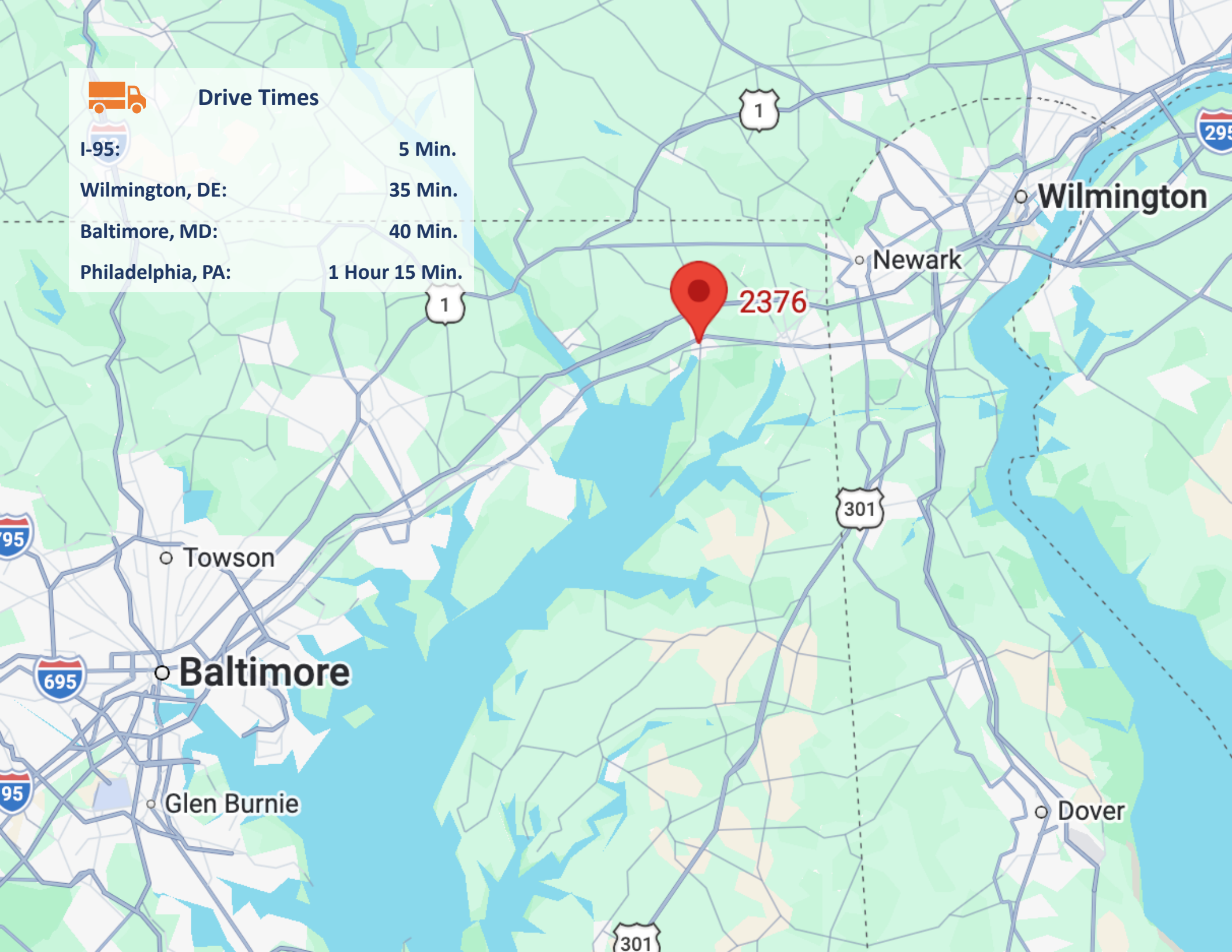


Drive Times

I-95:	5 Min.
Wilmington, DE:	35 Min.
Baltimore, MD:	40 Min.
Philadelphia, PA:	1 Hour 15 Min.



2376





Interior Pictures



Marcus & Millichap

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