

**business**  
for sale



Date: **3rd July 2024**

Business Reference: **36702**

About the Business:

**Popular Car Wash**

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# Popular Car Wash



Sector: **Services**

Asking Price:

**R 2,150,000**

Monthly Profit:

**R 80,358**

Asset Value:

**R 60,000**

Stock Value:

**R 20,000**

Yearly Net Profit :

**R 964,293**



# Business Report

## Fully describe the business's activities?

The business, which has been established for over 12 years, is situated in a highly popular and convenient mall. It serves the general public as well as several corporate clients, including motor dealerships and surrounding offices.

## How does the business operate on a daily basis?

The business operates 7 days a week, and has a manager that assist everyday with overseeing the daily operations.

Mondays to Sunday: 07h30 - 17:00

Open most Public holidays at own discretion: 07h30 - 17:00

## What competition exists?

Very few close by apart from standard garage washes.

## How could the profitability of the business be improved?

The owners have approved plans for upgrading the premises with a coffee bar.

## Give a breakdown of staff/ functions/ length of service?

x1 Manager  
x1 Cashier / Admin / Coordinator  
x1 Welcoming Hostess to book clients car in.  
x1 Driver  
x1 Supervisor  
x3 Wash bay staff  
x14 Dry Bay staff

If the new owner is not actively participating in daily duties a second driver needs to be employed to ensure enough drivers to service dealerships.

## Do any have management potential?

Manager in place

## How involved is the Owner in running the business?

100% involved

## When does the current lease end?

30 September 2028

## What are the trading hours?

Monday - Sunday 07:30 - 17:00

## What are the main assets of the business?

Car wash equipment

## Strengths?

High Demand: Regular need for car cleaning and maintenance services ensures a steady flow of customers.

Location Advantage: A well-chosen location with high traffic, attract a large number of customers.

## Weaknesses?

Operating Costs: High ongoing expenses, including water, electricity, chemicals, and labour.

Seasonal Variability: Demand may fluctuate seasonally, with lower demand in extreme weather conditions.

## Opportunities?

Technological Advancements: Implementing new technologies, such as automated payment systems, online booking, and loyalty apps, can improve customer experience.

Marketing and creating awareness can create a greater influx, up to now the business has been growing on excellent customer service and word of mouth.

Partnerships: Collaborating with local businesses, such as dealerships service centres and surrounding office blocks can provide a steady stream of customers.

## Threats?

Competition: High competition from other car wash businesses and alternative services like self-service or hand-wash options.

Economic Downturns: Economic challenges can reduce discretionary spending, impacting the frequency of car wash visits.

## What is the reason for the sale?

The owners are relocating to the Western Cape