



# Automotive & Roadside

Our Network and Experience





# Introduction

---

Knight Frank's Automotive & Roadside team is the leading advisor in a highly specialised property sector. We operate across the UK and overseas, advising occupiers, developers, landlords and lenders on strategic roadside assets. These include car dealerships, motorway and trunk road service areas, fuel stations, EV charging hubs, roadside retail, car servicing sites, car parks and vehicle import/export facilities.

We provide unparalleled advice and support to our clients through our extensive knowledge and experience, and utilise industry leading technology and market research.

We are supported by a network of over 700 Knight Frank offices across the globe, offering local knowledge that sets

us apart from other real estate practices. Combine this with our personal, impartial and tailored advice and our service is truly unrivalled.

We ensure that value from automotive property assets is maximised at all levels. Our clients' trust is our primary goal, which is achieved through providing clear and honest advice, adopting a pro-active approach, and by continually striving to exceed expectations.



**TOM POYNTON**  
National Head of Automotive



# Our specialist property

## CAR DEALERSHIPS

Franchised car dealership property in the UK has a total asset value of c.£11bn. Knight Frank Automotive has excellent relationships with leading manufacturers and provides advice to most of the leading dealer groups. Being purpose built for their use, an in-depth understanding of the value drivers, key market players, new entrants, trading territories and specific property requirements is imperative. Market leading advice requires genuine expert knowledge.

## ROADSIDE FACILITIES

Knight Frank deals with a wide range of roadside retail assets, including vehicle storage sites, tyre and exhaust centres, drive-thru coffee units and fast food outlets. Our strong relationships and experience have developed from dealing with the major operators across the industry.

We are highly skilled in identifying, appraising and acquiring new development opportunities whether on brownfield land or through conversion of existing property.

## OPERATIONAL PROPERTY

Motorway service areas, fuel filling stations, EV charging hubs, car parks and truck parks all form part of the rapidly-evolving roadside operational market; these assets demand a nimble approach to emerging trends and new technologies, along with a detailed understanding of the incumbent business and the regulatory framework they operate in. Such 'mission critical' assets derive revenue directly from the on-site infrastructure developed in tandem with these specially constructed properties.

Our market leading advice includes:



CAR  
SHOWROOM



FUEL FILLING  
STATIONS



EV CHARGING  
STATIONS AND  
ALTERNATIVE FUELS



MOTORWAY  
SERVICE AREAS



CAR  
PARKS



TRUCK  
PARKS



DRIVE  
THRU



CAR AUCTION  
AND IMPORT/  
EXPORT





# Our services

Unlike traditional real estate advisory teams that focus on a single discipline, Knight Frank Automotive & Roadside offers the full spectrum of agency and consultancy services, including:



Investment Transactions



Occupational Agency



Portfolio Reviews & Valuations



Fund/Regulated Purpose Valuations



Loan Security Valuations



Due Diligence for Business Acquisitions



Site Finding



Development Consultancy



Lease Advisory



Specialist Expert Witness and Valuations





# Recent Track Record - Investment

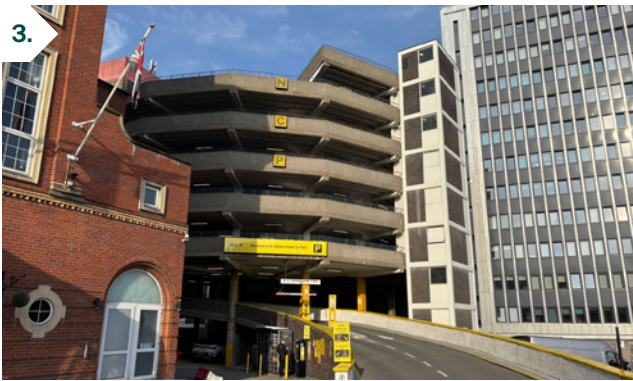
1.



2.



3.



4.



5.



6.



## 1. Ashford International Truckstop

**Client:** GSE Truckstop Developments Limited  
**Role:** Disposal  
**Value:** Confidential

## 2. Norwich and Cardiff Used Car Centres

**Client:** Private Investor  
**Role:** Acquisition  
**Value:** c. £12m

## 3. Cardiff and Nottingham Car Parks

**Client:** Blackrock  
**Role:** Disposal  
**Value:** c. £12m

## 4. York Multi-Franchised Dealership

**Client:** Private Investor  
**Role:** Acquisition  
**Value:** £10.5m

## 5. Laceby Lodge Services

**Client:** Private Individual  
**Role:** Acquisition  
**Value:** £3m

## 6. Woolley Edge Services

**Client:** Orchard Street Investment Management  
**Role:** Disposal  
**Value:** Confidential



# Recent Track Record - Valuation

1.



2.



3.



4.



5.



6.



## 1. National Car Showrooms

**Client:** UK Institutional Funds

**Role:** Regulated Purpose Valuations

## 2. Hatfield Premium Brand Car Showrooms

**Client:** HR Owen

**Role:** Internal Accounting Purposes

## 3. Cambridge Services

**Client:** Extra MSA Group

**Role:** Expert CPO Valuation Advice

## 4. Westmorland Portfolio

**Client:** Westmorland Limited

**Role:** Loan Security Valuation

## 5. Scarles Yard Car Park

**Client:** Lender

**Role:** Loan Security Valuation

## 6. Chippenham Pit Stop

**Client:** Lender

**Role:** Loan Security Valuation



# Recent Track Record - Occupational Agency



## 1. Car Supermarket

**Client:** Leading Car Dealer Group  
**Role:** Freehold Disposal  
**Location:** Doncaster

## 2. Prime Car Showroom

**Client:** Private Investor  
**Role:** Letting  
**Location:** A4 Chiswick, London

## 3. Vehicle Preparation Centre

**Client:** Leading Car Dealer Group  
**Role:** Leasehold Acquisition  
**Location:** Stockton on Tees

## 4. Prime MSA Filling Station

**Client:** Extra MSA Group  
**Role:** Letting  
**Location:** Warrington

## 5. Major Acquisition Requirement

**Client:** Tesla  
**Role:** Strategic Lease Acquisitions  
**Location:** Nationwide

## 6. Truckstop

**Client:** Private owner  
**Role:** Freehold Disposal  
**Location:** Scotland



# Recent Track Record - Lease Advisory



## 1. Honda Dealership

**Client:** Listers Group Limited

**Role:** Assignment and Lease Renewal

**Location:** Solihull

## 2. Renault, Dacia & Hyundai Dealership

**Client:** Sabre Group Limited

**Role:** Rent Review

**Location:** Poole

## 3. Vehicle Remarketing Centre

**Client:** BCA

**Role:** Rent Review / Third Party Appeal

**Location:** Corby

## 4. Motorway Service Area

**Client:** Institutional Fund

**Role:** Lease Regear

**Location:** Woolley Edge Services

## 5. VW Dealership

**Client:** Institutional Fund

**Role:** Rent Review

**Location:** Knaresborough

## 6. Car Auction Site

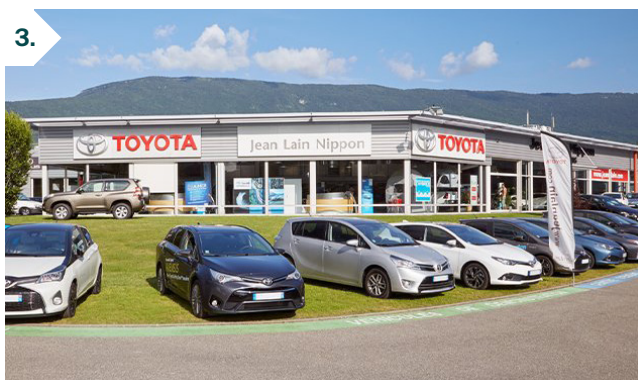
**Client:** St Modwen

**Role:** Rent Review

**Location:** Thurleigh



# Recent Track Record - Overseas



## 1. Alternative Fuels Advisory

**Client:** Leading Global Oil Company  
**Role:** Strategic advice to convert a fuel station to EV charging facility  
**Location:** Singapore

## 2. Strategic Road Transport Acquisition

**Client:** Greykite  
**Role:** Acquisition consultancy  
**Location:** Europe-wide

## 3. Multi Franchise Car Dealership

**Client:** Société Générale  
**Role:** Valuation  
**Location:** Chambéry, France

## 4. Car Dealership Acquisition

**Client:** Tesla  
**Role:** Acquisition of a 5,000 sq m commercial unit  
**Location:** Drogenbos, Brussels

## 5. Ferrari & Lamborghini Hamburg

**Client:** Penske Sportwagen Hamburg GmbH  
**Role:** Valuation  
**Location:** Hamburg, Germany

## 6. Vehicle Delivery and Preparation Facility

**Client:** Tesla  
**Role:** Acquisition of WDP site on key Brussels-Antwerp axis  
**Location:** Londerzeel, Belgium



# Our global network



**740+ OFFICES**

**OVER 50 TERRITORIES**

**27,000+ PEOPLE**

**1 GLOBAL NETWORK**

To work responsibly, in partnership, to enhance people's lives and environments



# Key Contacts



**TOM POYNTON**

Head of Automotive  
+44 121 233 6428  
tom.poynton@knightfrank.com



**ADAM CHAPMAN**

Head of Office  
+44 121 233 6426  
adam.chapman@knightfrank.com



**TOM RIGG**

Partner  
+44 121 234 0348  
tom.rigg@knightfrank.com



**ED PRICE**

Partner  
+44 121 233 6417  
ed.price@knightfrank.com



**PAV PANESAR**

Associate  
+44 121 233 6452  
pav.panesar@knightfrank.com



**CONNOR SHAW**

Senior Surveyor  
+44 121 234 0301  
connor.shaw@knightfrank.com



**WILL HERRMANN**

Surveyor  
+44 121 234 0347  
will.herrmann@knightfrank.com



**BOBBI SANDHU**

Surveyor  
+44 208 176 9742  
bobbi.sandhu@knightfrank.com



**JEEVAN JOHAL**

Trainee Surveyor  
+44 121 234 0328  
jeevan.johal@knightfrank.com



**GRACE KING**

Business Support Coordinator  
+44 121 234 0333  
grace.king@knightfrank.com



**FLORA CHAN**

Business Support Coordinator  
+44 121 234 0324  
flora.chan@knightfrank.com





© Knight Frank LLP 2025. This document has been provided for general information only and must not be relied upon in any way. Although high standards have been used in the preparation of the information, analysis, views and projections presented in this document, Knight Frank LLP does not owe a duty of care to any person in respect of the contents of this document, and does not accept any responsibility or liability whatsoever for any loss or damage resultant from any use of, reliance on or reference to the contents of this document. The content of this document does not necessarily represent the views of Knight Frank LLP in relation to any particular properties or projects. This document must not be amended in any way, whether to change its content, to remove this notice or any Knight Frank LLP insignia, or otherwise. Reproduction of this document in whole or in part is not permitted without the prior written approval of Knight Frank LLP to the form and content within which it appears.