

COMMERCIAL INVESTMENT OPPORTUNITY | CONFIDENTIAL

Gas Station & Real Estate Investment Opportunity

Hi Ho Gas & Grocery | Freehold Land & Building | Established 2014 | Didsbury, Alberta



\$2.0M–\$2.5M

ANNUAL REVENUE

\$292K–\$302K

GROSS MARGIN / YR

0.32 Acres

FREEHOLD LAND

2,732 sq ft

BUILDING AREA

LISTING PRICE

\$850,000

Plus closing inventory (~\$157,300 adjustable)

Estimated Total: ~\$1,007,300

MLS® Number: A2293628

WHY THIS DEAL STANDS OUT

Immediate Cash Flow: \$292K–\$302K gross margin/yr, 3 consecutive fiscal years — stable & proven

You Own the Land: Freehold 0.32 acres — build equity every year, not paying rent

No Fuel Contract: Negotiate your own supply terms and margins from day one

Priced to Sell: Clean-site value ~\$1,475,000; priced at \$850K to reflect disclosed environmental history

Owner-Operator Upside: \$175K wages is the #1 cost — replace with family labour to convert directly to income

Development Potential: Drive-through conversion and QSR lease opportunity as Didsbury grows

FINANCIAL HIGHLIGHTS — 3-YEAR COMPILED STATEMENTS (CSRS 4200)

	FY2023 (Jan 31/23)	FY2024 (Jan 31/24)	FY2025 (Jan 31/25)
Gross Revenue	\$2,520,664	\$2,140,758	\$2,000,731
Cost of Goods	\$2,228,709	\$1,838,798	\$1,708,460
Gross Margin	\$291,955	\$301,960	\$292,271
Gross Margin %	11.6%	14.1%	14.6%
Operating Expenses	\$290,352	\$292,506	\$299,201
Net Income / (Loss)	\$1,559	\$32,040	(\$2,640)
Retained Earnings	\$179,550	\$211,590	\$208,950

FY2025 Net Loss Context: Entirely explained by two one-time items — a non-recurring rental of \$15,274 and above-normal utilities of \$26,925. Gross margin held steady at \$292,271, unchanged from prior years. The core business is sound.

KEY OPERATING EXPENSES

Expense	FY2023	FY2024	FY2025	Buyer Insight
Salaries & Wages	\$175,735	\$174,400	\$175,842	Largest cost — owner/family staffing converts this to income
Interest & Bank	\$34,626	\$31,195	\$29,992	Declining — LT debt down to \$20K by Jan 2025
Utilities	\$20,616	\$32,225	\$26,925	FY2023 is the normalized target baseline
Repairs & Maint.	\$11,576	\$13,172	\$11,848	New furnace & A/C (2025) reduces near-term risk
Rental	\$2,898	—	\$15,274	FY2025 amount is one-time, non-recurring

ASSET SNAPSHOT — JAN 31, 2025

Asset	Net Book Value	Note
Land (0.32 acres)	\$108,400	Not depreciated — pure equity
Building (net)	\$153,717	
Equipment, Fixtures & Leasehold	\$28,507	New furnace & A/C installed 2025
Goodwill / Intangibles	\$50,000	Established customer base
TOTAL NET ASSETS (excl. inventory)	\$340,624	\$850K listing = \$509K above book; reflects earnings & goodwill

PROPERTY HIGHLIGHTS



PROPERTY DETAILS

Detail	Description
Location	Didsbury, Alberta — residential area with highway visibility and loyal customer base
Land	0.32 acres (13,940 sq ft) — Freehold ownership included in the sale
Building	2,732 sq ft fully operational convenience store
Since	Continuously operated under current ownership from 2014 to present
Op. Permit	Annual Operating Permit current; renewed each year without regulatory issue
Improvements	New furnace (2025), new A/C unit (2025), exterior paint (2025)
Fuel Contract	None — buyer negotiates own preferred supply terms from day one
Development	Space available for drive-through conversion or owner's suite/office addition
QSR Potential	Existing drive-through fast-food lease opportunity associated with property

OWNER-OPERATOR VALUE CREATION — THREE IMMEDIATE LEVERS

1. Labour Savings

\$40,000–\$80,000+/yr potential

Replace hired wages with owner/family staffing
Salaries of ~\$175K/yr are the #1 cost. Even partial owner staffing meaningfully improves net returns without touching gross margin.

2. Fuel Margin Uplift

\$10,000–\$30,000+/yr potential

Negotiate a new supply contract — no existing agreement in place
Even a fraction of a cent improvement per litre on \$2M+ in annual fuel volume compounds significantly.

3. Utility Reduction

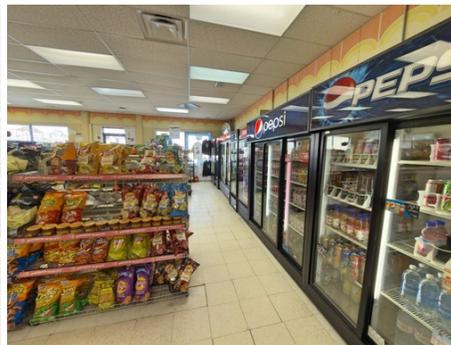
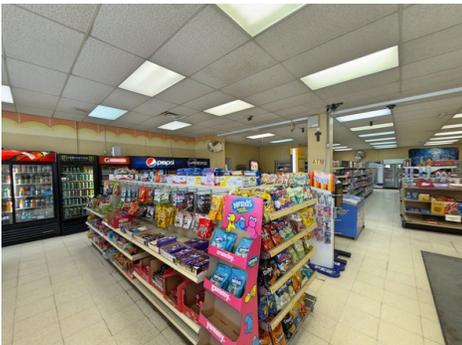
Up to \$11,000/yr savings potential

Active management of energy consumption and vendor costs
Utilities ranged \$20,616 (FY2023) to \$32,225 (FY2024). Returning to FY2023 baseline is a realistic near-term target.

IDEAL BUYER

An owner-operator or family-run business seeking proven cash flow, real estate ownership, and hands-on upside. Prior fuel/convenience experience is helpful but not required. Buyer should be comfortable with the disclosed environmental history (see Environmental Disclosure) and have access to appropriate financing — specialized environmental lenders are available. Cash buyers or strong equity positions will find this a fast, clean transaction. **The seller is motivated and flexible on timing.**

PROPERTY PHOTOS



ENVIRONMENTAL DISCLOSURE — READ BEFORE SUBMITTING AN OFFER

The \$850,000 listing price fully reflects the environmental history of this property. This disclosure provides complete transparency. There are no hidden issues beyond what is stated below.

Timeline	Event
Prior Use	Property operated as an auto body shop before conversion to current gas station use.
2005	Contamination event identified on property during prior owner's period of operation.
December 2006	Phase II ESA completed during foreclosure proceedings following prior owner's bankruptcy. Report confirmed contamination associated with the 2005 event. Report available in supplements.
2014	Current owner acquired property through foreclosure sale at a price reflecting the known environmental conditions.
2014–Present	Annual Operating Permit renewed each year without regulatory concern. No new contamination events under current ownership.
Recent Water Tests	Results consistent with 2006 Phase II ESA findings. No migration or worsening detected. Water test results available in supplements.
No Updated Phase II	No updated ESA since 2006. New assessment estimated at \$15,000–\$30,000 — may be required by lender.

WHAT THIS MEANS FOR THE BUYER

Financing: Traditional lenders may require an updated Phase II ESA. Specialized environmental lenders regularly finance properties with disclosed, stable contamination.

Pricing Reflects Risk: The \$850,000 price already incorporates a deep discount from clean-site value (~\$1,475,000). You are compensated for taking on a known, documented, and operationally stable condition.

Business Unaffected: The Annual Operating Permit is current. The business has operated normally for 11+ years with no contamination-related operational disruption.

Due Diligence: Retain independent legal counsel and an environmental consultant before submitting an offer. All documents — Phase II ESA, water tests, financial statements — are available in supplements.

PROPERTY PHOTOS



TRANSACTION TERMS AT A GLANCE

Term	Value / Status	Notes
Listing Price	\$850,000	Land, building, all equipment, fixtures & goodwill
Closing Inventory	~\$157,300 (price +)	Physical count at possession date — paid separately
Estimated Total	~\$1,007,300	Plus closing costs and working capital
Fuel Supply Contract	None	Full freedom — buyer negotiates own supplier terms
Operating Permit	Current & Active	Renewed annually; transfer subject to regulatory process
Phase II ESA	2006 (on file)	Updated ESA est. \$15K–\$30K — buyer's responsibility
Water Test Results	In Supplements	Available on execution of confidentiality agreement
Financial Statements	In Supplements	3 years compiled: FY2023, FY2024, FY2025
Possession	Negotiable	Seller motivated — flexible on timeline

WHY \$850,000 IS A COMPELLING PRICE

Component	Amount	Context
Clean-site comparable value	~\$1,475,000	Income & asset approach, no environmental issues
Environmental discount applied	(\$625,000)	~42% reduction — reflects ESA history & financing constraints
LISTING PRICE	\$850,000	Fully transparent; aggressively priced for fast close
Plus closing inventory	~\$157,300	Physical count at possession
Estimated total buyer investment	~\$1,007,300	Plus closing costs

CONTACT THE LISTING AGENT

JASON CHOI | REALTOR® | First Place Realty (AB)

Real Estate Associate since 2007 | Alberta & British Columbia
Commercial / Residential / Leasing / Investment

Cell: (403) 399-8124 **Email:** CalgaryJason@gmail.com

Web: jasonchoirealestate.com

#305, 1822 10th Avenue SW, Calgary, AB T3C 0J8



To receive the complete supplements package — Phase II ESA (2006), water test results, 3 years of compiled financial statements, and full property disclosure — contact the listing agent. A confidentiality agreement is required. **The seller is motivated. Qualified buyers receive a prompt response.**

This brochure is for informational purposes only and does not constitute an offer to sell. Financial information is from compilation engagement reports prepared without audit or review (CSRS 4200). Environmental information is based on vendor disclosure and available documentation. All prospective purchasers should conduct independent due diligence and retain qualified legal, financial, and environmental counsel prior to submitting an offer. All figures are approximate. REALTOR® is a registered trademark of the Canadian Real Estate Association. E.&O.E.

CONFIDENTIALITY AGREEMENT

RE: BUSINESS / PROPERTIES: Didsbury Hi Ho Gas Station Business with Property (MLS #A22893628)
ADDRESS: 2001 15 Avenue, Didsbury AB T0M 0A2

In consideration of the Seller(s)/Seller's Brokerage providing me with information on a business and/or properties as captioned above (herein called the "Entities"), I understand, agree, and warranty as follows:

- (1) That the information provided on the Entities is sensitive and confidential, and that their disclosure to others would be damaging to the described Entities and to the Brokerage's fiduciary relationship with the owners.
- (2) Not to disclose any such information regarding these Entities to any other person who has not also signed a separate confidentiality agreement. Information shall include all data and materials related to the Entities, and also the fact that they are for sale.
- (3) Not to contact directly or indirectly the owners, their employees, the landlord, franchiser, suppliers, customers, business associates, and competitors.
- (4) Not to divulge to other Associates or Brokers this confidential information without obtaining permission by written consent from the Seller(s).
- (5) That all information is provided by the Seller(s) and is not verified in any way by the Brokerage. The Brokerage is relying on the Seller(s) for the accuracy and completeness of the said information, and no warranties are made either expressed or implied.
- (6) That the Brokerage is an Agent for the Seller(s).
- (7) No copies of any of the Seller(s) documentation, plans, drawings, maps, appraisals, financial statements, equipment lists, inventory lists, or other material shall be made without permission of the Brokerage. All documentation noted above shall be returned at the request of the Brokerage, and not retained in any manner.

This Agreement shall be binding upon the undersigned, its affiliates and employees, and assumes full responsibility and liability for the actions of these parties to whom disclosure of the confidential information is made. **This Agreement shall be governed by the laws of the Province of Alberta.**

I acknowledge having read this Agreement and received a copy.

Signed at _____, Alberta, this _____ day of _____, 20 _____

SIGNATURE

PRINT NAME

WITNESS

SIGNATURE

PRINT NAME

WITNESS



JASON CHOI 최재봉

**Realtor since 2007 in AB & BC
Commercial/Residential/Leasing/Investment
First Place Realty(AB) & Maple Supreme Realty(BC)**

☎ 403.399.8124



✉ CalgaryJason@gmail.com

🌐 www.JasonChoiRealEstate.com