

COMMERCIAL PROPERTIES COMMITTEE

Practice Note 22

REVALUATION 2010

Valuation of Petrol Filling Stations

1.0 Introduction

- 1.1 This Practice Note applies to the valuation of all Petrol Filling Stations, inclusive of stand alone sites and those assessed with supermarkets / hypermarkets. Petrol Filling Stations forming part of Motorway Service Areas should be valued in accordance with the scheme for such subjects.
- 1.2 The content of this Practice Note results from discussions with the Valuation Office Agency, The Scottish Assessors' Association, agents for the UK Petroleum Industry Association, and the Retail Motor Industry.

2.0 Basis of Valuation

- 2.1 This category of subject should be valued by application of the Comparative Principle.
- 2.2 The main elements of the valuation are : -
 1. Petrol Sales Forecourt
 2. Bunkered Fuel
 3. Forecourt Shop
 4. Car Wash (where applicable)
 5. Non-Forecourt Buildings (e.g. workshops, showrooms etc.)

3.0 Valuation Considerations

- 3.1 Petrol Sales Forecourt
 - 3.1.1 The forecourt value will include the value of:-
 - i) The developed forecourt, (excluding non-rateable plant items).
 - ii) Canopies where they exist, as the throughput achieved at a site will reflect the presence, or otherwise of a canopy. No adjustment is therefore required

where the site does not have a canopy.

iii) Rateable tanks

- 3.1.2 The value of the petrol sales forecourt will be determined in accordance with a nationally applied scale relating rental value to the hypothetical achievable throughput of motor fuel. For this purpose it is proposed that all grades of fuel are aggregated without adjustment for different types and grades of fuel.
- 3.1.3 The hypothetical achievable retail throughput is the volume of fuel (excluding any bunkered fuel and fuel sold through low margin fuel cards) a reasonably competent operator would expect the site to achieve, pursuing pricing policies seeking to maximise profitability, based on an opening policy of up to 18 hours per day.
- 3.1.4 The hypothetical achievable throughput will be based on the level of throughput achieved in the years leading up to 2007 with the most relevant being the actual throughput achieved in 2007.
- 3.1.5 An adjustment to the actual throughput volume may be required to arrive at the hypothetical achievable throughput where the site is open in excess of 18 hours, on a manned basis. In these circumstances a deduction of 5% of the total throughput should be made.
- 3.1.6 The hypothetical achievable retail throughput arrived at following adjustments for opening hours if appropriate should be valued in accordance with the valuation scale, shown at Appendix 1, where adjustment for price is built in.

The scale at Appendix 1 shows the £/000 to be applied, which varies according to both total adjusted hypothetical achievable throughput and the unleaded (UL) price per litre implicit in the throughput adopted. This scale has been developed from an analysis of rental evidence, which includes an adjustment for price.

In determining the adjustment for pricing, average calendar year UL prices, have been supplied (for most sites) by Catalist, the leading supplier of trade information in relation to the UK retail fuel market. Use of this pricing information has been accepted by the parties to the central discussions as reliable.

As stated above, it is the volume achieved in 2007 and the UL price against which the volume was achieved which will be the primary drivers of forecourt value.

3.2 Bunkered Fuel

- 3.2.1 Bunkered fuel is fuel which is stored and dispensed by a forecourt operator, generally on behalf of another company, for which the forecourt operator receives a handling charge.

- 3.2.2 The bunkered fuel throughput should be excluded from the total fuel throughput above, and should be valued in accordance with the scale set out in Appendix 2 to this Practice Note.
- 3.2.3 Fuel throughput generated by using low margin fuel cards / agency sales should be excluded from the total throughput and valued in accordance with the scale set out in Appendix 3 to this Practice Note.
- 3.3 Forecourt Shop
 - 3.3.1 Forecourt shops together with their ancillary offices and stores will be valued by reference to the hypothetical achievable shop turnover.
 - 3.3.2 The hypothetical achievable shop turnover to be adopted is that which a reasonably competent operator would expect the site to achieve from shop sales, excluding VAT. The turnover should also exclude Income from fuel, car/jet wash transactions and monies received from National Lottery Sales and Paypoint /Payzone facilities (reflecting the relatively low commission received, compared with the average level of gross profitability achieved on general forecourt shop sales).

Determination of the hypothetical achievable shop turnover should be based on actual turnovers achieved in the years leading up to 2007 with the most relevant being the 2007 turnover.

The valuation of the forecourt shop should be determined by reference to the table set out in Appendix 4 to this Practice Note. It is intended to apply to the vast majority of forecourt shops, and as the basis of value is turnover, the scheme will be able to readily accommodate not only those sites where the custom is primarily motorist generated, but also the increasing number of sites trading as a destination shopping venue or convenience store.

In situations where the shop turnover generated is higher than expected from a site achieving a certain level of throughput, an adjustment has been incorporated into the valuation table shown in Appendix 4 to this Practice Note to reflect the fact that the shop turnover is abnormal for that fuel throughput level.

- 3.3.3 Monies received from National Lottery Sales and Paypoint/Payzone facilities should be valued separately, in accordance with percentages detailed within Appendix 4 to this Practice Note.

- 3.3.4 Kiosks used solely for receiving money for petrol sales will be reflected in the forecourt value.
- 3.3.5 The value of the following items will be reflected in the values applied to the forecourt and shop and will not be the subject of any addition:-
- (i) Toilets and related facilities.
 - (ii) Meter cupboard.
 - (iii) Normal parking, including customer spaces, sufficient for the purposes of the petrol forecourt and shop (but not car sales spaces) .

3.4 Rollover Car / Jet Washes

- 3.4.1 Like forecourt shops, the valuation is based on the level of turnover generated by the Rollover Car and Jet Washes and the practice adopted by the actual occupier should be taken as indicative of that which would be pursued by the hypothetical tenant, in seeking to maximise overall profitability from the site, taking due account of competition in the locality.
- 3.4.2 Determination of the hypothetical achievable rollover and car jet wash turnover levels should be based on actual turnovers achieved in the years leading up to 2007, with the most relevant being the 2007 turnover.
- 3.4.3 The valuation of Rollover Car Washes should be determined by reference to the table set out in Appendix 5 to this Practice Note. Where the turnover generated is from more than one rollover car wash, a 10% reduction should be applied to the car wash value.
- 3.4.4 The valuation of a Jet Wash/ Washes should be determined by applying 17.50% to the turnover generated by the Jet Wash / Washes. There should be no reduction for multiple Jet Washes.

3.5 Non-Forecourt Buildings (e.g.workshops, showrooms etc)

- 3.5.1 Non-forecourt buildings other than the shop, such as workshops and showrooms, are to be valued on the basis of local comparable evidence.

4 Total Value

- 4.1 The valuer should ensure the final total value of the Petrol Filling Station reflects the valuation of all the main elements as stated in 2.2 above.

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Appendix 1: Valuation Scale to be applied to Hypothetical Achievable Retail Throughput

Throughput - Price per £/000
Litres
Unleaded price per
litre

Total Adjusted Throughput in Million Litres	Unleaded Price Per litre																	
	88	89	90	91	92	93	94	95	96	97	98	99	100	101	102	103	104	105
Up to 1.25m	1.93	1.93	1.93	1.93	1.93	1.93	2.48	3.03	3.58	3.80	4.02	4.24	4.46	4.68	4.90	5.12	5.34	5.56
1.5	2.10	2.10	2.10	2.10	2.10	2.10	2.70	3.30	3.90	4.14	4.38	4.62	4.86	5.10	5.34	5.58	5.82	6.06
2	2.28	2.28	2.28	2.28	2.28	2.28	2.93	3.58	4.23	4.49	4.75	5.01	5.27	5.53	5.79	6.05	6.31	6.57
2.5	2.28	2.28	2.28	2.28	2.28	2.28	2.93	3.58	4.23	4.49	4.75	5.01	5.27	5.53	5.79	6.05	6.31	6.57
3	2.28	2.28	2.28	2.28	2.28	2.28	2.93	3.58	4.23	4.49	4.75	5.01	5.27	5.53	5.79	6.05	6.31	6.57
4	2.76	2.76	2.76	2.76	2.76	2.76	3.54	4.33	5.12	5.43	5.75	6.06	6.38	6.69	7.01	7.32	7.64	7.95
5	3.06	3.06	3.06	3.06	3.06	3.06	3.94	4.81	5.69	6.04	6.39	6.74	7.09	7.44	7.79	8.14	8.49	8.84
6	3.56	3.56	3.56	3.56	3.56	3.56	4.62	5.66	6.72	7.14	7.56	7.99	8.41	8.84	9.26	9.68	10.11	10.53
7	4.09	4.09	4.09	4.09	4.09	4.09	5.34	6.59	7.83	8.34	8.84	9.35	9.85	10.35	10.86	11.36	11.87	12.37
7.5	4.20	4.20	4.20	4.20	4.20	4.20	5.50	6.79	8.09	8.61	9.14	9.66	10.19	10.71	11.24	11.76	10.11	12.81
8	4.88	4.88	4.88	4.88	4.88	4.88	5.65	6.91	8.15	8.99	9.83	10.67	11.51	12.35	13.19	14.03	11.87	15.71
9	4.94	4.94	4.94	4.94	4.94	4.94	6.12	7.29	8.47	9.98	11.48	12.99	14.49	16.00	17.50	19.01	12.29	22.02

10	5.50	5.50	5.50	5.50	5.50	5.50	6.60	7.70	8.80	11.00	13.20	15.40	17.60	19.80	22.00	24.20	14.87	28.60
11	5.63	5.63	5.63	5.63	5.63	5.63	6.75	7.88	9.00	11.25	13.50	15.75	18.00	20.25	22.50	24.75	20.51	29.25
12	5.63	5.63	5.63	5.63	5.63	5.63	6.75	7.88	9.00	11.25	13.50	15.75	18.00	20.25	22.50	24.75	27.00	29.25
13	5.63	5.63	5.63	5.63	5.63	5.63	6.75	7.88	9.00	11.25	13.50	15.75	18.00	20.25	22.50	24.75	27.00	29.25
14	5.75	5.75	5.75	5.75	5.75	5.75	6.90	8.05	9.20	11.50	13.80	16.10	18.40	20.70	23.00	25.30	27.60	29.90
15	5.88	5.88	5.88	5.88	5.88	5.88	7.05	8.23	9.40	11.75	14.10	16.45	18.80	21.15	23.50	25.85	28.20	30.55
16	6.00	6.00	6.00	6.00	6.00	6.00	7.20	8.40	9.60	12.00	14.40	16.80	19.20	21.60	24.00	26.40	28.80	31.20
17	6.13	6.13	6.13	6.13	6.13	6.13	7.35	8.58	9.80	12.25	14.70	17.15	19.60	22.05	24.50	26.95	29.40	31.85
18	6.25	6.25	6.25	6.25	6.25	6.25	7.50	8.75	10.00	12.50	15.00	17.50	20.00	22.50	25.00	27.50	30.00	32.50
19	6.50	6.50	6.50	6.50	6.50	6.50	7.80	9.10	10.40	13.00	15.60	18.20	20.80	23.40	26.00	28.60	31.20	33.80
20 +	6.75	6.75	6.75	6.75	6.75	6.75	8.10	9.45	10.80	13.50	16.20	18.90	21.60	24.30	27.00	29.70	32.40	35.10

The scale varies according to both total adjusted hypothetical achievable throughput and unleaded price per litre.

The hypothetical achievable retail throughput should be valued in accordance with the above scale, which is shown for example purposes only, to two decimal places.

When Interpolating the above figures to determine the correct rate / thousand litres, the conversion to rent factor may require to be interpolated.

In determining the price implicit in the hypothetical achievable volume adopted regard should be had in the first instance to the 2007 UL price as supplied by Catalist.

Exceptionally where the reliability of the 2007 figure is doubted, 05, 06 and the first quarter 08 UL price figures (also supplied by Catalist), should be considered in relation to competition in the locality, to assist in determining whether the site is high or low priced and the quantum thereof.

Where no Catalist fuel price data is available for a particular site, the price adopted should be based upon comparison with sites in the locality, where price data is known, suitably adjusted as necessary.

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Appendix 2: Valuation of Petrol Volume generated from Bunkered Fuel Sales

The valuation scale to be applied to throughput is set out below: -

To determine the rate / 000 litres, the total adjusted throughput should be adopted.

Bunkered Fuel	
Total Adjusted Throughput in Million Litres	£ per 000 litres
Up to 1m	0.88
2	1.04
3	1.04
4	1.26
5	1.40
6	1.54
7	1.68
8	1.68
9	1.72
10	1.76
11	1.80
12	1.80
13	1.80
14	1.84
15	1.88
16	1.92
17	1.96
18	2.00
19	2.08
20 & above	2.16

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Appendix 3: Valuation of Petrol Volume generated from Low Margin Fuel Cards (LMFC) and Agency Sales

The valuation scale to be applied to throughput is set out below: -
To determine the rate / 000 litres, the total adjusted throughput should be adopted.

Fuel from Low Margin Fuel Cards and Agency Sales	
Total Adjusted Throughput in Million Litres	£ per 000 litres
Up to 1m	1.38
2	1.63
3	1.63
4	1.97
5	2.19
6	2.41
7	2.63
8	2.63
9	2.69
10	2.75
11	2.81
12	2.81
13	2.81
14	2.88
15	2.94
16	3.00
17	3.06
18	3.13
19	3.25
20 & above	3.38

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Appendix 4: Valuation of Shops at Petrol Filling Stations

Shop Turnover	1m litres	2m litres	3m litres	4m litres	5m litres and over
£10,000	£150	£155	£160	£180	£200
£25,000	£375	£388	£400	£450	£500
£50,000	£750	£775	£800	£900	£1,000
£75,000	£1,125	£1,163	£1,200	£1,350	£1,500
£100,000	£1,500	£1,550	£1,600	£1,800	£2,000
£150,000	£2,475	£2,558	£2,640	£2,970	£3,300
£200,000	£3,600	£3,720	£3,840	£4,320	£4,800
£250,000	£4,875	£5,038	£5,200	£5,850	£6,500
£300,000	£6,300	£6,510	£6,720	£7,560	£8,400
£350,000	£7,875	£8,138	£8,400	£9,450	£10,500
£400,000	£9,600	£9,920	£10,240	£11,520	£12,800
£450,000	£11,475	£11,858	£12,240	£13,770	£15,300
£500,000	£13,500	£13,950	£14,400	£16,200	£18,000
£550,000	£15,675	£16,198	£16,720	£18,810	£20,900
£600,000	£18,000	£18,600	£19,200	£21,600	£24,000
£1,000,000	£37,500	£38,750	£40,000	£45,000	£50,000
£1,250,000	£49,219	£50,859	£52,500	£59,063	£65,625
£1,625,000	£65,508	£67,691	£69,875	£78,609	£87,344
£2,000,000	£82,500	£85,250	£88,000	£99,000	£110,000

The Net Annual Value to be applied should be interpolated between the turnover thresholds and the throughput thresholds on a straight-line basis, and the total Net Annual Value of the shop should not exceed £110,000 RV.

Shop turnovers should not include monies received from National Lottery sales and Paypoint / Payzone facilities which are valued separately.

National Lottery Sales and Paypoint / Paypoint Turnovers

Due to the relatively low commission received, compared with the average level of gross profitability achieved on general forecourt shop sales, National Lottery Sales turnover should be valued at 1% to Net Annual Value.

Paypoint / Payzone turnover should be valued at 0.25% to Net Annual Value.

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Appendix 5: Valuation of Roll Over Car Wash Facilities at Petrol Filling Stations

Roll Over Car Wash		
Turnover £	%Age to NAV	RV £
£1,000	15.00%	£150
£2,500	15.00%	£375
£5,000	15.00%	£750
£7,500	15.00%	£1,125
£10,000	15.00%	£1,500
£15,000	15.00%	£2,250
£20,000	15.00%	£3,000
£25,000	15.00%	£3,750
£28,000	15.50%	£4,340
£31,000	16.00%	£4,960
£34,000	16.50%	£5,610
£37,000	17.00%	£6,290
£40,000	17.50%	£7,000
£50,000	17.50%	£8,750
£70,000	17.50%	£14,000
£80,000	17.50%	£16,000
£90,000	17.50%	£18,000
£100,000	17.50%	£20,000
£125,000	17.50%	£25,000
£150,000	17.50%	£30,000

Rateable Value should be interpolated between turnover thresholds.

NOTE: When the turnover is generated from more than one Rollover Carwash, a 10% reduction should be applied to the car wash value