

How to Purchase a Gas Station of Your Choice

Purchasing a gas station involves a complex decision-making process.

Your knowledgeable Licensed Realtor is the key to help in the buying process and closing the deal.

Knowing the details of the location of the gas station and the rules and regulations that apply to purchasing one are key to making your purchase a successful venture. The following explains how to purchase a gas station.

Which type of gas station you'd like to purchase – Branded or Unbranded?

- You may purchase a franchise of an oil company or an independent station.
- A franchise is obligated to purchase the franchiser's gasoline, participate in their promotions, and follow their policies.
- If you choose a franchise, the franchiser assumes full liability for environmental issues.
- An independent station is not required to purchase gasoline from any particular company.
- An independent station will allow you to purchase from local distributors and gain a pricing advantage on the competition.
- If you choose an independent gas station, you will assume full liability for environmental issues.

Determine the location where you would like to purchase a gas station.

- Location...location...location: A very important part of purchase.
- Research current or future plans for roadwork near any gas stations that you are considering. If the roads that provide access to the gas station are scheduled for construction, the accessibility of the station may be disrupted.
- Consider the environmental laws of each location you are considering. Environmental compliance is costly in many areas.
- Look for stations that are immediately accessible from a high-traffic roadway.
- Look for stations that have little to no competition from nearby gas stations.

Find gas stations in areas with low crime rates.

- Gas stations/Wash stations are easy targets for criminals and illegals.
- Gas stations Pit bar with large windows, security cameras, and substantial amounts of lighting are best suited to deter crime. Although there are laws to protect the owners/operators, vandalism you can still fight back by awareness.

Find gas stations with large convenience stores.

- Large convenience stores, coffee shop sublease options are attractive to regular customers.
- Choose a station that has a larger convenience store and more options than other competitors in surrounding.

Find attractive gas stations business.

- Customers are attracted to clean and nicely plan gas stations, like franchise.
- Make sure that the signage is up-to-date for rates and that there are canopies over the pumps. Open gas bars are tending to decay and customers don't like to pump in those locations comparatively.

Research the past performance of each gas station that you consider as buying plan.

- Be sure that the gas station entire operation has been profitable in the past.
- Ask for financial statements/ Profit and loss/ income-expense and related
- Sales performance of last 12 months is more essential
- Any special marketing plan affects the performance?

Select a Best Gas Station and Negotiate a deal.

- Be sure to consult with your Licensed Real Estate Agent as/if you are unfamiliar with this process. This buying business is not just paying money and buying from your local retails store. It take a lot of nitty gritty process of drafting an agreement to closing the deal along with negotiating and back up plans.
- Select the best gas station business that you find and negotiate a deal with the help of your qualified Licensed Realtor with owner(s)/corporation.
- If you are unable to work out a deal, move on to the next gas station on your Licensed Realtors carefully selected list with you and so on until you reach a deal that you are comfortable zone .

Purchase/Invest in the Gas Station Business.

- After reaching a deal, purchase and close the deal of the Gas station with help of your Licensed Real Estate Agent .

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