

The 2023-2028 Outlook for Car Wash Services in the United States

<https://marketpublishers.com/r/28C4E25B1C01EN.html>

Date: October 2022

Pages: 502

Price: US\$ 595.00 (Single User License)

ID: 28C4E25B1C01EN

Abstracts

This study covers the latent demand outlook for car wash services across the states and cities of the United States. Latent demand (in millions of U.S. dollars), or potential industry earnings (P.I.E.) estimates are given across some 12,600 cities in the United States. For each city in question, the percent share the city is of its state and of the United States as a whole is reported. These comparative benchmarks allow the reader to quickly gauge a city vis-à-vis others. This statistical approach can prove very useful to distribution and/or sales force strategies. Using econometric models which project fundamental economic dynamics within each state and city, latent demand estimates are created for car wash services. This report does not discuss the specific players in the market serving the latent demand, nor specific details at the product level. The study also does not consider short-term cyclicalities that might affect realized sales. The study, therefore, is strategic in nature, taking an aggregate and long-run view, irrespective of the players or products involved.

In this report we define the sales of car wash services as including all commonly understood services falling within this broad category, such as manual hand, touch free, and water less washing and services offering online and app-based payment options, advanced points of sale (POS), radio-frequency identification (RFID) systems, and implementation of loyalty programs, irrespective of product packaging, formulation, size, or form. Companies participating in this industry include 7 Flags Car Wash, Autobell Car Wash, Boomerang Carwash, Brown Bear Car Wash, Corporation, Delta Sonic Car Wash, Freedom Car Wash, Goo-Goo Express Wash, Inc., Hoffman Car Wash, IMO Car Wash, International Car Wash Group (ICWG), Magic Hand Car Wash, MCCW Franchising Co. - Mr. Clean Car Wash, Mike`s Car Wash, Mike's Car Wash, Mister Car Wash, Mr. Clean Car Wash, Octopus Car Wash, Otto Christ AG, Petro-Canada, Quick Quack Car Wash, Speed Car Wash, Super Star Car Wash, The Wash Tub, True Blue

Car Wash, Wash Depot Holdings, and Zips Car Wash. In addition to the sources indicated, additional information available to the public via news and/or press releases published by players in the industry was considered in defining and calibrating this category. All figures are in a common currency (U.S. dollars, millions) and are not adjusted for inflation (i.e., they are current values). Exchange rates used to convert to U.S. dollars are averages for the year in question. Future exchange rates are assumed to be constant in the future at the current level (the average of the year of this publication's release in 2022).

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