



Wash Index

REPORT

October 2023



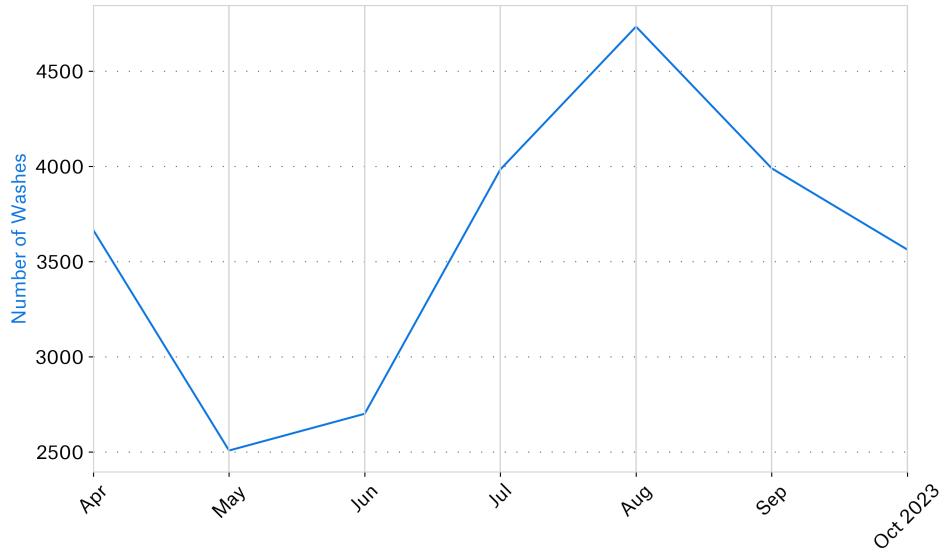
Market Evaluation

NCS

WASH INDEX REPORT



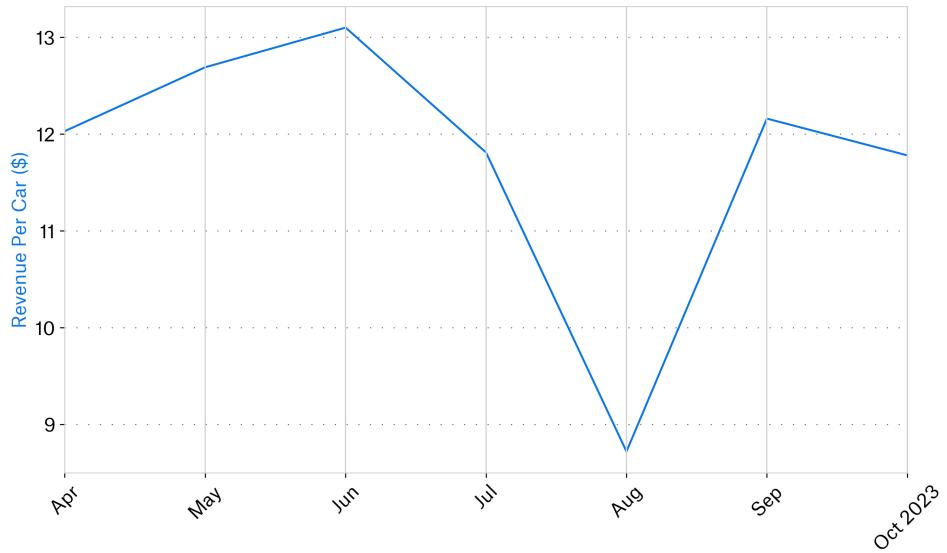
Total Volume



12 Month Average Volume

Site 1: 3,579

Revenue Per Car



12 Month Average Revenue Per Car

Site 1: \$11.71

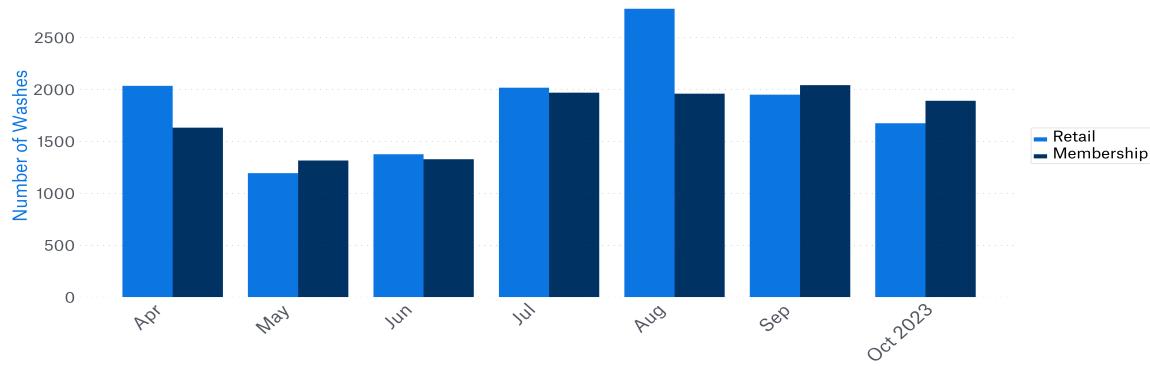
Insights

Total wash volume changed by -10.7% compared to last month

RPC changed by -3.1%



Wash Distribution



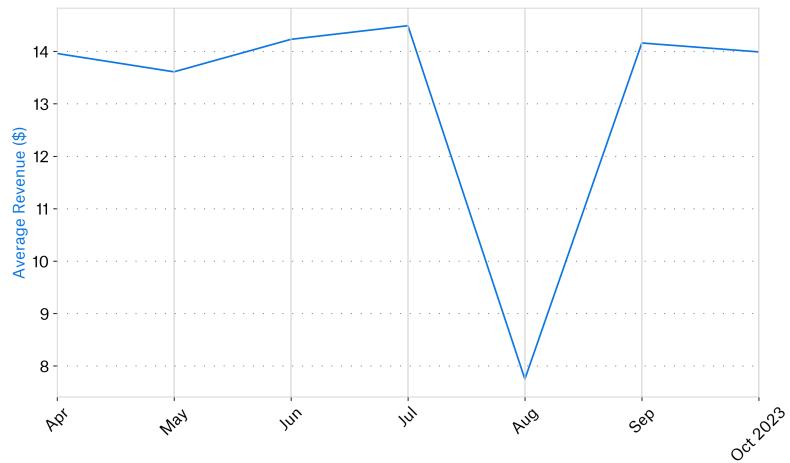
Membership Revenue Per Car



12 Month Average Membership RPC

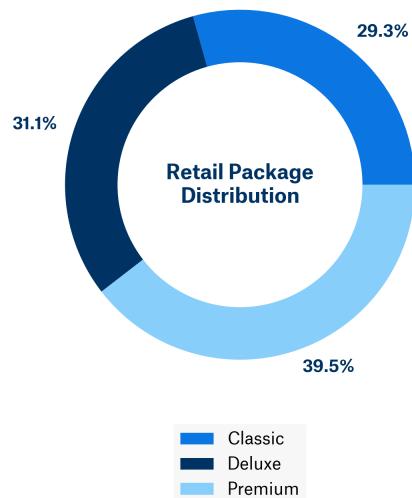
● Site 1: \$10.5

Retail Revenue Per Car

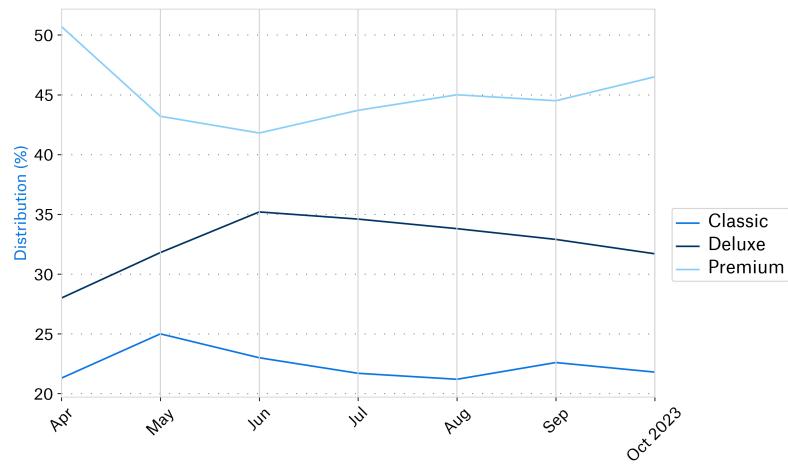


12 Month Average Retail RPC

● Site 1: \$13.04



Membership Package Distribution Over Time



Quarterly Notable Package Distribution Shifts

Membership

Premium

+4.5%

Deluxe

-3.6%

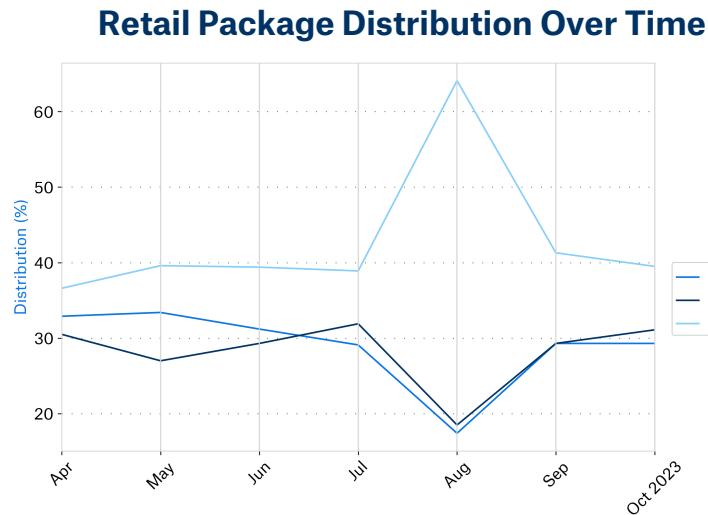
Retail

Deluxe

+6.1%

Premium

-4.4%





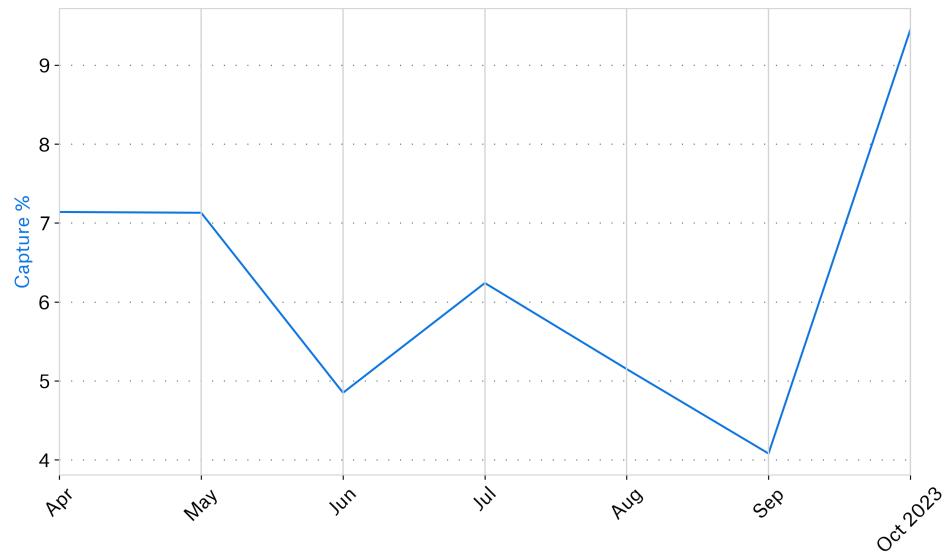
Churn Rate



12 Month Average Churn Rate

Site 1: 7.5%

Capture Rate



12 Month Average Capture Rate

Site 1: 6.1%

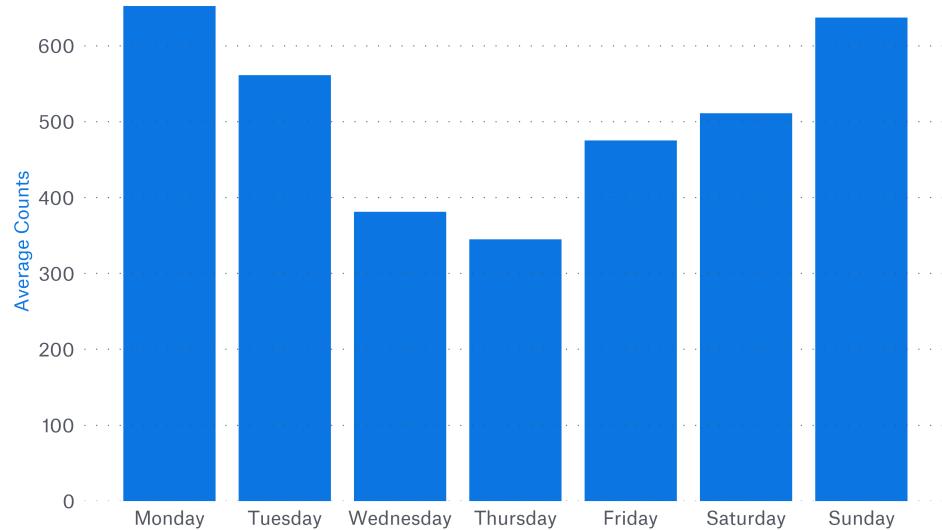
Insights

Churn rate changed by -19.6% compared to last month

Capture rate changed by 131.6%



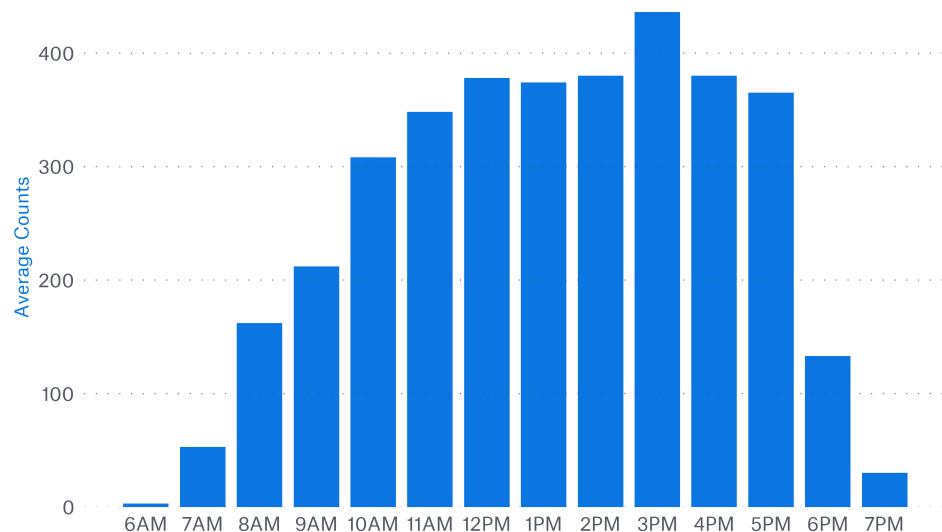
Washes Per Day



Most/Least Popular Days on Average in October 2023

Monday: 652
Thursday: 345

Washes Per Hour



Most/Least Popular Hours on Average in October 2023

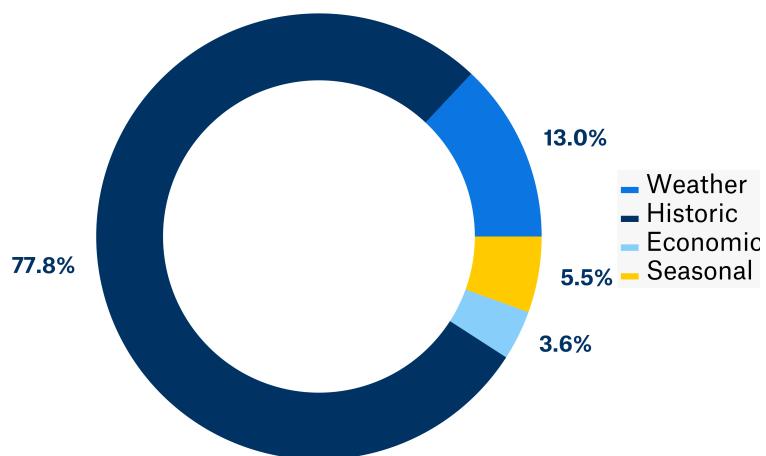
3PM: 436
6AM: 3



Projected Wash Count
7,062

Actual Wash Count
3,562

Feature Contribution to the Prediction



Understanding the Features



Weather - Covers a range of local weather variables, such as temperature and precipitation, collected from nearby stations.



Historic - Utilizes data from the site's past, including historical trends and patterns.



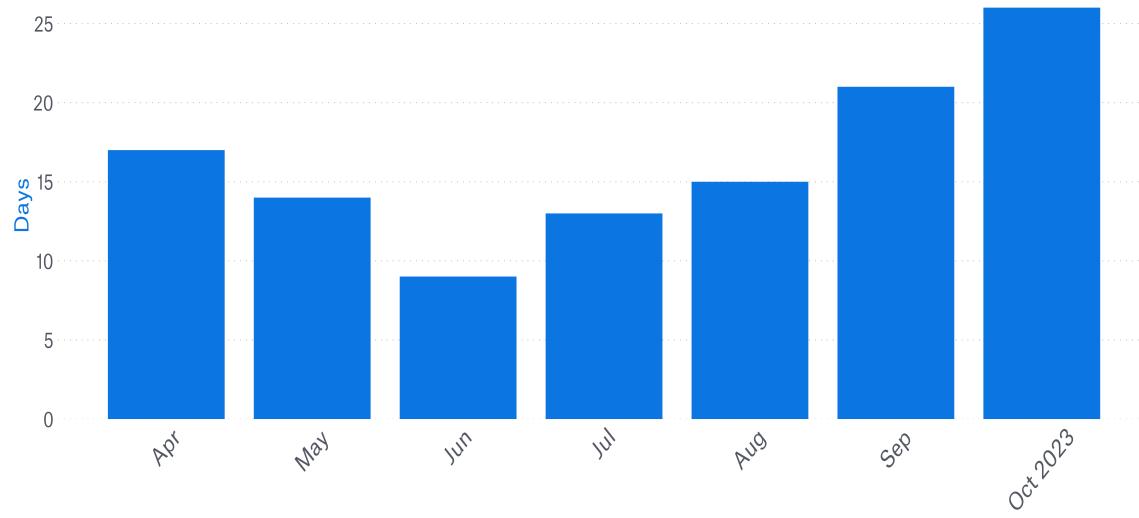
Economic - Integrates local economic indicators, like the Consumer Price Index (CPI) and unemployment rates, among other metrics.



Seasonal - Captures patterns related to different times of the year, recognizing shifts in trends due to seasons and periodic events.



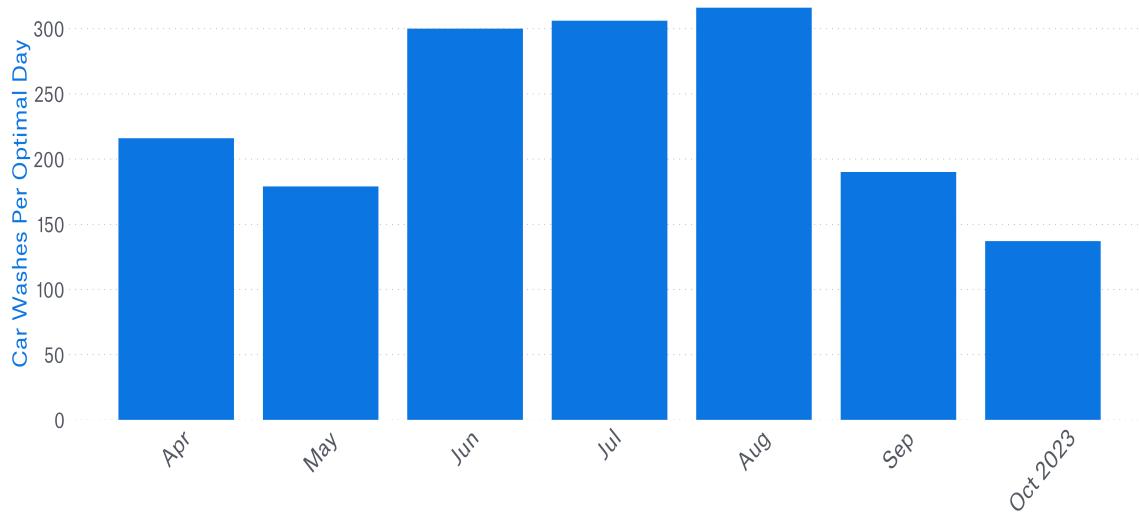
Optimal Car Wash Days



Optimal Car Wash Days

October 2023 experienced approximately 26 days of optimal car wash weather

Washes Per Optimal Car Wash Day

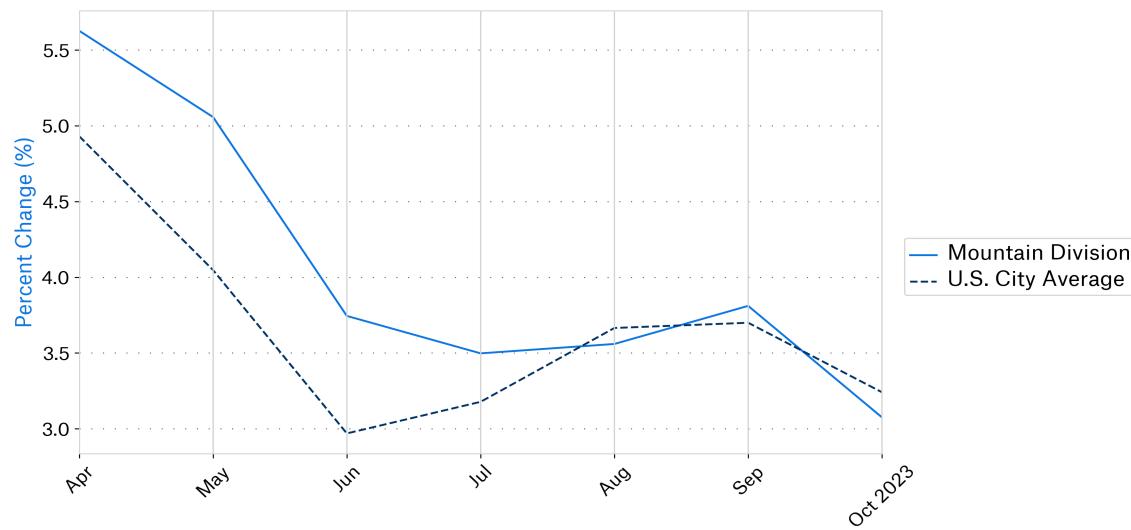


Wash Count per Optimal Car Wash Day

Site 1 washed approximately 137 cars per optimal wash day in October 2023



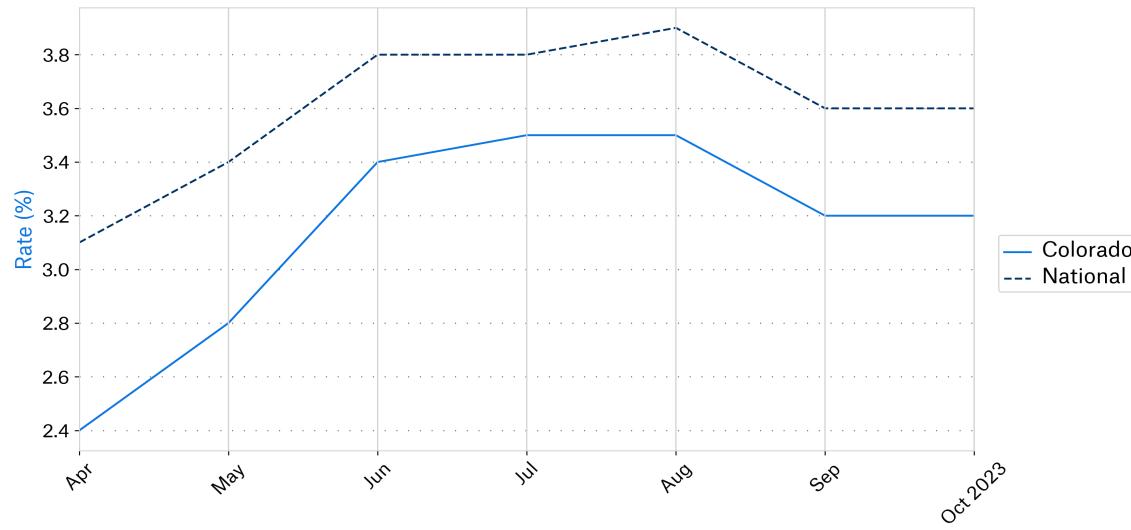
CPI Year-Over-Year Change



Consumer Price Index

The regional CPI YoY in October 2023 is 3.1%. This is a change of -19.3% compared to last month, and a -5.1% difference from the national CPI YoY.

Unemployment Rate

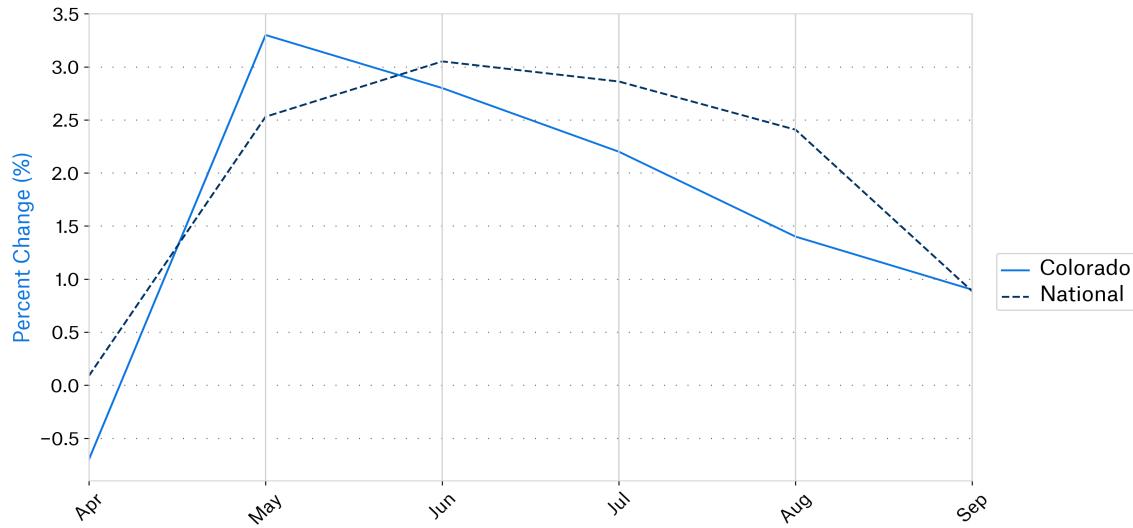


Unemployment Rate

October 2023 saw a change of 0.0% compared to last month. This month's state unemployment is 11.1% less than the national rate.



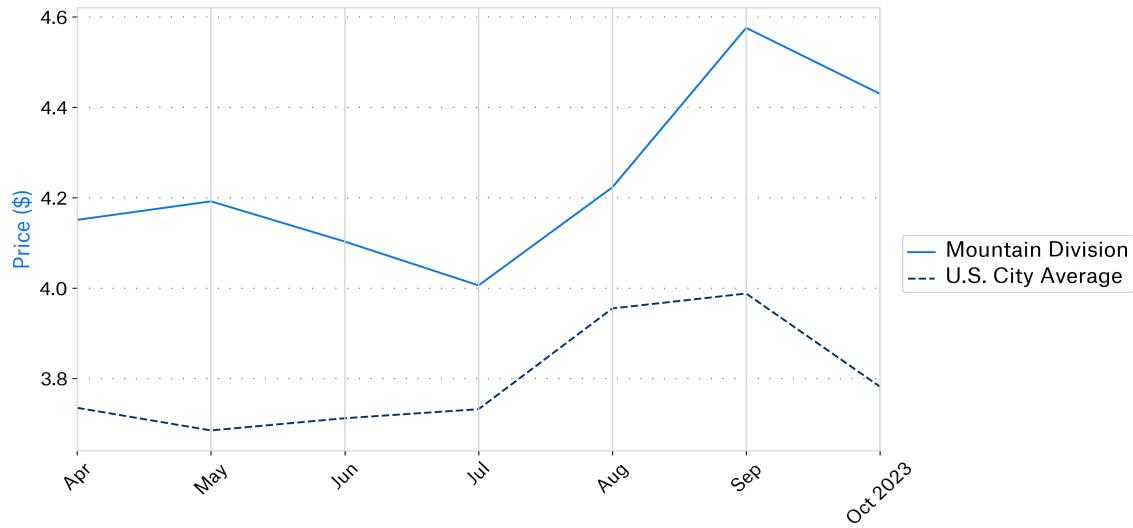
Monthly Miles Traveled Year-Over-Year Change



State Monthly Miles Traveled

The state's miles traveled YoY changed -36% compared to last month, and is 1.7% greater than the national YoY.

Monthly Unleaded Standard Gas Price



Gas Prices

State average gas prices saw a change of -3.2% compared to last month, going to \$4.43. This is 17.1% greater than the U.S. city average of \$3.78.