



## Kitsap County Assessor

### Documentation for Countywide Model

Tax Year: 2023 Appraisal Date: 1/1/2022

Property Type: Auto Service - Car Wash and Lube & Tune

Updated 4/27/2022 by CM20

### Area Overview

Countywide models are for properties located throughout Kitsap County, rather than by neighborhood.

This property type was physically inspected for the 2020 tax year.

Kitsap County has 25 parcels that include, in whole or in part, car wash or lube & tune improvements. Seven parcels are improved with just car washes, one of these parcels is valued on a cost approach. Six parcels are improved with just lube & tunes. One parcel has both a lube & tune and a car wash. The remaining 11 are located on parcels with other property types, mainly repair service, convenience store with gas station, or espresso/fast food.

### Property Type Overview

A car wash is a structure constructed for the cleaning of the exterior of vehicles. These structures can be simple concrete block structures with a water "wand" for self-service, or they can be automated where the vehicle is propelled through a tunnel with mechanized brushes. Additional improvements are covered areas for cleaning the interior of the vehicle on a self-serve basis. Car washes can be standalone structures, or attached to lube & tune, repair service, or gas station buildings.

Mini-lube, or lube & tune, are buildings constructed with drive-through bays for quick maintenance/lube and oil changes for vehicles.

**Land to Building Ratio:** The national land to building ratio for this property type is n/a. The countywide land to building ratio for this property type is: n/a.

The land to building ratio is used to determine excess or surplus land. Review of zoning requirements such as total lot coverage or parking requirements, as well as topography and easements, must also be considered before calculating value for this land.

**Economic Overview:** Four car washes have been built in the last five years, with others being remodeled. Six sales have occurred in the last five years.

### Valuation Summary

**Approach Used:** Income

**Analysis and Conclusion Summary:** The three approaches to value were considered.

The cost approach was given little consideration in the appraiser's final analysis. Cost approach components such as replacement cost new, effective age, and depreciation are difficult to accurately calculate in a mass appraisal model.

A market/sales comparison approach uses sale prices of comparable properties to calculate value. The market/sales approach was not applied as Kitsap County lacks sufficient, recent sales.

The income approach was selected as the best method for valuing these properties. The data used to develop our current model data was collected from our mail survey, site visits, local sales, national publications, and data supplied for review or appeal.

Recent sales of this property type in Kitsap County and surrounding counties, along with sufficient income information indicated that the best valuation approach would be the income approach.

## **Property type: Auto Service - Car Wash and Lube & Tune (continued)**

### **Model Calibration**

**Preliminary Ratio Analysis:** Analysis of 6 sales resulted in a mean ratio of 0%, a median ratio of 0%, and a coefficient of dispersion (COD) of 0.

### **Market/Sales Comparison Approach Data and Analysis**

**Sales:** Range of Sale Dates: 1/1/2017 to 12/31/2022. A total of 6 local sales, and 14 regional sales, and 0 national sales were used in the sales analysis. Additional information is provided on the sales analysis data sheet.

Kitsap County attempts to review, analyze, and validate via telephone, mail, or in person interviews, all commercial sales within the county for inclusion or exclusion in our market/sales approach.

**Market/Sales Rates:** Sales ranged from \$116.23 to \$959.46 per square foot.

### **Income Approach and Data Analysis**

Values were calculated using a triple net (NNN) income model.

Income and expense information was collected from mailed surveys, property representatives, on-site visits, and market research (publications, newsletters, websites, etc.)

**Rent Data:** The Assessor validated rents from 32% of the market. Typical reported rents had a range of \$21.59 to \$91.37. We selected \$10 to \$32.50 for our model.

**Vacancy Data:** Typical reported vacancy had a range of 0% to 0%. We selected 5% to 10% for our model.

**Expense Data:** Typical reported expense had a range of 0% to 0%. We selected 6% to 6% for our model.

**Capitalization Rate (Cap) Data:** Typical sale cap rates ranged from 0% to 0%. We selected 6.25% to 7% for our model.

Cap rates from local sales, along with cap rates from other counties were reviewed. Publications were reviewed for regional information.

**Income Model Value Range:** The income approach calculates a range of values from \$120.86 to \$464.36 per square foot.

**Final Ratio Analysis:** Analysis of 6 sales resulted in a mean ratio of 0%, a median ratio of 0%, and a coefficient of dispersion (COD) of 0.

### **Sources**

Kitsap County Board of Equalization appeal documentation.

Washington State Board of Tax appeal documentation.

Kitsap County income and expense surveys.

Kitsap County sales questionnaires.

The Dictionary of Real Estate Appraisal, Appraisal Institute, Third Edition, 1993

Property Appraisal and Assessment Administration, IAAO, 1990

Glossary for Property Appraisal and Assessment, IAAO, 1997

LoopNet - [www.loopnet.com](http://www.loopnet.com)

Commercial Brokers Association - [www.commercialmls.com](http://www.commercialmls.com)

B + E Net Lease Cap Rate Report Q4 2021

Boulder Group Net Lease Auto Report Q4 2021

# Kitsap County Assessor

Tax Year: 2023

Property Type: Auto Service

Neighborhood: 0

Countywide Model

Repair	Lube Tun	Not Used	Car W-Auto	Car W-Self	
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## Class A

Rent	12.50					
Vac %	10.00					
Exp %	6.00					
Cap Rate	8.00					
Market	0.01					

## Class B

Rent	9.50	32.50		32.50		
Vac %	10.00	5.00		5.00		
Exp %	6.00	6.00		6.00		
Cap Rate	8.000	6.250		6.500		
Market	0.01	0.01		0.01		

## Class C

Rent	7.15	25.00		25.00	15.00	
Vac %	10.00	10.00		10.00	10.00	
Exp %	6.00	6.00		6.00	6.00	
Cap Rate	8.25	6.50		6.75	6.75	
Market	0.01	0.01		0.01	0.01	

## Class D

Rent	6.00	10.00		10.00	10.00	
Vac %	10.00	10.00		10.00	10.00	
Exp %	6.00	6.00		6.00	6.00	
Cap Rate	8.50	6.75		7.00	7.00	
Market	0.01	0.01		0.01	0.01	

## Class E

Rent	3.58					
Vac %	10.00					
Exp %	6.00					
Cap Rate	8.75					
Market	0.01					

**Kitsap County Assessor**  
**Tax Year 2023**  
**Local Income Survey for Car W-Auto**

PGI per Unit	Vacancy	EGI per Unit	Expense %	NOI per Unit
\$91.37	0%	\$91.37	0%	\$91.37
\$28.34	0%	\$28.34	0%	\$28.34
\$21.59	0%	\$21.59	0%	\$21.59

**Kitsap County Assessor**  
**Tax Year 2023**  
**Local Income Survey for Lube & Tune**

PGI per Unit	Vacancy	EGI per Unit	Expense %	NOI per Unit
\$57.67	0%	\$57.67	0%	\$57.67
\$55.72	0%	\$55.72	0%	\$55.72
\$37.05	0%	\$37.05	0%	\$37.05
\$35.80	0%	\$35.80	0%	\$35.80
\$18.99	0%	\$18.99	0%	\$18.99

**KITSAP COUNTY ASSESSOR**  
**TAX YEAR 2023**  
**Countywide Auto Service - Car Wash and Lube and Tune**  
**Sales from 01/01/2017 to 12/31/2021**

No.	NBRHD	PC	Account Number	Project Name	Units	Excise	VC	Sale Date	Sale Price	Assessed Value	Sale Ratio
1	8402307	640	122301-2-090-2001	Jiffy Lube - Fred Meyer	2,567	2021EX04993	V	06/18/21	\$ 2,410,000	\$ 1,192,030	49%
2	8400207	640	102601-3-072-2000	Olhava Car Wash	2,752	2021EX05225	V	06/30/21	\$ 1,237,500	\$ 1,228,770	99%

VC	Validity Code
VC	Valid
D	Not economic unit
M	Other

Removed sales

No.	NBRHD	PC	Account Number	Project Name	Units	Excise	VC	Sale Date	Sale Price	Notes
1	8401101	640	162501-3-099-2004	Carwash - Silverdale	2,311	2017EX00937	M	02/03/17	\$ 2,000,000	Demo & Remodel
2	8401508	640	352501-1-117-2003	Jiffy Lube	1,850	2017EX00939	D	02/03/17	\$ 1,775,000	Demo & Remodel
			352501-1-116-2004		2,542					
3	8400202	640	142601-3-070-2008	Poulsbo Car Wash	2,452	2018EX01258	M	02/12/18	\$ 285,000	Remodel/repair
4	8401101	640	162501-4-080-2003	Flex-a-Dent & Car Wash	4,728	2019EX08837	M	11/23/19	\$ 1,233,500	Remodel/repair

## OTHER COUNTIES LUBE & TUNE SALES

County	City	Account Number	Project	Excise#	Date	Price	Size	\$Unit	Cap	NOI \$/sqft
Chelan	Wenatchee	222003860364- 222010771580	Jiffy Lube - 2 separate properties	191835	5/26/2021	\$2,000,000	3466	\$ 577.03		
Clark	Vancouver	986043012	Jiffy Lube	811894	10/28/2019	\$2,517,000	4763	\$ 528.45	5.56%	\$29.38
Pierce	Bonney Lake	'7000040094	Jiffy Lube	4491178	2/15/2019	\$780,000	1300	\$ 600.00		
King	Kent	2022059048	Jiffy Lube	3143043	9/1/2021	\$1,400,000	2280	\$ 614.04		
Snohomish	Everett	'00393200301800	Mobile One Lube Express	1105968	6/21/2016	\$400,000	2822	\$ 141.74		
Snohomish	Everett	00392900300300	Jiffy Lube	E158942	3/23/2021	\$1,300,000	1422	\$ 914.21	6.74%	\$61.62
Snohomish	Marysville	'30051600305700	Oil Can Henry's	E103353	5/11/2018	\$815,000	2636	\$ 309.18		
Snohomish	Lynnwood	'00372901000707	Grease Monkey	E112360	10/30/2018	\$1,100,000	2964	\$ 371.12		
Snohomish	Lynnwood	27041700405900	Jiffy Lube	E165405	6/18/2021	\$2,196,930	2000	\$1,098.47		
Snohomish	Lynnwood	27041700405900	Jiffy Lube	E176049	11/5/2021	\$3,660,000	2000	\$1,830.00		
Snohomish	Stanwood	'32042900205000	Jiffy Lube	E128338	9/28/2019	\$1,075,000	1344	\$ 799.85	7.48%	\$59.83
Snohomish	Stanwood	320429-002-050-00	Jiffy Lube	1215708	2/6/2020	\$1,364,000	2688	\$ 507.44	6.25%	\$31.72
Snohomish	Arlington	310521-003-055-00	Jiffy Lube Smokey Point	1217544	3/4/2020	\$1,400,000	2542	\$ 550.75	5.95%	\$32.77
Spokane	Spokane	45074.2602	Oil Can Henry's	202001540	1/10/2020	\$1,424,000	2572	\$ 553.65	5.75%	\$31.84

## OTHER COUNTIES LUBE & TUNE SALE LISTINGS

County	City	Account Number	Project	Source	Date	Price	Size	\$Unit	Cap	NOI \$/sqft
Snohomish	Arlington	310521-003-055-00	Jiffy Lube Smokey Point	1217544	3/16/2021	\$1,515,000	2542	\$ 595.99	5.50%	\$32.78
Snohomish	Arlington	31052800200700	Texaco LubeXpress & Gourmet Latte	CBA 10983890	10/8/2021	\$1,580,000	3120	\$ 506.41		
Kitsap	Bremerton	262501-4-118-2007	Vacant Lube & Tune	CBA 10980432	8/9/2021	\$740,000	2800	\$ 264.29		
Snohomish	Arlington	310521-003-055-00	Jiffy Lube	Loopnet 24903569	1/24/2022	\$1,515,000	1344	\$1,127.23	5.50%	\$62.00

## OTHER COUNTIES CAR WASH SALE LISTINGS

County	City	Account Number	Project	Source	Date	Price	Size	\$Unit	Cap	NOI \$/sqft
King	Kent	1622059132	HP Car Wash	CBA 10980268	8/4/2021	\$2,300,000	3108	\$ 740.03	7.50%	\$55.50
Skagit	Mount Vernon	P25884	1423 E College Way	Loopnet 25445786	4/11/2022	\$1,869,000	2880	\$ 648.96		
Snohomish	Lynden	400319-175154-000	1850 Front St - The Car Wash	Loopnet 25445745	4/11/2022	\$1,227,000	2000	\$ 613.50		
Pierce	Tacoma	415000-0331 & 415000-0332	7202 McKinley Ave - Car Wash and Extra Lot	Loopnet 21572038	11/22/2020	\$1,100,000	2638	\$ 416.98		