

# For Sale

## Car Wash

### Sonoran Express (site 1)

16843 N 43<sup>rd</sup> Ave, Phoenix, AZ



### Exclusively listed by: Roger A. Pencek - BROKER

- Fully operational and staffed Express Wash
- Sonnys Equip 21 vac 100% Absentee ownership
- Owner has one more wash @ \$1.9M: call for details
- 2026 EST Gross Sales \$700K+- Est EBIDTA \$300K
- 640 Memberships loyal customer base.



Branch Offices\*\* USA

# \$3.3M

Contact: Roger A. Pencek - Broker



Car Wash Brokers, Inc., aka Acquisitions Businesses & Investments LLC  
11408 N. Blackheath Rd., Scottsdale, AZ 85254

Tel: 602-787-1100 Fax: 480-483-1116 Email: [roger@carwashbrokers.com](mailto:roger@carwashbrokers.com)

Visit us online at [www.carwashbrokers.com](http://www.carwashbrokers.com)

**Branch Offices: USA**

[roger@abibi.com](mailto:roger@abibi.com)  
[www.abibi.com](http://www.abibi.com)  
[www.gsbUSA.biz](http://www.gsbUSA.biz)  
[www.carwashbrokers.com](http://www.carwashbrokers.com)  
[roger@carwashbrokers.com](mailto:roger@carwashbrokers.com)

**Corporate Office:**

Office: (602) 787-1100  
 Fax: (602) 787-1156  
 Mobile: (602) 770-4040  
 Roger A. Pencel/Broker

**Acquisitions, Businesses & Investments, L.L.C***(aka) Car Wash Brokers, Inc.***11408 N. Blackheath Rd, Scottsdale, Az. 85254****TYPE OF BUSINESS:** Car Wash - Express

Listing Agent: RAP  
 Bus. Name: Sonoran Express Site 1  
 Address: 16843 N 43rd Ave,  
 City: Phoenix State: AZ Zip: 85053  
 Yrs. In Operation: 2018 By Seller: Present  
 Reason for Sale: Other interests

**FINANCIAL DATA**

Purchase Price: **\$3.3M**  
 Down Payment: **CASH**  
 Balance: \_\_\_\_\_

**OWNERS TERMS:**

Terms/Yrs.: \_\_\_\_\_ Int Rate: \_\_\_\_\_  
 Monthly Payment: \_\_\_\_\_  
 Other: \_\_\_\_\_

**LEASE INFORMATION**

Bldg. Size: 6000+ sq. ft. Lot Size: .92 ac +/- Mo Rent: NA  
 Major Cross St: Bell & 43rd Ave  
 Lease Period: NA Options: NA Deposits: NA

**GENERAL INFORMATION**

Days/hrs. open: 7 days  
 Seller's Duties/hrs. worked: 0  
 Family/Partners work hours: \_\_\_\_\_  
 Number of employees: 5 Full Time 1 Part Time  
 License Requirements: \_\_\_\_\_  
 Type of Sale: \_\_\_\_\_ Stock X Asset  
 Seller Train Buyer @ N/C: Yes  
 How Long?: 5 Day's

**REAL ESTATE (if applicable)**

Sale Price: Incl in price \_\_\_\_\_  
 Int % \_\_\_\_\_ # Years \_\_\_\_\_

**SELLERS ESTIMATE OF MARKET VALUE**

Equip/Fix: **\$1.1M**  
 Work In Process: **\$0**  
 Inventory: **\$0**  
 Tenant Improvements: **\$0**  
 Cov. Not to Compete: **\$0**  
 Business Name: **\$0**  
 Goodwill: **\$0**  
 Contracts: **\$0**  
 Franchise/License: **\$0**  
 Other: (Land) **\$1.1M**  
 Other: (Bldg.) **\$1.1M**  
**TOTAL: \$3.3M**

**COMMENTS:**

Fully Operational and staffed  
 Parcel #207-17-0 06E

**Directions:**

Busy 43rd Ave and Bell Rd  
 Sonny's Tunnel With deep lot  
 Excellent Ingress / Egress

100% Absentee owner

**640 Memberships Average \$9.36 net per car****Owners other Express wash located at 1523 E Southern Ave., Phoenix, Az priced at \$1.9M with LAND****BUSINESS FINANCIAL INFORMATION FOR THE PERIOD OF:**

|                          | 2026     | 2025     | 2024   | 2023   |
|--------------------------|----------|----------|--------|--------|
| Total Sales: (+ -)       | \$700K + | \$700K   | \$782K | \$855K |
| Cost of Goods:           | EST.     |          |        |        |
| Gross Profit:            |          |          |        |        |
| Benefits & Income: (+ -) | 30%+     | \$102K + | \$193K | \$287K |

DISCLAIMER: The information contained herein is provided by the Seller and has not been audited, nor investigated by ABI L.L.C. (Broker) and is subject prior to sale. A prospective Buyer is expected to fully investigate the business to his/her satisfaction before purchasing.

Seller(s) Name: Contact Broker / Roger A. PencelFax Phone: 602-787-1156Business Phone 602-787-1100Mobile Phone: 602-770-4040

# Car Wash Memberships

## Economy Wash \$10.00

- Lite Touch-Up Wash
- Free Vacuum
- Bug Spray

## Oasis Wash \$14.00

- Monthly Unlimited Only \$21.95
- Dual Action Presoak
- Clear Coat
- Single Polish
- Spot Free Rinse
- Cool Dry
- Free Vacuum
- Bug Spray
- Ask About Our Multi-Car Discount:
  1. 2 Cars - \$31.95
  2. 3 Cars - \$41.95

## Whitewater Wash \$18.00

- Monthly Unlimited Only \$34.95
- Dual Action Presoak
- Tire and Wheel Scrub
- Wheel Brite
- Simoniz Hot Wax
- Spot Free Rinse
- Power Dry
- Free Vacuum Service
- Bug Spray
- Ask About Our Multi-Car Discount:
  1. 2 Cars - \$44.95
  2. 3 Cars - \$54.95

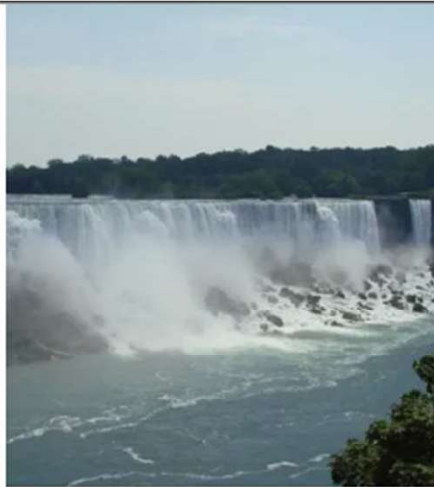
## Grand Canyon Wash \$22.00

- Monthly Unlimited Only \$39.95
- Best Value
- Dual Action Presoak
- Tire and Wheel Scrub
- Tire and Wheel Cleaner
- Wheel Brite
- Tri-Color Polish
- Clear Coat Protectant
- SIMONIZ Hot Wax and Shine
- Rain-A-Way Windshield Protectant
- Spot-Free Rinse
- Power Dry
- Free Vacuum Service
- Free Wash Rain Check (5-Day Guarantee)
- Bug Spray
- Ask About Our Multi-Car Discount:
  1. 2 Cars - \$45.95
  2. 3 Cars - \$59.95



## Oasis Wash Monthly Membership

GET OUR \$14 UNLIMITED  
WASH FOR ONLY  
\$21.95/MONTH



## Whitewater Wash Monthly Membership

GET OUR \$18 UNLIMITED  
WASH FOR ONLY  
\$34.95/MONTH



## Grand Canyon Monthly Membership

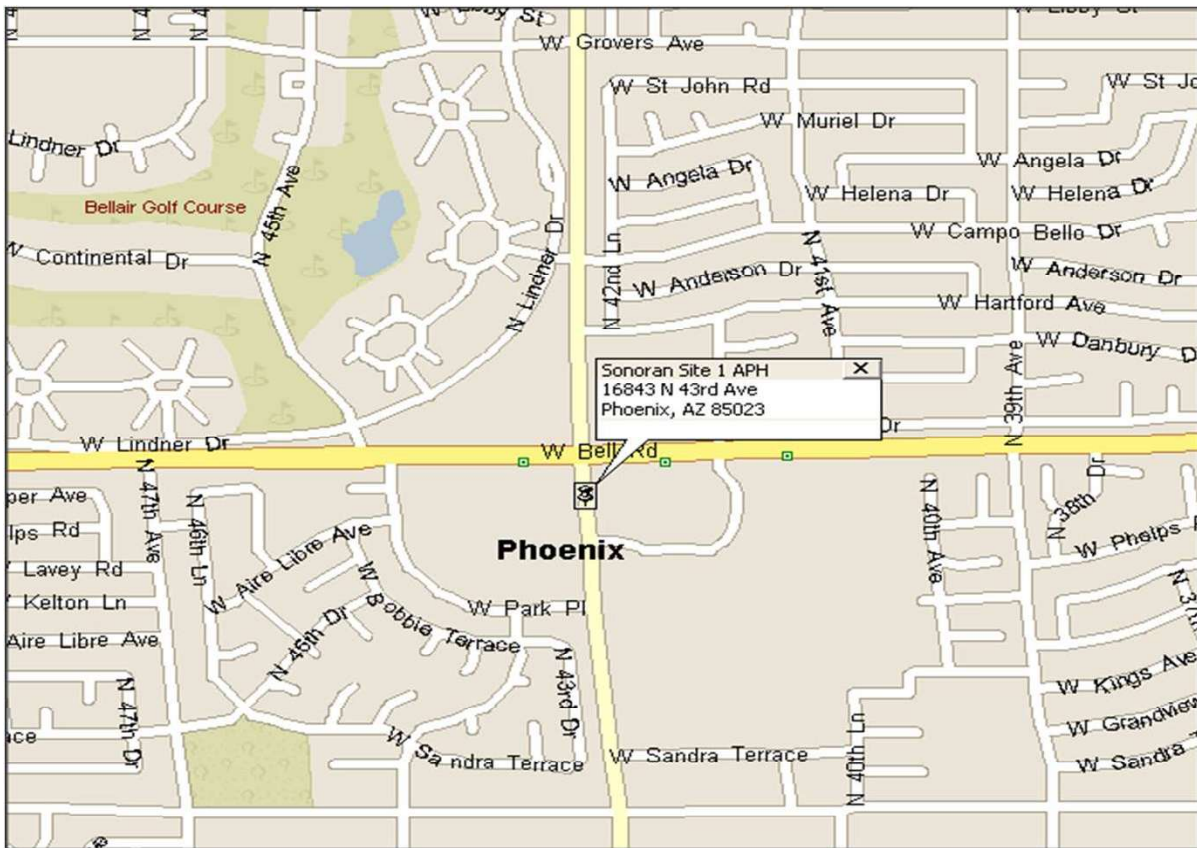
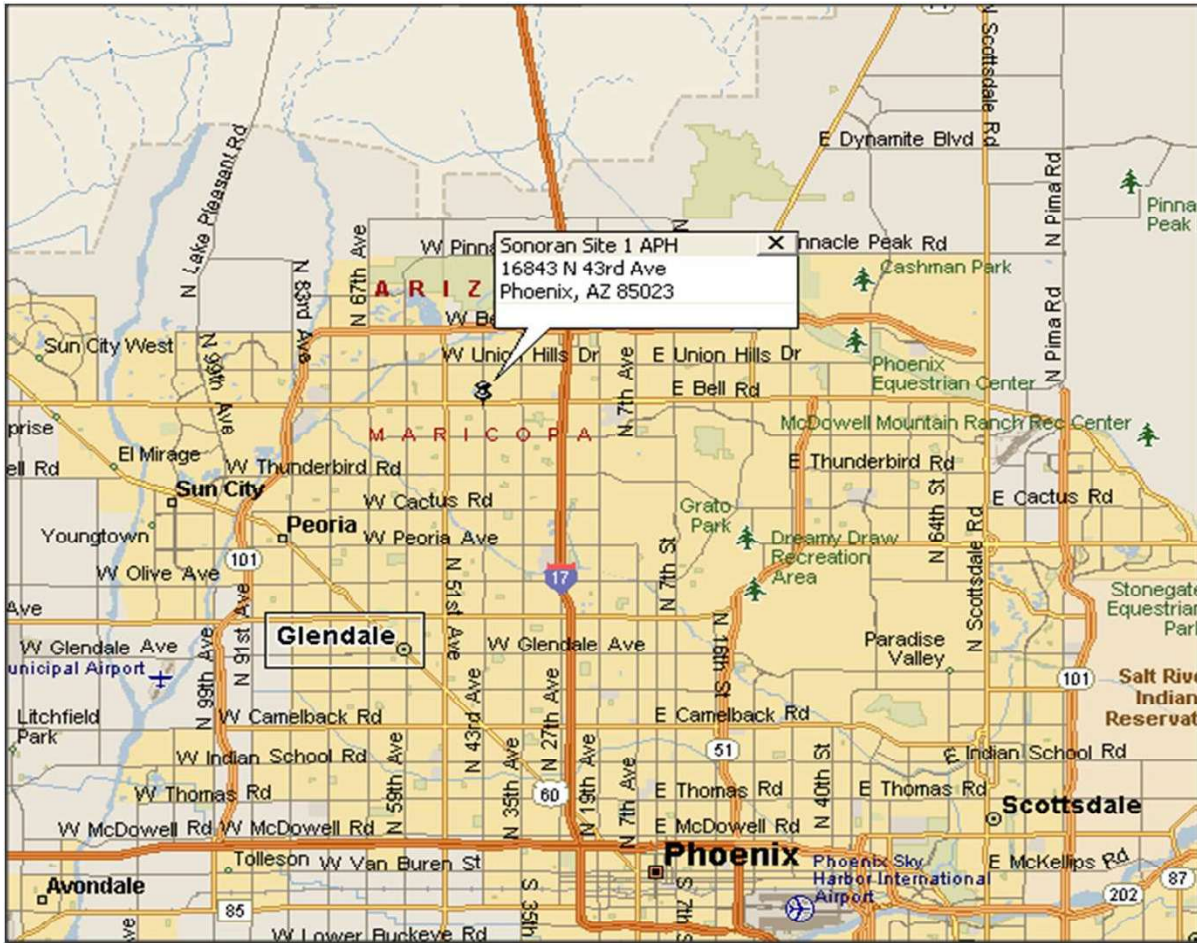
GET OUR \$22 UNLIMITED  
WASH FOR ONLY  
\$39.95/MONTH











Branch Offices: U.S.A  
Roger A. Pencek/Broker  
ropcer@abibiz.com  
www.gsbUSA.biz  
www.carwashbrokers.com



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**Acquisitions, Businesses & Investments, LLC**  
(aka) Car Wash Brokers, Inc.  
11408 N. Blackheath Rd., Scottsdale, Az 85254

**"CONFIDENTIALITY AGREEMENT REGISTRATION FORM"**

It is agreed \_\_\_\_\_ and  
Acquisitions, Businesses & Investments, LLC (ABI) and its duly authorized agent and Roger A. Pencek  
(Together referred to as "Broker") that, in exchange for broker disclosing certain information regarding the business listed and described  
below (hereinafter referred to as the "Business") to potential buyer who warrants their signature below is their identity.:

1. Potential Buyer will not interview employees or representatives of the business without the express, written consent of broker;
2. Potential Buyer will treat forms used by and information received from broker as CONFIDENTIAL and will not disclose them or permit them to be used by anyone not specifically authorized by broker;
3. For each business listing provided by ABI buyer agrees to utilize the brokerage services of ABI on the business as introduced to buyer. If buyer violates this condition, buyer agrees to pay ABI sellers pre-negotiated commission in full, directly to ABI. This agreement will survive for one year from the date below.
4. Seller has provided all information contained on this form, BROKER HAS NOT AUDITED, VERIFIED OR INVESTIGATED any of the information. Potential buyer should investigate and verify all representations regarding the business with seller. Potential buyer understands that broker is acting as agent for seller and that this offering is subject to prior sale.
5. The undersigned also states that the reason for their inquiry is their interest in purchasing the business and not to gain information for other competitors or an assigns for the Department of Internal Revenue Services.
6. It is further agreed that in the event of any breach or threatened breach of this agreement, broker may, in addition to any other remedies it may have, obtain an injunction restraining potential buyer and any of its agents or employees from disclosing or using any information or knowledge obtained from broker pursuant to this agreement. Potential buyer hereby consents to the jurisdiction of the Superior Court of the state is authorized, for such purposes and for the determination of all other remedies under this agreement.
7. The undersigned potential Buyer acknowledges the responsibility to perform a due diligence review at his own cost and expense prior to any acquisition with ABI, and will deal exclusively with ABI in any acquisition ABI has registered below with potential buyer within 1 (one) year of the date hereof.
8. In the event agent listed below is eligible for a fee from Buyer's lender, this is disclosure of the same.
9. Recipient and Recipient's Broker agree not to circumvent, go around, or otherwise exclude Seller's Broker, ABI / CWB in any discussions direct with Owner / Seller regarding the potential acquisition of the Property mentioned herein.

**Note: Any co-broke or referral fees for buyers agents are to be disclosed, noted on this form, upon authorization below.**

**None**

I the undersigned "Buyer" have read all of the terms and conditions above. I fully understand the information that I have read and understand what my responsibilities are. I also understand that legal actions will be taken against me in the case of a breach or threat to breach this contract with ABI.

  
\_\_\_\_\_  
ABI / CWB Authorized Broker, Roger Pencek

Potential Buyer: \_\_\_\_\_  
Email \_\_\_\_\_ Date \_\_\_\_\_  
Phone/Fax: \_\_\_\_\_

Please authorize and scan back

**Must register buyer**

Date \_\_\_\_\_ Potential Buyer: ADD BUYER  
Email \_\_\_\_\_  
Phone/Fax: \_\_\_\_\_ Date \_\_\_\_\_

| Name of Business       | Address                           | Payment | Sale Price | Terms          |
|------------------------|-----------------------------------|---------|------------|----------------|
| Sonoran Express Site 1 | 18843 N 43rd Ave, Phoenix, A      | Cash    | \$3.3M     | Express w land |
| Sonoran Express Site 2 | 1523 E Southern Ave., Phoenix, Az | Cash    | \$1.9M     | Express w land |

Roger A. Pencek  
Designated Broker  
President, M.B.A.

Web Page  
[www.carwashbrokers.com](http://www.carwashbrokers.com)  
[www.abibiz.com](http://www.abibiz.com)



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## Car Wash Brokers, Inc.

(aka) ABI, LLC  
11408 N. Blackheath Rd  
Scottsdale, Az 85254



### **Roger A. Pencek – MBA, Owner, Founder, Pres. Car Wash Broker / Expert Witness / Consultant**

Recognized in Federal and Civil court system as accomplished Real Estate Broker, Consultant, Expert Witness testimony / opine, regarding car wash failures including loan workouts; only car wash related cases. Additionally, past instructor at Arizona School of Real Estate (Scottsdale, AZ) teaching Standard of Care, privately engaged for over 20 court proceedings. Every case is evaluated, selected, on 'no conflict of interest', integrity / merit of the complaint, before mutual decision is commenced.

Molded his early Merger and Acquisitions career, after Military duty, in management capacity at General Motors Corporation and International Harvester; specializing in M&A throughout the USA and Canada, buying and selling manufacturing companies. Has been Real Estate licensed in as many of 14 states as a Broker, selling, marketing and consulting in the Car Wash Business since 1985. Founded and owns ABI L.L.C. (Acquisitions, Businesses & Investments L.L.C.) which specializes in the sale of businesses in the \$900K - \$25M. Additionally, for the last 43+ years, has gained the reputation of "Car Wash Broker", specializing in personally transacting 800+ confirmed car wash closings in the Pacific Southwest (AZ, CA, WA, GA, IL, CO, NV, FL, and TX.) and Europe. Currently, a revered public speaker, seminars, consultant, pod cast guest and pro bono author's articles for Car Wash Associations and magazines. Simultaneously, in 1985 to his credit, founded and owns "Car Wash Brokers, Inc.," (CWB, Inc.), a national company solely specializing in the sale of Full Service, Express and Self Service car wash businesses.

CWB Inc., Mission Statement: CWB Inc., national network of licensed agents marketing existing car washes to the public and PE's, in ethical / professional manner, recognized as experts in the car wash space.

Education: Western Illinois University 1974 BS Business degree / law minor, MBA

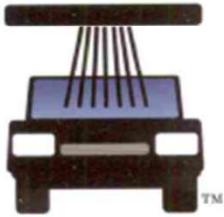
Military: US Army Veteran 1972-1978.

Expert witness & Consultant Fees: Retainer required, hourly fees, engagement agreement upon request; mutually agreed contractually under separate cover.

[www.carwashbrokers.com](http://www.carwashbrokers.com)

[www.abibiz.com](http://www.abibiz.com)

[Roger@carwashbrokers.com](mailto:Roger@carwashbrokers.com)



# Car Wash Brokers, Inc.

11408 North Blackheath Road, Scottsdale, AZ 85254



## We Sell Car Washes!

### Full Service • Express • Self-Service



- Largest Car Wash Brokerage In U.S.A. (Est. 1985)
- Car Wash and Gas Station Brokers & Consultants



[www.carwashbrokers.com](http://www.carwashbrokers.com)

Roger A. Pencek - President, Broker, Consultant  
 602-787-1100  
 Roger@carwashbrokers.com



Est. 1985



**ROGER A. PENCEK**  
 DESIGNATED BROKER  
 PRESIDENT/M.B.A.



**Car Wash Brokers, Inc.**  
*(also) Acquisitions, Businesses, & Inv. LLC*  
 11408 N. Blackheath Rd.  
 Scottsdale, AZ 85254

Web Page: [www.carwashbrokers.com](http://www.carwashbrokers.com)

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