OFFERING MEMORANDUM

Delta Fair

CAR WASH

Antioch, California

Full-Service & Express Car Wash

3103 Delta Fair Blvd · Ground lease · 33 years remaining · ROFR on the land

PRICE REDUCED ~~$2,200,000~~ **$1,750,000** 19.8% Cap · $346,048 NOI

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Lee & Associates — Walnut Creek, California

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Executive Summary

~~$2,200,000~~ **$1,750,000**	**$346,048**	**19.8%**	**$1,072,224**
OFFERING PRICE	ADJUSTED NOI (2025)	CAP RATE	2025 REVENUE

The Opportunity

Lee & Associates, as exclusive advisor, is pleased to present the Delta Fair Blvd car wash in Antioch — an established, high-volume full-service and express wash offered at $1,750,000, a 19.8% cap on $346,048 of 2025 adjusted NOI.

The site operates on a ground lease with 33 years remaining through 2058, and the tenant holds a Right of First Refusal on the underlying land — a potential path to full ownership. Ground rent is $209,484 per year with CPI adjustments every five years.

Delta Fair carried strong momentum into 2025: revenue reached $1,072,224 and adjusted NOI rose roughly 57% year over year. This is in-place cash flow, not a projection.

The seller has reduced pricing from $2,200,000 and is focused on a serious cash buyer who can close cleanly.

Offering at a Glance	
Offering Price	$1,750,000
Cap Rate (2025)	19.8%
Adjusted NOI (2025)	$346,048
2025 Revenue	$1,072,224
Gross Rent Multiplier	1.63x
Building Size	4,743 SF
Ownership	Ground Lease · 33 yrs
Financing	Conventional / SBA 7(a)

Figures are 2025 owner-provided actuals; adjusted NOI reflects add-backs.

Also available. The E 18th Street car wash and the Galt / Triple Crown express tunnel are offered under separate cover. Motivated seller seeking a serious cash buyer able to close quickly.

WHY DELTA FAIR

Investment Highlights

01

19.8% In-Place Cap Rate

Adjusted NOI of $346,048 on $1,072,224 of 2025 revenue — a 19.8% cap at the reduced $1,750,000 price. Adjusted NOI rose roughly 57% year over year.

02

Long Ground Lease — 33 Years

A stable, low-cost ground lease with 33 years remaining through 2058. Ground rent of $209,484 per year adjusts by CPI every five years — predictable occupancy cost.

03

Right of First Refusal on the Land

If the landlord receives a bona fide offer to sell the land, the tenant may match it and acquire the fee — an embedded path to full ownership.

04

High-Volume, Full-Service + Express

An established wash at over $1.07M of annual revenue on a major Antioch retail corridor with CA-4 visibility and strong drive-by traffic.

05

Financeable Cash Flow

Conventional and SBA 7(a) structures are supported by stabilized in-place income — roughly 48%–71% cash-on-cash depending on structure.

06

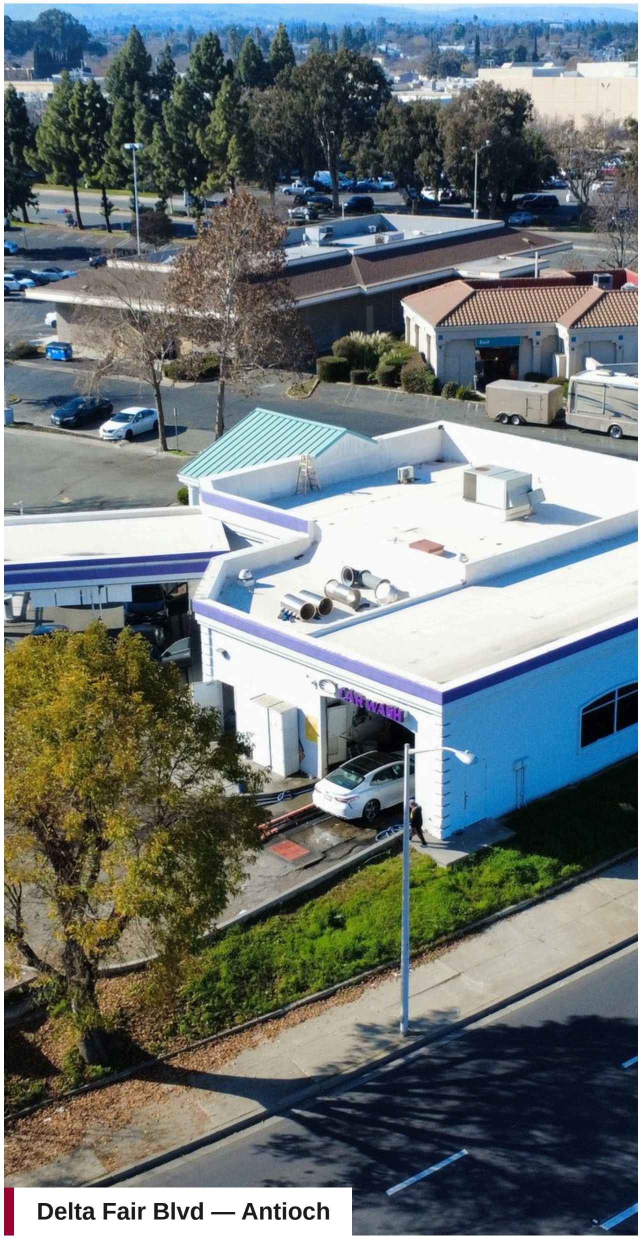
Motivated Seller

The seller has reduced pricing from $2,200,000 and is focused on a serious cash buyer able to close quickly.

Property & Lease

Property & Financials · Delta Fair	
Address	3103 Delta Fair Blvd, Antioch, CA
Ownership	Ground Lease (33 yrs remaining)
Building Size	4,743 SF
Land Size	0.55 Acres
2025 Gross Revenue	$1,072,224
Operating Expenses	$892,019
Adjusted NOI (2025)	$346,048
Ground Rent	$209,484 / yr · CPI every 5 yrs
Lease Expiration	June 2058
Right of First Refusal	Yes — on the land

Right of First Refusal. If the landlord receives a bona fide offer to sell the land, the tenant may match it and acquire the fee — a potential path to full ownership.

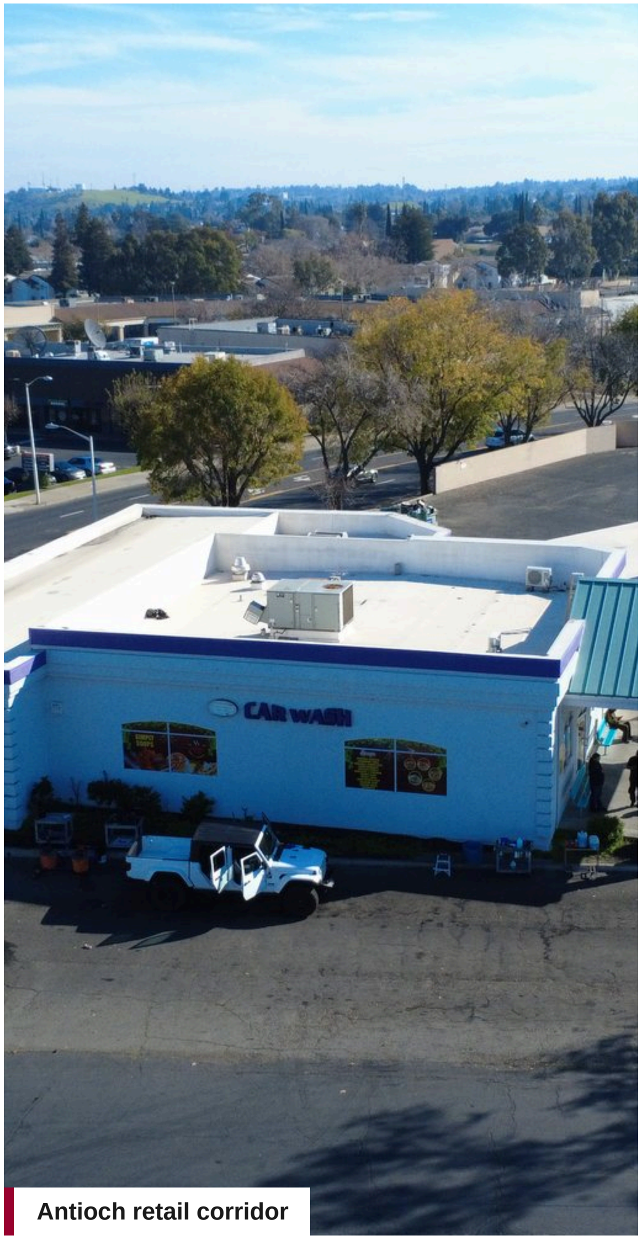


Delta Fair Blvd — Antioch

Location & Demographics

Trade Area	
Population — 2/5/10 mi	52,671 / 201,774 / 338,186
Households — 2/5/10 mi	15,669 / 65,285 / 109,509
Avg. HH Income — 2/5/10 mi	$133,880 / $123,374 / $122,900
Market	Antioch · East Bay
Access	CA-4 frontage · eBART nearby
Membership	$24.95 / mo unlimited

Established East Bay trade area. Delta Fair anchors a major retail intersection with CA-4 visibility and strong drive-by traffic in a market of roughly 202,000 residents within five miles.



Antioch retail corridor

2025 FULL-YEAR ACTUALS · OWNER-PROVIDED

Financial Summary

2025 Operating Summary	Amount
Gross Revenue	$1,072,224
Total Operating Expenses	$892,019
Net Income (before add-backs)	**$180,205**
ADD-BACKS (OWNER-DISCRETIONARY / NON-RECURRING)	
Interest Expense (Seller Debt)	$76,488
Equipment Lease Payments	$59,583
Auto / Gas Expense	$9,072
Outside Services	$12,923
Meals & Entertainment	$6,049
Travel / Parking	$1,729
Total Add-Backs	**$165,843**
Adjusted NOI (2025)	**$346,048**

> Add-backs are seller acquisition-debt interest (retired at closing), financed equipment-lease payments, and owner-discretionary items a new owner will not carry. Ground rent is already reflected in operating expenses.

Rounded to the nearest dollar; totals may vary by ±$1. Supporting P&Ls, tax returns, and invoices available in due diligence.

AT THE REDUCED PRICE · $1,750,000

Valuation & Buyer Returns

Offering Metrics	
Offering Price	$1,750,000
Adjusted NOI (2025)	$346,048
Cap Rate (2025)	19.8%
Gross Rent Multiplier	1.63x
Price per SF (4,743 SF)	$369
Ownership	Ground Lease · 33 yrs

Buyer Financing Scenarios (25-yr amort · illustrative)

	Conventional (30%)	SBA 7(a) (15%)
Down Payment	$525,000	$262,500
Loan Amount	$1,225,000	$1,487,500
Interest Rate	6.00%	9.75%
Annual Debt Service	$94,706	$159,067
Cash Flow After Debt	$251,342	$186,981
Debt Service Coverage	3.65x	2.18x
Cash-on-Cash Return	**47.9%**	**71.2%**

Leasehold financing. Delta Fair is a ground-leased business (no owned real estate), so an SBA 504 is not applicable; acquisition is financed conventionally or via SBA 7(a). Returns reflect the high in-place cap and low basis. 25-yr amortization illustrative; verify terms with your lender.

DELTA FAIR CAR WASH

Photo Gallery

Canopy & vacuum stations

Street frontage

Aerial — site & corridor

Building & entry

Delta Fair

CAR WASH

Antioch, California

Confidentiality & Disclaimer

Lee & Associates, as exclusive advisor, has prepared this memorandum from information furnished by the owner and sources deemed reliable. It has not been independently verified and is not a guarantee of future performance or an appraisal. All figures are 2025 owner-provided actuals unless noted; adjusted NOI reflects add-backs for one-time and owner-discretionary items. Buyers should conduct their own due diligence. Offered subject to a confidentiality agreement, prior sale, or change in price without notice.

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