

FOR SALE



SELF-SERVE, COIN-OPERATED CAR WASH PORTFOLIO

COVERED LAND PLAY WITH QSR PAD SITE & DRIVE-THRU REDEVELOPMENT POTENTIAL — GET PAID TO HOLD

1925 Pat Booker Rd | 10597 Toepperwein Rd | 7981 Fm 78 | 8107 Melbury Forest

DONNIE WALKER DIRECTOR, BROKER ASSOCIATE

210.378.0878 | donnie@walkertexasre.com

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KW COMMERCIAL CITY VIEW

15510 Vance Jackson, Suite 101, San Antonio, TX 78249



SUMMARY

SELF-SERVE, COIN-OPERATED CAR WASH PORTFOLIO

1925 Pat Booker Rd | 10597 Toepperwein Rd | 7981 Fm 78 | 8107 Melbury Forest

POSITIONING SUMMARY

Rare infill opportunity: an income-producing, self-serve coin-operated car wash positioned in a high-traffic area with strong visibility and access. The existing low-overhead, largely unmanned operation covers carrying costs while you hold – an ideal covered land play. Frontage, traffic counts, and ingress/egress make the site a natural fit for drive-thru redevelopment, such as QSR coffee or other drive-thru retail. Collect steady cash flow today while you position for a future redevelopment or land sale to a drive-thru pad tenant.

SELF SERVICE

Opportunity to acquire a portfolio of self-serve, coin-operated car washes with value-add upside across four well-located sites. Currently run as passive, owner-operated assets, the portfolio is under-optimized on pricing, payment technology, and management – leaving clear, executable levers for a new operator to grow income from day one. Modernize payment systems (tap/credit-card and app-based pay), implement dynamic pricing, upgrade equipment and lighting, add high-margin vacuums and vending, and bring professional management and marketing to drive utilization. With low labor, durable demand, and real estate included, this is a scalable cash-flowing platform priced to reward hands-on operators and investors who can execute the business plan.

PRICE

Call Broker

PORTFOLIO OVERVIEW

- » Total Sites: 4
- » Total Land Area: ±2.63 Acres
- » Total Building Area: ±13,060 SF
- » Markets: San Antonio, Universal City, Converse

LOCATION

1925 Pat Booker Rd, Universal City, TX, 78148

- » Acres: 0.533
- » Car Wash Square Footage: 4,008
- » Parcel ID: 05047-601-0280

10597 Toepperwein Rd, Converse, TX, 78109

- » Acres: 0.585
- » Car Wash Square Footage: 2,448
- » Parcel ID: 05052-488-0020

7981 Fm 78, San Antonio, TX, 78244

- » Acres: 1.000
- » Car Wash Square Footage: 3,388
- » Parcel ID: 05080-961-0010

8107 Melbury Forest, San Antonio, TX, 78239

- » Acres: 0.509
- » Car Wash Square Footage: 3,216
- » Parcel ID: 16918-008-0040

INVESTMENT HIGHLIGHTS

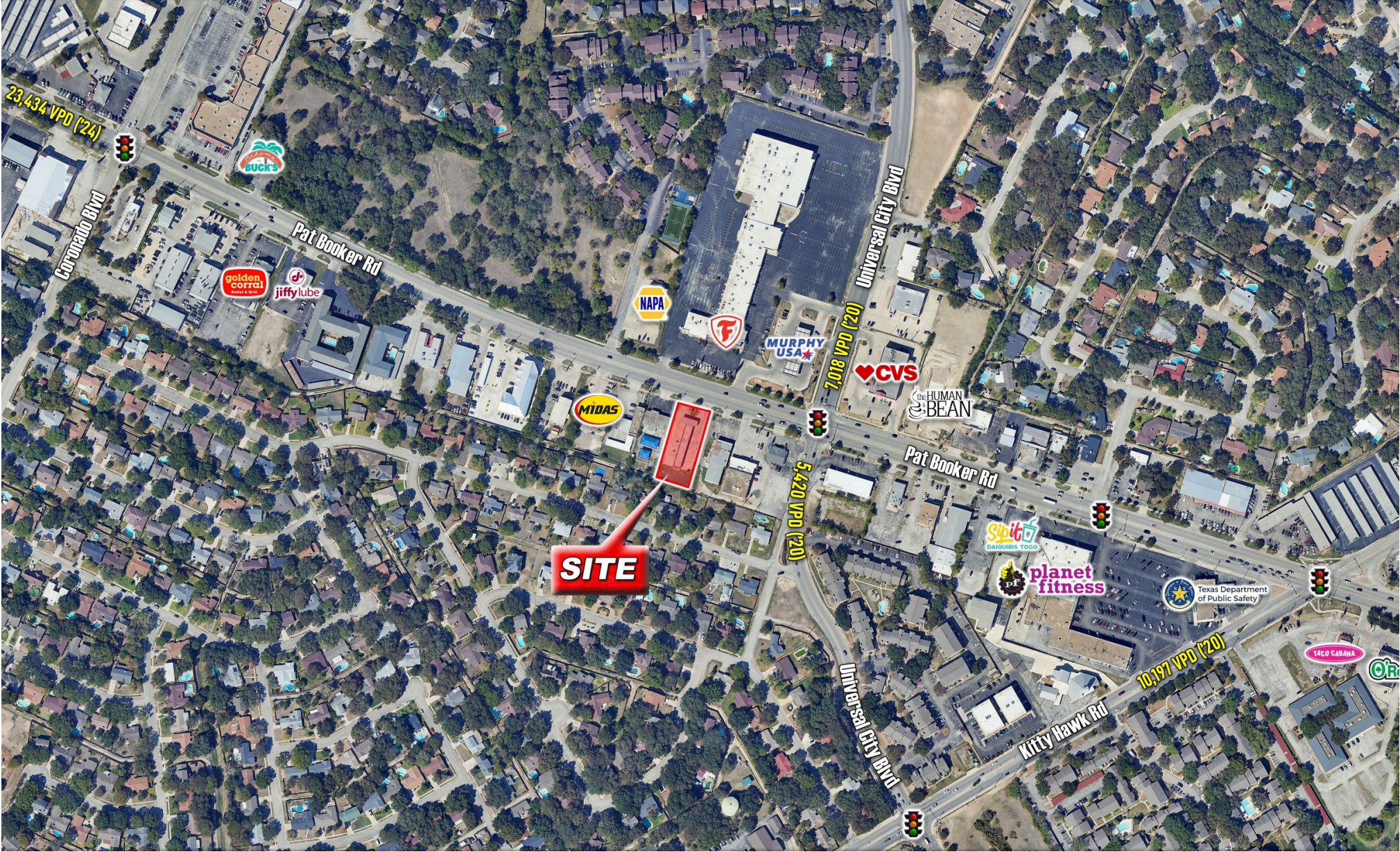
- » Four self-serve, coin-operated car wash sites across high-growth San Antonio-area corridors
- » Income-producing today – low overhead, largely unmanned operations
- » Multiple value-add levers: modernized payment tech, dynamic pricing, equipment/lighting upgrades, vending
- » Strong drive-thru redevelopment potential at multiple sites (QSR coffee, drive-thru retail)
- » Can be purchased as a portfolio or evaluated individually

SITE AERIAL

1925 PAT BOOKER RD, UNIVERSAL CITY, TX, 78148

SELF-SERVE, COIN-OPERATED CAR WASH PORTFOLIO

1925 Pat Booker Rd | 10597 Toepperwein Rd | 7981 Fm 78 | 8107 Melbury Forest



DEMOGRAPHICS

1925 PAT BOOKER RD, UNIVERSAL CITY, TX, 78148

SELF-SERVE, COIN-OPERATED CAR WASH PORTFOLIO

1925 Pat Booker Rd | 10597 Toepperwein Rd | 7981 Fm 78 | 8107 Melbury Forest

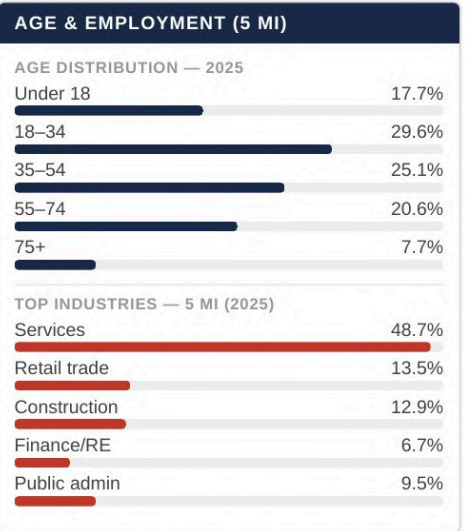
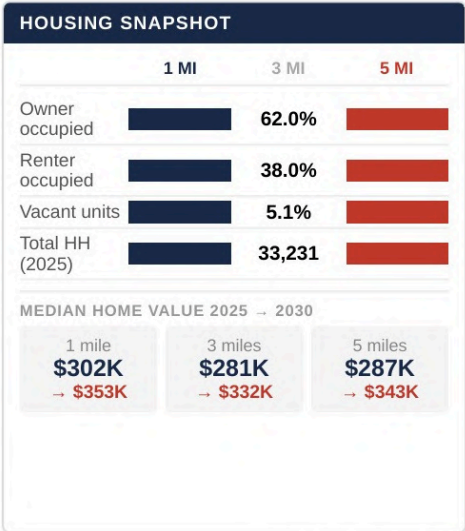
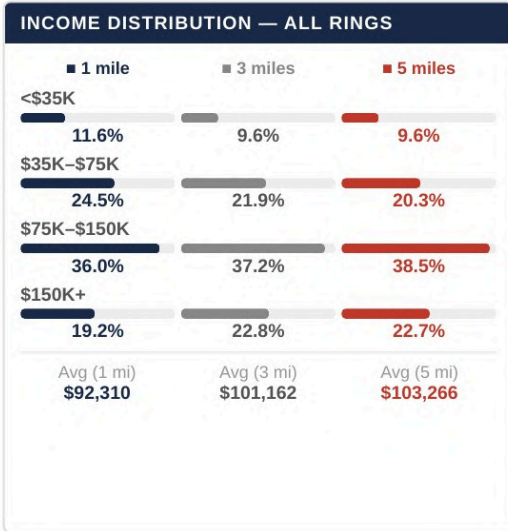
POPULATION — 1 MILE 9,769 -0.46%/yr → 2030	POPULATION — 3 MILES 85,278 +0.38%/yr → 2030	POPULATION — 5 MILES 227,645 +0.74%/yr → 2030	DAYTIME POP — 5 MILES 203,796 92,452 workers in area
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METRIC	1 MILE	3 MILES	5 MILES
Avg household income (2025)	\$92,310	\$101,162	\$103,266
Median household income (2025)	\$67,657	\$82,599	\$84,787
Per capita income (2025)	\$40,636	\$39,412	\$38,160
Avg household size	2.27	2.55	2.70
Owner occupied (2025)	50.3%	62.0%	67.8%
Median home value (2025)	\$302,109	\$280,576	\$286,796
Median home value (2030)	\$353,354	\$332,280	\$343,261
Median age (2025)	37.0	37.1	37.6
Hispanic origin (2025)	41.7%	42.5%	44.2%
Employment rate (2025)	96.1%	96.3%	96.3%

POPULATION GROWTH 2010-2030

	2010	2025	2030
1 mile	10,003	9,769	9,545
3 miles	68,663	85,278	86,899
5 miles	180,320	227,645	236,246

	1 MI/YR	3 MI/YR	5 MI/YR
	-0.46%	0.38%	0.74%



Source: Esri forecasts for 2025 and 2030. U.S. Census Bureau data. KW Commercial City View.

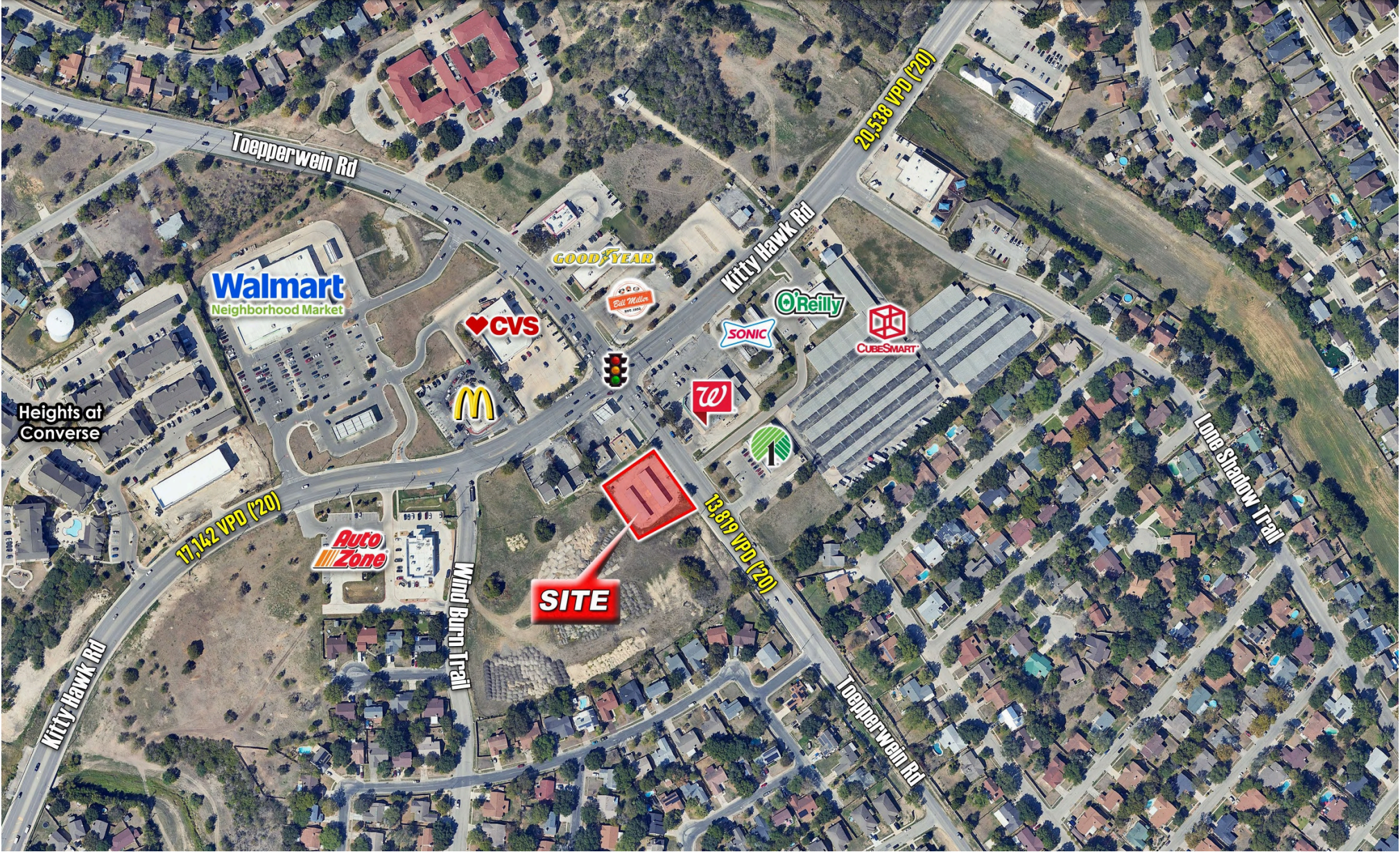


SITE AERIAL

10597 TOEPPERWEIN RD, CONVERSE, TX, 78109

SELF-SERVE, COIN-OPERATED CAR WASH PORTFOLIO

1925 Pat Booker Rd | 10597 Toepperwein Rd | 7981 Fm 78 | 8107 Melbury Forest



DEMOGRAPHICS

10597 TOEPPERWEIN RD, CONVERSE, TX, 78109

SELF-SERVE, COIN-OPERATED CAR WASH PORTFOLIO

1925 Pat Booker Rd | 10597 Toepperwein Rd | 7981 Fm 78 | 8107 Melbury Forest

POPULATION — 1 MILE 15,069 <small>↑ 0.50%/yr → 2030</small>	POPULATION — 3 MILES 109,932 <small>↑ 0.39%/yr → 2030</small>	POPULATION — 5 MILES 264,914 <small>↑ 0.57%/yr → 2030</small>	DAYTIME POP — 5 MILES 233,571 <small>104,579 workers in area</small>
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METRIC	1 MILE	3 MILES	5 MILES
Avg household income (2025)	\$94,670	\$93,748	\$95,117
Median household income (2025)	\$84,342	\$76,874	\$78,169
Per capita income (2025)	\$34,900	\$35,344	\$35,247
Avg household size	2.64	2.63	2.69
Owner occupied (2025)	70.1%	63.9%	65.2%
Median home value (2025)	\$244,899	\$263,924	\$268,703
Median home value (2030)	\$298,485	\$330,603	\$329,257
Median age (2025)	37.9	37.0	36.7
Hispanic origin (2025)	45.4%	47.0%	47.8%
Employment rate (2025)	98.1%	96.6%	96.2%

POPULATION GROWTH 2010–2030

	2010	2025	2030
1 mile	10,650	15,069	15,451
3 miles	93,845	109,932	112,102
5 miles	209,641	264,914	272,548

	1 MI/YR	3 MI/YR	5 MI/YR
	0.50%	0.39%	0.57%

INCOME DISTRIBUTION — ALL RINGS

	1 mile	3 miles	5 miles
<\$35K	11.5%	12.9%	12.6%
\$35K–\$75K	24.1%	25.8%	24.6%
\$75K–\$150K	44.2%	37.1%	37.1%
\$150K+	15.4%	17.0%	18.2%

	Avg (1 mi)	Avg (3 mi)	Avg (5 mi)
	\$94,670	\$93,748	\$95,117

HOUSING SNAPSHOT

	1 MI	3 MI	5 MI
Owner occupied	63.9%		
Renter occupied	36.1%		
Vacant units	5.2%		
Total HH (2025)	41,610		

MEDIAN HOME VALUE 2025 – 2030

	1 mile	3 miles	5 miles
	\$245K → \$298K	\$264K → \$331K	\$269K → \$329K

AGE & EMPLOYMENT (5 MI)

AGE DISTRIBUTION — 2025

Under 18	19.3%
18–34	27.0%
35–54	27.8%
55–74	20.1%
75+	6.9%

TOP INDUSTRIES — 5 MI (2025)

Services	49.2%
Finance/RE	10.7%
Retail trade	13.8%
Public admin	8.3%
Transport/util	6.8%

Source: Esri forecasts for 2025 and 2030. U.S. Census Bureau data. KW Commercial City View.

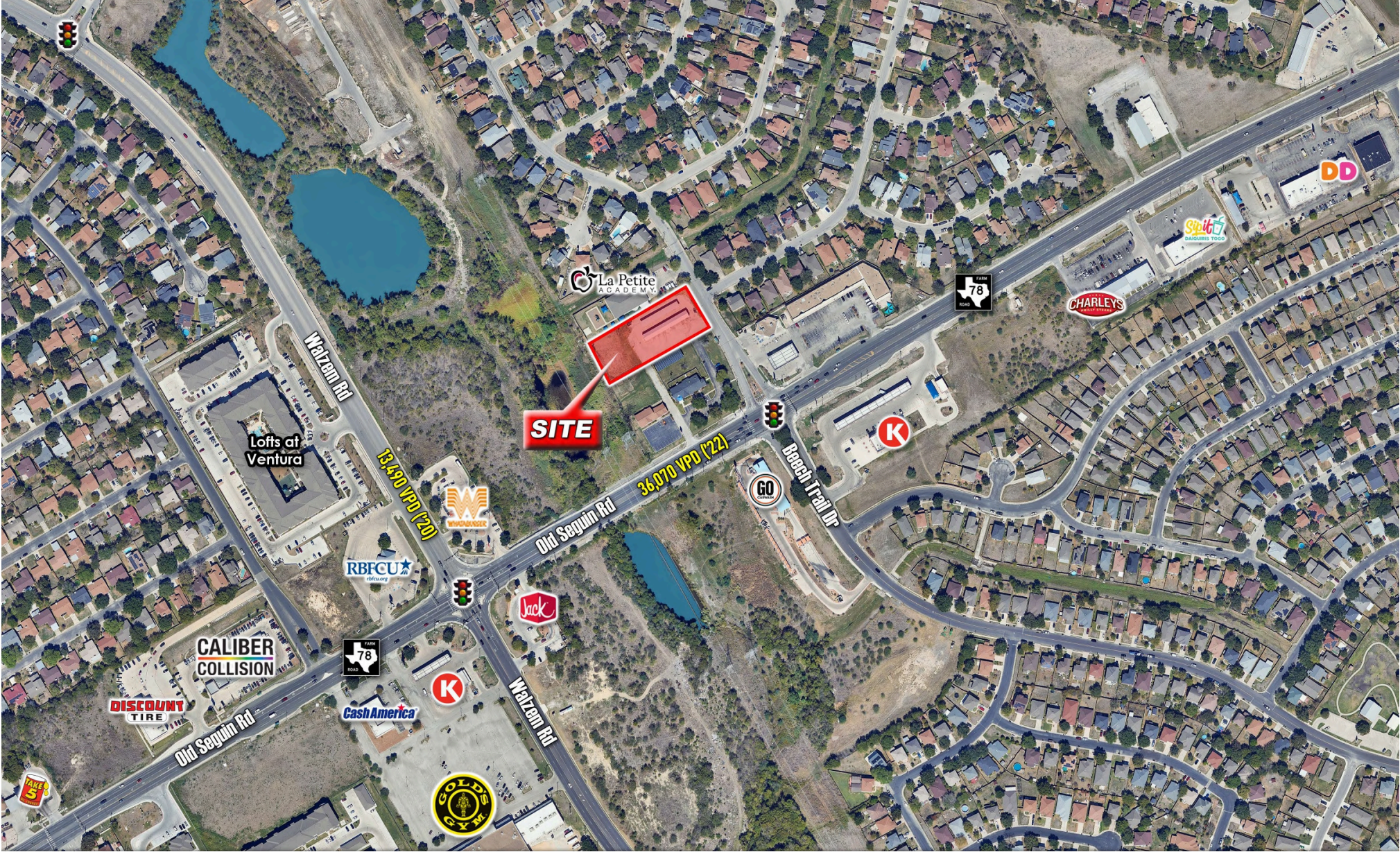


SITE AERIAL

7981 FM 78, SAN ANTONIO, TX, 78244

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POPULATION — 1 MILE
15,384
 † 0.99%/yr → 2030

POPULATION — 3 MILES
123,737
 † 0.70%/yr → 2030

POPULATION — 5 MILES
218,482
 † 0.89%/yr → 2030

DAYTIME POP — 5 MILES
197,211
 88,356 workers in area

METRIC	1 MILE	3 MILES	5 MILES
Avg household income (2025)	\$89,735	\$94,459	\$91,704
Median household income (2025)	\$81,022	\$79,537	\$74,832
Per capita income (2025)	\$30,957	\$32,093	\$33,040
Avg household size	2.94	2.92	2.76
Owner occupied (2025)	75.2%	71.3%	67.0%
Median home value (2025)	\$252,678	\$258,843	\$260,384
Median home value (2030)	\$314,310	\$320,992	\$331,347
Median age (2025)	36.5	34.6	35.5
Hispanic origin (2025)	46.5%	49.8%	50.0%
Employment rate (2025)	96.6%	96.6%	96.1%

POPULATION GROWTH 2010-2030

	2010	2025	2030
1 mile	13,334	15,384	16,158
3 miles	86,961	123,737	128,099
5 miles	162,043	218,482	228,330

1 MI/YR: **0.99%** 3 MI/YR: **0.70%** 5 MI/YR: **0.89%**

INCOME DISTRIBUTION — ALL RINGS

	1 mile	3 miles	5 miles
<\$35K	9.6%	12.3%	14.1%
\$35K-\$75K	23.5%	25.1%	25.8%
\$75K-\$150K	46.1%	38.8%	36.0%
\$150K+	12.8%	15.3%	12.6%

Avg (1 mi): \$89,735 Avg (3 mi): \$94,459 Avg (5 mi): \$91,704

HOUSING SNAPSHOT

	1 MI	3 MI	5 MI
Owner occupied	71.3%		
Renter occupied	28.7%		
Vacant units	5.9%		
Total HH (2025)	42,094		

MEDIAN HOME VALUE 2025 - 2030

	1 mile	3 miles	5 miles
2025	\$253K	\$259K	\$260K
2030	\$314K	\$321K	\$331K

AGE & EMPLOYMENT (5 MI)

AGE DISTRIBUTION — 2025

Under 18	19.5%
18-34	29.9%
35-54	26.2%
55-74	21.6%
75+	5.4%

TOP INDUSTRIES — 5 MI (2025)

Services	48.6%
Retail trade	13.2%
Finance/RE	7.6%
Construction	7.0%
Transport/util	7.3%

Source: Esri forecasts for 2025 and 2030. U.S. Census Bureau data. KW Commercial City View.



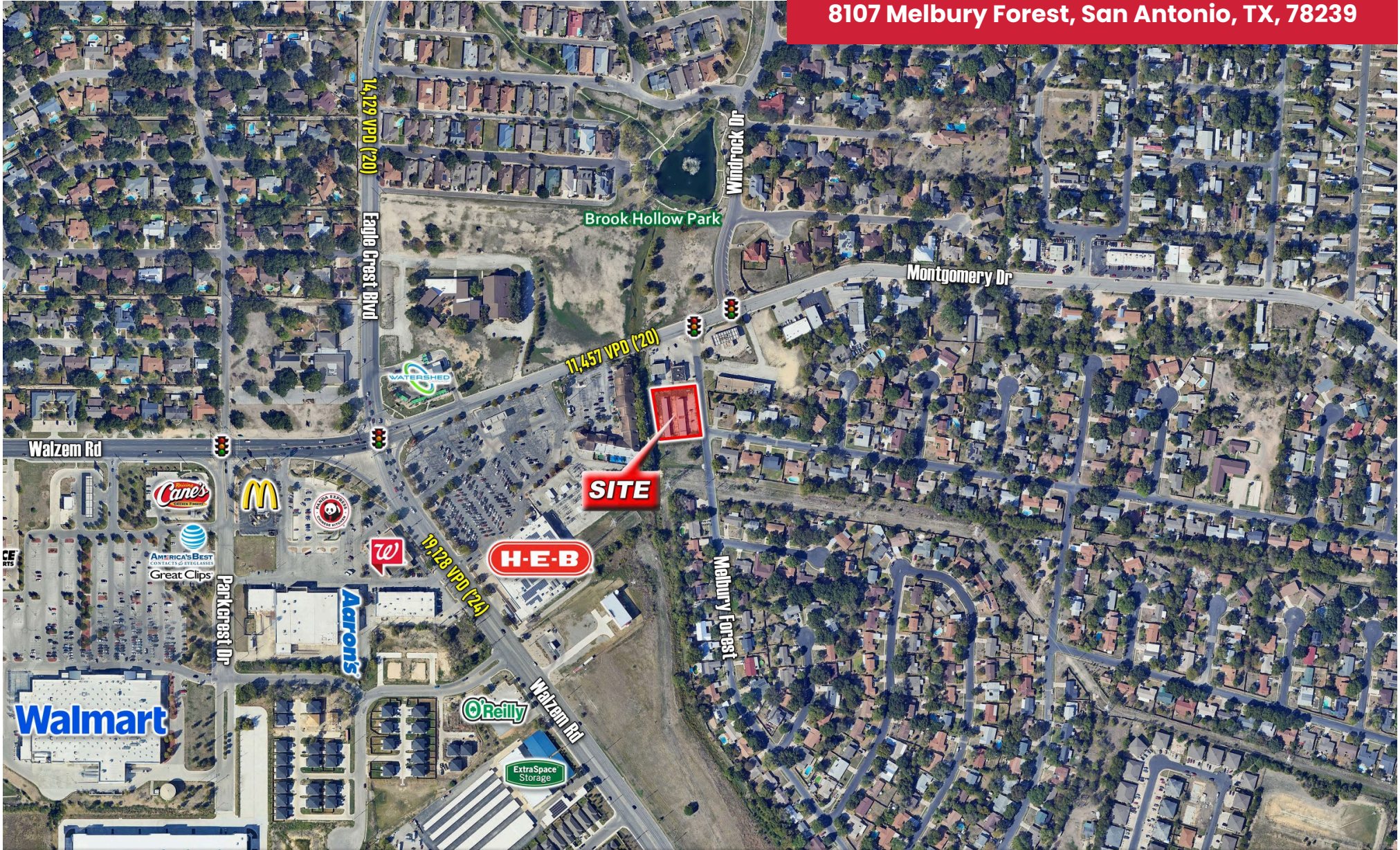
SITE AERIAL

8107 MELBURY FOREST, SAN ANTONIO, TX, 78239

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DEMOGRAPHICS

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POPULATION — 1 MILE
14,395
 † 0.57%/yr → 2030

POPULATION — 3 MILES
119,517
 † 0.34%/yr → 2030

POPULATION — 5 MILES
287,368
 † 0.33%/yr → 2030

DAYTIME POP — 5 MILES
265,902
 125,890 workers in area

METRIC	1 MILE	3 MILES	5 MILES
Avg household income (2025)	\$90,237	\$85,526	\$89,407
Median household income (2025)	\$72,147	\$67,959	\$71,177
Per capita income (2025)	\$32,068	\$31,786	\$33,903
Avg household size	2.81	2.67	2.61
Owner occupied (2025)	65.1%	61.1%	60.9%
Median home value (2025)	\$287,915	\$236,534	\$255,958
Median home value (2030)	\$343,781	\$312,055	\$320,470
Median age (2025)	36.7	36.6	36.1
Hispanic origin (2025)	50.3%	51.9%	50.2%
Employment rate (2025)	97.1%	95.8%	96.3%

POPULATION GROWTH 2010–2030

	2010	2025	2030
1 mile	11,468	14,395	14,807
3 miles	100,117	119,517	121,570
5 miles	238,793	287,368	292,093

	1 MI/YR	3 MI/YR	5 MI/YR
	0.57%	0.34%	0.33%

INCOME DISTRIBUTION — ALL RINGS

	1 mile	3 miles	5 miles
<\$35K	22.4%	21.3%	17.6%
\$35K–\$75K	25.1%	27.6%	27.7%
\$75K–\$150K	31.9%	32.7%	36.5%
\$150K+	15.7%	9.7%	11.6%

	Avg (1 mi)	Avg (3 mi)	Avg (5 mi)
	\$90,237	\$85,526	\$89,407

HOUSING SNAPSHOT

	1 MI	3 MI	5 MI
Owner occupied	61.1%		
Renter occupied	38.9%		
Vacant units	5.9%		
Total HH (2025)	44,449		

MEDIAN HOME VALUE 2025 – 2030

	1 mile	3 miles	5 miles
	\$288K – \$344K	\$237K – \$312K	\$256K – \$320K

AGE & EMPLOYMENT (5 MI)

AGE DISTRIBUTION — 2025

Under 18	20.3%
18–34	27.2%
35–54	25.2%
55–74	20.6%
75+	8.1%

TOP INDUSTRIES — 5 MI (2025)

Services	50.1%
Retail trade	13.6%
Construction	7.1%
Transport/util	6.9%
Finance/RE	7.2%

Source: Esri forecasts for 2025 and 2030. U.S. Census Bureau data. KW Commercial City View.





DONNIE WALKER
DIRECTOR
BROKER ASSOCIATE

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PROFESSIONAL BACKGROUND

Donnie Walker and his team have closed 125M in volume since November 2017 and have been recognized as a consistent top producer within Keller Williams City View ranking #1 multiple times in the monthly categories across various categories.

Mr. Walker has been ranked by the San Antonio Business Journal as a top agent multiple times. He enjoys selling unique properties and puts in the work ethic and grit to get the job done well with integrity. He is also a finalist in the San Antonio Platinum 50 group in 2022, 2023, and Platinum 50 winner for 2024 and 2025.

Donnie Walker achieved a BBA in Finance from the Mays Business School. He also walked on the Varsity swim team and was voted co-captain of the swim team by his team members and coaches. In addition, he is a member of the highly renowned Titans of Investing network.

Mr. Walker is heavily involved in his faith community and has a passion for serving his community. He receives great joy when serving the client well and with integrity.

AFFILIATIONS

NAR: National Association of Realtors

TAR: Texas Association of Realtors

EDUCATION

Texas A&M Mays Business School

BBA in Finance



Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

2-10-2025



TYPES OF REAL ESTATE LICENSE HOLDERS:

- A BROKER is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- A SALES AGENT must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent. **An owner's agent fees are not set by law and are fully negotiable.**

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent. **A buyer/tenant's agent fees are not set by law and are fully negotiable.**

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of each party to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - o that the owner will accept a price less than the written asking price;
 - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - o any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

<u>Keller Willis San Antonio, Inc</u>	<u>547594</u>	<u>Legal@kwcityview.com</u>	<u>210.696.9996</u>
Licensed Broker/ Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
<u>Joseph H Sloan III</u>	<u>526284</u>	<u>Legal@kwcityview.com</u>	<u>210.696.9996</u>
Designated Broker of Firm	License No.	Email	Phone
<u>Heather Elizondo</u>	<u>680541</u>	<u>Legal@kwcityview.com</u>	<u>210.696.9996</u>
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
<u>Donnie Walker</u>	<u>697847</u>	<u>donnie@walkertexasre.com</u>	<u>210.378.0878</u>
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date

Regulated by the Texas Real Estate Commission

Information available at www.trec.texas.gov