



# Wash Index

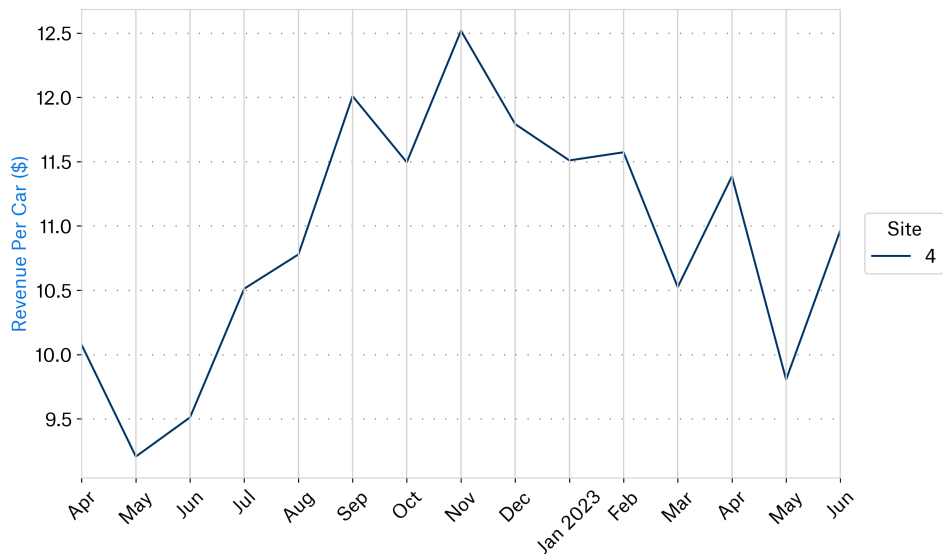
## REPORT

Quarter 3 2023





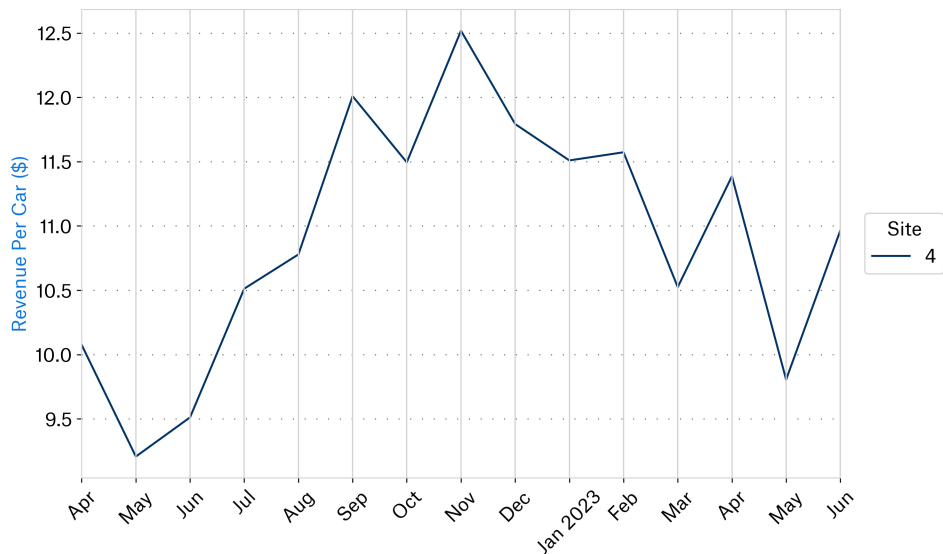
Revenue Per Car



Monthly Membership  
Variance: 1.1%  
Yearly Membership  
Variance: 23%

Site 1 sales are weighted heavily on retail over membership. In September, ticket sales were 9% greater than regional retail sales, and 15% greater nationally. Site 1 membership accounts are 17% less than regional memberships, and 10% less than national.

Revenue Per Car



Monthly Membership  
Variance: 1.1%  
Yearly Membership  
Variance: 23%

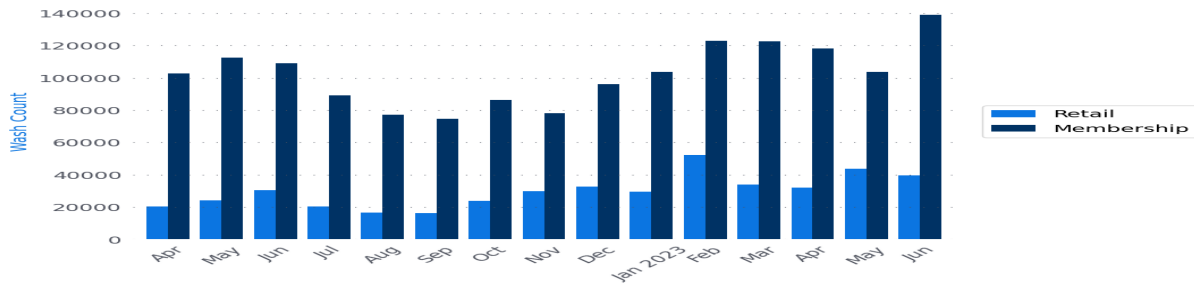
Site 1 sales are weighted heavily on retail over membership. In September, ticket sales were 9% greater than regional retail sales, and 15% greater nationally. Site 1 membership accounts are 17% less than regional memberships, and 10% less than national.

Insights

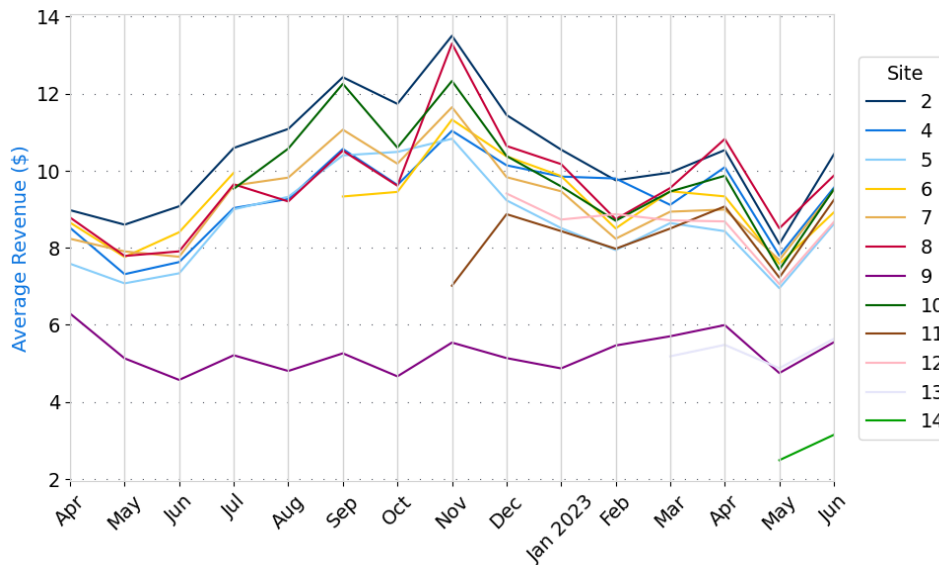
Site 1 volume decreased 16% from the previous month with a year to date average of 8,952 washes per month. This site's average monthly wash count is approximately 5% less than the regional average and 1% greater than the national average. Site 1 revenue per car gained 3.6% from last month with a difference of +\$1.08 per car regionally, and +\$2.15 nationally.



## Membership Distribution



## Membership Revenue Per Car



### Monthly Membership

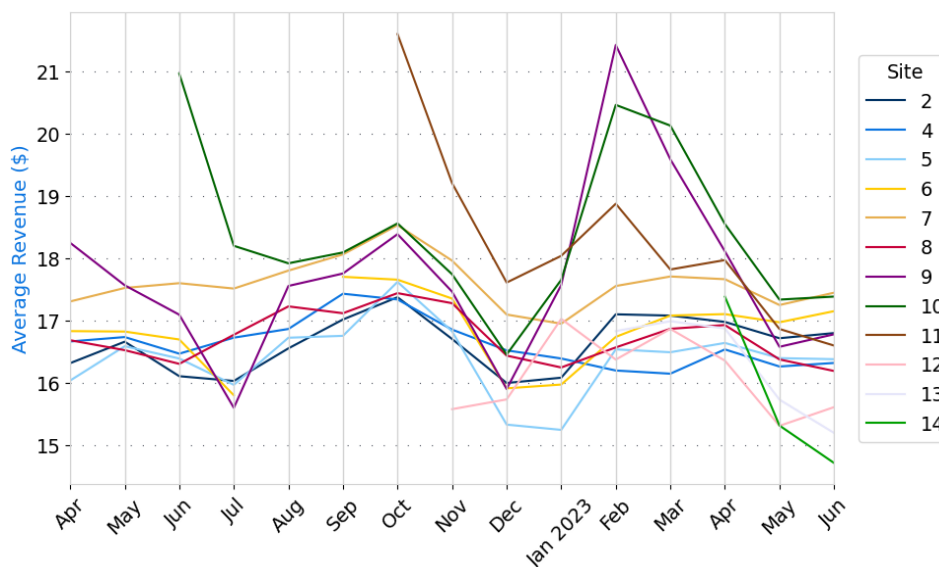
Variance: 1.1%

### Yearly Membership

Variance: 23%

Site 1 sales are weighted heavily on retail over membership. In September, ticket sales were 9% greater than regional retail sales, and 15% greater nationally. Site 1 membership accounts are 17% less than regional memberships, and 10% less than national.

## Retail Revenue Per Car



### Monthly Membership

Variance: 1.1%

### Yearly Membership

Variance: 23%

Site 1 sales are weighted heavily on retail over membership. In September, ticket sales were 9% greater than regional retail sales, and 15% greater nationally. Site 1 membership accounts are 17% less than regional memberships, and 10% less than national.

