

# Convenience Store Valuation & Consulting



SPECIALIZING IN  
ADVICE AND CONSULTATION  
TO ATTORNEYS ON  
CONVENIENCE STORE,  
GAS STATION AND  
TRAVEL CENTER  
VALUATIONS



- Eminent Domain
- Condemnation
- Partial Takings
- Access Damages
- Remainder Value
- Appraisal Review
- EBITDA Capitalization
- Intangible Asset Allocation

**C-STORE VALUATIONS**  
DALLAS, TEXAS

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**reb@cstorevalue.com**

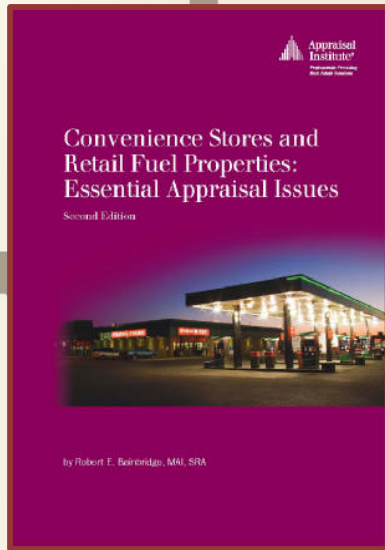
[www.cstorevalue.com](http://www.cstorevalue.com)

Robert E. Bainbridge is the author of *Convenience Stores and Retail Fuel Properties: Essential Appraisal Issues*, the nation's standard textbook on the valuation of convenience stores and gas stations. He writes a regular column on convenience retail real estate for *Convenience Store News* magazine. He is also the developer and instructor for the only nationally accredited coursework on the appraisal and valuation of convenience stores and gas stations.

Bob holds a Master of Science in Real Estate Appraisal and the MAI and SRA professional designations of the Appraisal Institute. He has been a practicing appraiser for over 30 years and frequently advises attorneys and store owners in eminent domain and litigation property value disputes.



**ROBERT E. BAINBRIDGE**  
MEMBER, APPRAISAL INSTITUTE  
AUTHOR  
COURSE DEVELOPER  
INSTRUCTOR



Author of the standard textbook on the appraisal and valuation of convenience stores and gas stations:

### ***"Convenience Stores and Retail Fuel Properties: Essential Appraisal Issues"***

Chapter 5, "Eminent Domain Essentials" is one of the most complete presentations of eminent domain issues affecting convenience retail real estate ever published.

We provide expert witness and consulting services to attorneys across the United States.

Attorney comments:

***"You're being a big help, enabling us to prepare our case properly and, today at the deposition, showing that their case is not properly prepared.***

***Thank you."***

Attorney comments:

***"We settled the case yesterday. We really appreciate all of your help on this case.***

***It was invaluable to us. I look forward to working with you in the future as well.***

***Thanks."***

Attorney comments:

***"It was like talking to Moses [in discussing convenience store appraisals]."***

***"I will recommend you to our staff."***

### **LITIGATION SUPPORT**

Under the Uniform Standards of Professional Appraisal Practice (USPAP), state-certified appraisers may act in the role of: (a) an independent appraiser, or (b) a consultant that advocates for the client's interest; but may not act in both roles at the same time. Successful attorneys employ both. Your litigation team should include a knowledgeable, local appraiser and a subject matter expert.

#### **As a Consultant-Advocate**

We provide advice and assistance with case evaluation where we help you identify the strengths and weaknesses of your client's position in the area of valuation disputes concerning convenience stores and gas stations. We begin by reviewing your summary of the case and any background documents, such as past appraisals, that have already been prepared.

We can work with your local appraiser to help you identify vulnerabilities and suggest strategies for strengthening your appraisal report.

Preparing the deposition for expert witnesses involved in valuation disputes concerning gas stations and convenience stores is a very specialized area of valuation expertise. We can assist you preparing effective, probing questions for deposing the opposing witnesses.

We can give you the valuation advantage on important data sources, published research and convenience industry information that will help you succeed in property appraisal litigation.