



your real estate compass.

Crossroad Ventures Group was formed to provide clients with the highest-level single point of contact services. We are here to serve you. We are a full service real estate company with over 100 years combined experience and have been involved in over \$1 Billion in total transactions. Trusting CVG with your confidential business sale and our proprietary non-disclosure process will allow you to sell your business with confidence and utmost confidentiality.

Partnered with:

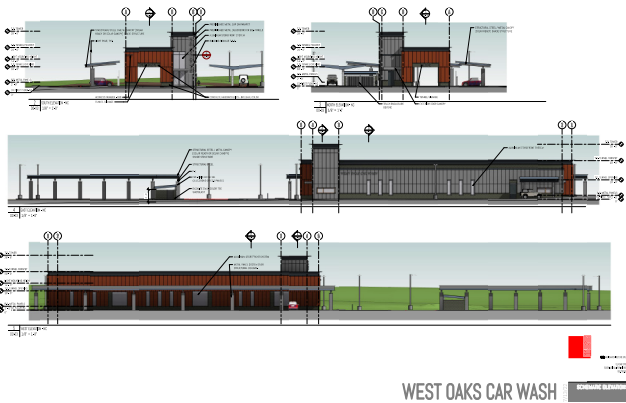


MORE ABOUT THE COMPANY

We are results-oriented, with a proven track record of success. Our statement of qualifications speaks for itself. CVG is also well equipped to help with all the contractual obligations to complete the transaction including purchase contracts and due diligence documents. These will help seal the deal with lenders and buyers with great ease.

AN OVERVIEW OF OUR SERVICES
Car Wash Transaction Services

PROJECTS



WEST OAKS CAR WASH

ROCKLIN CAR WASH | ROCKLIN, CA



ROCKLIN CAR WASH | ROCKLIN, CA



PAVILION CAR CARE CENTER | FAIR OAKS BLVD, CA

TRANSACTIONS

BUSINESS/WASH SALE SERVICES

- Price negotiation with Buyer and Seller
- Provide list of sales comps
- Supply NDA to all prospective buyers
- Collection of seller financials and tax returns
- Proprietary Due Diligence Requirements list to expedite process
- Management of escrow timelines to ensure sale stays on track
- Coordinate financing with buyer by a combination the following: Cash from Buyer, Seller Carry-Back Notes, SBA Loans, Private Money Loans, or Conventional Financing.
- Negotiating transition terms for Buyer and Seller

LEASING SERVICES

- Negotiation of Land Lease terms if applicable
- Negotiation of leases with tenants
- Preparation of leases on behalf of owner

QUALIFICATIONS

- Northern California Car Wash Consultants
- Car Wash sales team experienced in car wash sales & development
- \$50 Million in pipeline of car wash sales for 2023
- Experienced Real Estate Professionals
- Business and Real Estate Valuations
- Confidential Proprietary Sales Process
- Lender Relationships and Financial Modeling
- Buyer Network looking for car washes to purchase
- Equipment Audit by third party professional

ADMINISTRATIVE SERVICES

- In-house Marketing/Listing Team: prospective Buyers checklist
- Confidential listing page for your car wash listing
- Brochures made in-house
- Car wash listed on BizBuySell, Loopnet, USA Today, All Business platforms
- Tailored NDA/CA Agreement for each individual wash

DUE DILIGENCE

DOCUMENTS REQUIRED

- Inventory, including work in progress
- Machinery List
- Furniture, fixtures, and other equipment lists
- Leasehold improvements
- Government Licenses and permits
- Customer Lists
- Fictitious business name statement if applicable
- Trade names and trademarks / Logos / Copyrights and patents
- Schedule of accounts receivable / Schedule of accounts payable
- Sales Tax Returns for last 2 years
- Federal and State income tax returns for last 2 years
- Websites, URL addresses and Email addresses
- Vendor lists and catalogs
- Goodwill
- Franchise agreements
- Employee lists and information
- Computer and customer software
- Leases
- Full List To Be Provided In Proposal

QUESTIONNAIRE

- Full List of questions for different Car wash types
Full-Service /Flex / Express Car Wash:
- Average Ticket Cost?
- List of Car Wash / Detail Packages / Price of each
- Last time pits were cleaned for the sand oil separator?
- Any chemical or preventative maint. agreements with vendors?
- New equipment installed, or rebuilt (Full Equipment List)
- How long ago was the chain and rollers replaced?
- Full List To Be Provided In Proposal

