

COMPLETING THIS QUESTIONNAIRE SHOULD REQUIRE LESS THAN 15 MINUTES.

**IDENTIFICATION**

Current Brand

Street Address

City

County

State

ZIP

Store Number

Owner of Record (list individuals,  
partnership name, corporation name)

**Please complete the following questions and return by e-mail or fax.**

- A. Please include photographs of the store exterior, interior, fuel service and street view.
- B. Please include a copy of your last assessment notice form the Tax Assessor.



[www.petro-eval.com](http://www.petro-eval.com)

Processed with PetroMARK® Valuation Software

**PROPERTY INFORMATION**

1. What is the size of your store building?
2. What is the date of construction/last remodeling?
3. What is the size of your site?
4. How many fueling positions do you have?
5. What type of carwash, if any (tunnel, exterior roll-over, etc.)?
6. Do you have branded food service (McDonald's, Burger King, Taco Bell, etc.)?
7. What is the size of your branded food service area in square feet, if any? (only list QSR, 2-in-1 not included in Question 1)
8. Estimate the value of your site.
9. Rate your store's access (low, average, high).
10. Rate you store's visibility from the roadway (low, average, high).
11. What is your strongest day part (morning, Noon, evening)?
12. What is the traffic count in front of the store?

**TRADE AREA**

13. Do the fronting streets have traffic dividers or median that prevent left-turns?
14. Who is your number one competitor?
15. What is the nearest hypermarket (Wal-Mart, Safeway, etc. selling gasoline) Distance from your store?
16. How many competitors are within 1 mile?
17. How many competitors are within 2 miles?
18. Are you located on a major highway?

**SALES AND OPERATIONS**

- 19. What is your typical gallonage per year? (gasoline)   
(diesel)
- 20. What are your inside sales per year?
- 21. What are the carwash gross sales per year?
- 22. What are the average number of carwashes per year?
- 23. What is the average carwash price?
- 24. What is your typical branded food service sales per year?  
 (McDonald's, Burger King, Taco Bell, etc.)

**GROSS PROFIT**

(Gross Profit = Total Sales - Cost of Goods Sold)

- 25. What is your typical gross profit per year in dollars?   
 What is your typical gross margin in %?

**OTHER OPERATIONS**

- 26. Do you have other real estate income (space that you lease)?   
 on this property? If yes, please describe:   
 What is the annual rent?
- 27. Is your business: DTW Dealer, Jobber-Owned,   
 Open Dealer, Independent, Franchise, Commission?
- 28. How many employees do you have (full-time equivalents)?



**ENVIRONMENTAL**

29. Number and capacity of the underground tanks?

30. Are there on-going environmental issues?

If yes, please describe:

**HISTORY**

31. Is the property currently leased? If yes, what is the monthly rent?

32. Is the property listed for sale? If yes, what are you asking?

33. Has the property sold within the last five years?

34. If yes, what was the price of the real estate (site, buildings, fuel service)?

35. If yes, what was the price of the moveable equipment included in the sale?

36. If yes, what was the price of the business value (intangible assets)?

37. How long have you owned the property?

38. What is the assessed value from the Tax Assessor?

39. Are there any problems with the roof, plumbing, HVAC?

If yes, please describe.

40. List any repairs or upgrades within the last five years. (item and cost below).

**Other Comments**