



Convenience Stores & Automotive Energy

Newmark Valuation & Advisory's Convenience Stores & Automotive Energy team members have appraised more than 90,000 convenience stores and automotive energy facilities throughout the Americas. The team had its genesis about 45 years ago and has since participated in many technological and market changes. The latest is the electrification of the transportation system. Thus, our previous focus on retail petroleum is now broadened to automotive energy in all its forms. We are evolving with the market to understand charging economics, including infrastructure costs and demand charges, as well as the follow-on opportunities for convenience retailing.

Mortgage lending is the most common intended use for our Convenience Stores & Automotive Energy appraisals. Lenders are typically focused on real estate values and appreciate the market's emphasis on store economics for evaluating a tenant's ability to afford their lease obligation.

Our practice also includes business valuers who can develop a single opinion of value for a large portfolio. For ASC 805 purchase price allocations we are equipped to handle the entire allocation across identifiable intangible assets and unidentifiable intangible assets. Estate planners often engage our business valuers to develop defensible discounts for lack of control and marketability.

Convenience stores, automotive energy facilities, and restaurants are increasingly operated by the same entities, competing for the same sites, and borrowing from the same lenders (often specialists). We understand the unique requirements of these properties and their operators and lenders and have established a dedicated team, CAR (Convenience Stores & Automotive Energy and Restaurants). This team has expert knowledge of the charts of account and key performance indicators for these two closely allied verticals.

We provide valuation and advisory services for a wide range of property types, including:

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| Convenience Stores | Car Washes | Quick Lubes |
| Gas Stations | Truck Stops | Bulk Plants |
| Electric Vehicle Charging Stations | Service Stations | Cardlocks |

ABOUT NEWMARK

We transform untapped potential into limitless opportunity.

At Newmark, we don't just adapt to what our partners need—we adapt to what the future demands. Our integrated platform delivers seamlessly connected services tailored to every type of client, from owners to occupiers, investors to founders, and growing startups to leading companies. We think outside of boxes, buildings and business lines, delivering a global perspective and a nimble approach. From reimagining spaces to engineering solutions, we have the vision to see what's next and the tenacity to get there first.

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