

Marcus & Millichap

BROWN RETAIL GROUP

SEATTLE | PORTLAND | BOISE

# CRASH CHAMPIONS

258 N Hill Blvd, Burlington, WA 98233

**CORPORATE CRASH CHAMPIONS FEATURING 12+ YEAR  
NNN LEASE WITH RARE 3.00% ANNUAL RENT INCREASES  
LOCATED IN BURLINGTON, WA**



ACTUAL PROPERTY PHOTO



## THE OFFERING

*258 N Hill Blvd, Burlington, WA 98233*

Brown Retail Group of Marcus & Millichap has been selected to exclusively market for sale a **12+ year corporate Crash Champions in Burlington, WA**. The property features a long-term, 12+ year NNN lease with minimal landlord responsibilities, backed by Crash Champions, LLC, a leading national collision repair operator with over 650 locations across 38 states. The lease includes rare 3.00% annual rent increases throughout the initial term and option periods, providing consistent NOI growth and strong inflation protection. The property has been operated as a collision repair shop for more than 24 years and benefits from established traffic patterns. Strategically located in an automotive corridor with signage visibility to I-5 (54,000+ VPD) and limited nearby competition, the Property benefits from a broad regional draw and stable demand drivers, supported by a population of approximately 90,000 residents within a ten-mile radius and average household incomes exceeding \$108,000. Additionally, Washington's lack of state income tax further enhances after-tax returns, making this an attractive opportunity for investors seeking durable cash flow, growth, and long-term stability.

**PRICE: \$1,940,000**  
**CAP RATE: 5.75%**  
**AVG CAP RATE OVER TERM: 6.75%**



ACTUAL PROPERTY PHOTO

# THE PROPERTY

|                        |             |
|------------------------|-------------|
| Price                  | \$1,940,000 |
| Cap Rate               | 5.75%       |
| Avg Cap Rate Over Term | 6.75%       |
| Price/SF               | \$276       |
| Year Built             | 2002        |
| Gross Leasable Area    | 7,020 SF    |
| Type of Ownership      | Fee Simple  |
| Lot Size               | 1.04 Acres  |

## LEASE SUMMARY

|                         |   |
|-------------------------|---|
| Tenant                  | Crash Champions                         |
| Rent Increases          | 3% Annually                             |
| Guarantor               | Corporate Guarantee                     |
| Lease Type              | Triple Net (NNN)                        |
| Lease Commencement      | 1/1/2024                                |
| Lease Expiration        | 12/31/2038                              |
| Renewal Options         | 2, 5-Year Options                       |
| Term Remaining on Lease | 12+ Years                               |
| Landlord Responsibility | Roof & Structure                        |
| Tenant Responsibility   | Taxes, Insurance, Repairs & Maintenance |

## RENT SCHEDULE

| YEAR                   | ANNUAL RENT | MONTHLY RENT | RENT/SF | CAP RATE |
|------------------------|-------------|--------------|---------|----------|
| Current - 12/31/2026   | \$108,212   | \$9,018      | \$15.41 | 5.58%    |
| 1/01/2027 - 12/31/2027 | \$111,458   | \$9,288      | \$15.88 | 5.75%    |
| 1/1/2028 - 12/31/2028  | \$114,802   | \$9,567      | \$16.35 | 5.92%    |
| 1/1/2029 - 12/31/2029  | \$118,246   | \$9,854      | \$16.84 | 6.10%    |
| 1/1/2030 - 12/31/2030  | \$121,793   | \$10,149     | \$17.35 | 6.28%    |
| 1/1/2031 - 12/31/2031  | \$125,447   | \$10,454     | \$17.87 | 6.47%    |
| 1/1/2032 - 12/31/2032  | \$129,211   | \$10,768     | \$18.41 | 6.66%    |
| 1/1/2033 - 12/31/2033  | \$133,087   | \$11,091     | \$18.96 | 6.86%    |
| 1/1/2034 - 12/31/2034  | \$137,079   | \$11,423     | \$19.53 | 7.07%    |
| 1/1/2035 - 12/31/2035  | \$141,192   | \$11,766     | \$20.11 | 7.28%    |
| 1/1/2036 - 12/31/2036  | \$145,428   | \$12,119     | \$20.72 | 7.50%    |
| 1/1/2037 - 12/31/2037  | \$149,790   | \$12,483     | \$21.34 | 7.72%    |
| 1/1/2038 - 12/31/2038  | \$154,284   | \$12,857     | \$21.98 | 7.95%    |

## OPTIONS

|                                    |             |
|------------------------------------|-------------|
| Option 1:<br>1/1/2039 - 12/31/2043 | 3% Annually |
| Option 2:<br>1/1/2044 - 12/31/2048 | 3% Annually |



## ABOUT CRASH CHAMPIONS

Crash Champions is the third-largest operator of high-quality collision repair services in the United States, with more than 650 locations across 38 states and trusted by nearly all major automotive insurance providers. Founded in 1999 as a single repair center in Chicago by industry veteran and 2022 MSO Executive of the Year Matt Ebert, the company has experienced significant growth. In 2022, Crash Champions completed a second industry-defining milestone with the strategic acquisition of Service King Collision and its more than 330 locations. This transaction positioned Crash Champions as a nationwide leader in trusted, high-quality collision repair services, expanding its footprint to more than 30 states. Today, the organization is recognized as an industry leader for its commitment to manufacturer-certified repairs and industry-leading performance, with certified facilities meeting the highest standards in collision repair.

<https://crashchampions.com/>

650+  
LOCATIONS

\$3B+  
2025  
REVENUE



## THE HIGHLIGHTS

### 12+ YEAR NNN LEASE

The property is secured by a long-term, 12+ year NNN lease, providing investors with stable, passive cash flow and minimal landlord responsibilities (roof and structure only).

### STRONG CORPORATE GUARANTEE | 650+ LOCATIONS

The lease is guaranteed by Crash Champions corporate (Crash Champions, LLC), a national, growing brand with over 650 collision repair locations across 38 states.

### RARE 3.00% ANNUAL RENT INCREASES

The lease features attractive 3.00% annual rent increases throughout the initial term and all option periods, delivering strong embedded NOI growth and long-term inflation protection.

### LIMITED COLLISION REPAIR COMPETITION | REGIONAL DRAW

The Property serves a broad trade area with limited nearby collision repair options, allowing the tenant to capture demand from surrounding rural communities with minimal direct competition.



### ESTABLISHED COLLISION REPAIR SITE FOR 24+ YEARS

The property was built in 2002 and has been operated as a collision repair shop for more than 24 years, providing established traffic patterns and strong customer draw.

### STRATEGIC LOCATION WITH VISIBILITY TO I-5 (54,000+ VPD) AND EASY ACCESS

The property is located near the corner of Old Hwy 99 and N Hill Blvd within an automotive corridor in Burlington and has pylon signage visible from I-5 (54,000+ VPD). It is easily accessible, from I-5 entrances/exits both to the north and south.

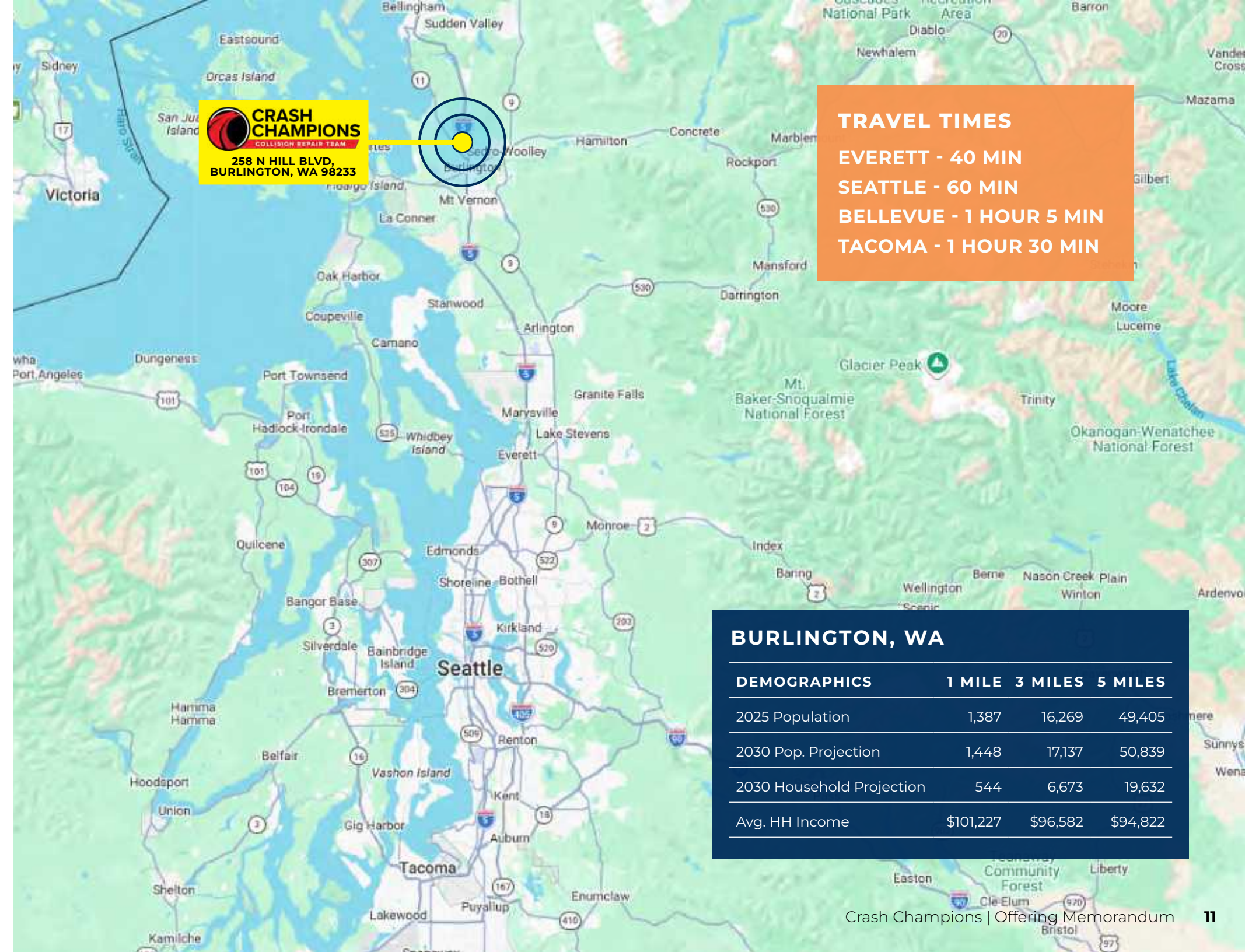
### ROBUST REGIONAL DEMOGRAPHICS

The Property serves an established population of approximately 90,000 residents within a 10-mile radius, with average household incomes exceeding \$108,000.

### INCOME TAX-FREE STATE

Washington State is an income tax-free state.

# SITE PLAN



**TRAVEL TIMES**  
 EVERETT - 40 MIN  
 SEATTLE - 60 MIN  
 BELLEVUE - 1 HOUR 5 MIN  
 TACOMA - 1 HOUR 30 MIN

**BURLINGTON, WA**

| DEMOGRAPHICS              | 1 MILE    | 3 MILES  | 5 MILES  |
|---------------------------|-----------|----------|----------|
| 2025 Population           | 1,387     | 16,269   | 49,405   |
| 2030 Pop. Projection      | 1,448     | 17,137   | 50,839   |
| 2030 Household Projection | 544       | 6,673    | 19,632   |
| Avg. HH Income            | \$101,227 | \$96,582 | \$94,822 |

## BURLINGTON, WA

The investment property is in Burlington, Washington, a city in Skagit County with significant demand for retail services anchored by the city's growing population, strategic location, and the presence of large employers representing the healthcare, government, and manufacturing sectors. Approximately 49,405 residents live within a five-mile radius. This population is projected to grow 2.9 percent by 2030, providing a stable and growing consumer base for retail businesses. Positioned along Interstate 5, Burlington benefits from strong regional accessibility, located approximately 65 miles north of Seattle and 70 miles south of Vancouver, BC, placing it within a highly trafficked interstate corridor that drives consistent commuter and visitor traffic.

The area also serves as the primary retail destination for Skagit County, generating nearly \$1 billion in annual retail sales and drawing shoppers from surrounding communities. Local demographics further support retail demand, with a median household income of \$75,675, comparable to the U.S. average and reflective of a stable, workforce-driven consumer base. Burlington's economy is anchored by several large employers that contribute to daily foot traffic, including Skagit Regional Health, parts manufacturer Janicki, and Skagit County. Overall, Burlington's combination of projected population growth, strong regional accessibility, and established identity as a regional retail hub positions it as a compelling location for retail investment.

## TOP EMPLOYERS

### SKAGIT COUNTY TOP EMPLOYERS:

| BUSINESS                      | TOTAL EMPLOYEES |
|-------------------------------|-----------------|
| Skagit Regional Health        | 3,620           |
| Janicki                       | 1,603           |
| Mount Vernon School District  | 1,113           |
| Sinclair Refinery             | 870             |
| Skagit County Government      | 860             |
| Island Hospital               | 750             |
| Sedro Woolley School District | 702             |
| PAACAR Technical Center       | 558             |
| Draper Valley Farms           | 530             |
| Fred Meyer Burlington         | 350             |

## EXCEPTIONAL QUALITY OF LIFE PAIRED WITH ROBUST ECONOMIC DEVELOPMENT AND ABUNDANT AMENITIES

As a Skagit County is a scenic and agriculturally rich region in northwest Washington State, ideally situated between Seattle and Vancouver, British Columbia. Encompassing over 1,700 square miles, the county is defined by its breathtaking natural landscape—from the Cascade Mountains to the east to the shores of the Salish Sea to the west. The Skagit River winds through a fertile valley renowned for its abundant farmland and world-famous tulip fields that draw visitors each spring. Wildlife is abundant year-round, with bald eagles, migratory swans, and great blue herons contributing to the area's distinctive Pacific Northwest charm.

The county's vibrant communities offer a blend of rural character and modern amenities, supported by a diverse local economy and strong cultural presence. Residents and visitors enjoy a wide range of accommodations, dining options, and access to arts and cultural institutions, including museums, theaters, and performance venues throughout the region. Outdoor recreation is a cornerstone of life in Skagit County, with opportunities for hiking, birdwatching, kayaking, and exploring destinations such as Deception Pass State Park and the Mount Baker-Snoqualmie National Forest. With its unique balance of natural beauty, cultural richness, and accessibility, Skagit County offers an exceptional quality of life in the Pacific Northwest.



**132,736**  
Skagit County Population



**10<sup>th</sup>**  
Highest Income Among  
Washington Counties



**\$91,204**  
Median Household Income



**9<sup>th</sup>**  
Healthiest County in Washington



ACTUAL PROPERTY PHOTO

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# Marcus & Millichap

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