

1090-1124 Iberville Boulevard
Repentigny, Québec

Marché Repentigny



The Offer

Overview

JLL has been retained on an exclusive basis to arrange the sale of Marché Repentigny, a strip mall located at 1090-1124 Iberville Boulevard (“the Property”, or “the Asset” or “1090-1124 Iberville Boulevard”) in the Montréal suburb of Repentigny.

This services-oriented centre features a 49,121-square-foot strip mall and a 2,335-square-foot gas station on a land lease. It is anchored by CISSS Lanaudière (CLSC government healthcare services) and boasts a phenomenal defensive tenant profile that includes National Bank, Dollarama, Familiprix and Eggsquis. This internet-resistant tenancy profile has proven resilient in the face of current retail trends. Most leases are net, and tenants have been in occupancy for a weighted average of 12.1 years. The majority of revenues are generated by established national and provincial tenants and the overall weighted average lease term is 7.8 years, which offers a secure and long-term revenue through the established tenancy. The Property has been well maintained by the previous and current owners. Additionally, the Asset offers investors a significant value-add opportunity as there is currently an existing vacancy of 7 percent, thus affording investors a great opportunity to extract value through lease-up and active management.

The Property is ideally located on one of the main arteries of the area, in the heart of an affluent residential neighborhood with an average household income of \$92,017. It sits on a busy thoroughfare and therefore benefits from high visibility, constant traffic and a captive consumer pool of 11,000 consumers within a one-kilometer radius. The property boasts great frontage, an ample parking lot and multiple access and egress points.

The Asset represents a unique opportunity to acquire an excellent services-oriented centre benefiting from a great location in a growing market and features a number of strong covenants, assuring future investors secure, long-term cash flows.



Investment Highlights



TENANTS

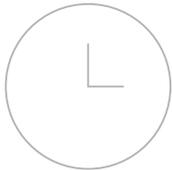
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High-Quality Retail Property

The Asset features 51,456 square feet of retail and office space located on a 155,922 square-foot corner site at the intersection of Iberville and Laurentien Boulevards in a residential node of Repentigny. The Property is a high-quality services-oriented centre, featuring great frontage of up to 600 feet along Iberville Boulevard, ample parking, multiple and seamless access and egress points, and high-quality construction. The Asset is in good physical condition and offers investors low exposure to future capital expenditures.

Defensive Asset

The Property represents a highly defensive asset due to its internet-resistant tenancy profile and its stable cash flow. Indeed, the Asset is predominantly occupied by food and services tenants, such as CISSS Lanaudière (CLSC), a government healthcare agency, as well as National Bank, Dollarama, and Familiprix. Furthermore, with a majority of revenues generated by national and provincial tenants, investors are assured secure returns.



WALT

7.8

Established Covenants

The Property features a number of strong covenants, assuring future investors secure, long-term cash flows. Indeed, government healthcare services occupy over 17,000 square feet and still have 10 years left on their term. Dollarama (TSX: DOL) is Canada's largest retailer of dollar-items and one of its most established brands. Familiprix is a Canadian group of independent pharmacists that totals 400 pharmacies and boasts \$1 billion in retail sales, while National Bank (TSX: NA) is Canada's 6th largest commercial bank. Finally, the site is also home to Ultramar, a subsidiary of Parkland Fuel (TSX: PKI), which enjoys a market cap of \$3.9 billion.



LEASE TYPE

NET

Investment Highlights

Excellent Location with a Captive Consumer Pool

The Property is ideally located on Iberville Boulevard in the heart of Repentigny, a suburb of Montréal with strong demographic growth. Iberville Boulevard is one of the main thoroughfares of the area, running east-west across the city and servicing an affluent residential sector. Within a one-kilometer radius, the Asset services a population of 11,000 inhabitants, thus assuring the Property a captive consumer pool. The Asset is well-served by public transit with buses 5, 8, 300, and 400 running frequently.

Value-Add Opportunity

Marché Repentigny is currently 7 percent vacant, thus affording investors a great opportunity to extract value through lease-up and active management. Notwithstanding, the Property features a weighted average lease term of 7.8 years and offers secure, long-term revenues through the established tenancy.

Bid Deadline: October 3, 2019 at 3:00 PM



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Confidentiality Agreement

1090-1124 Iberville Boulevard, Repentigny, Québec

In connection with our interest in purchasing 1090-1124 Iberville Boulevard, Repentigny, Québec (the «Property»), you, your affiliates, lawyers, agents, advisors, employees and representatives will be furnishing to us or our agents, advisors, representatives and employees or to our affiliated companies, partnerships or other entities or their agents, advisors, representatives or employees (collectively our “Representatives”) certain information (including opinions, surveys, reports, rent rolls, leases and tenant information) which are non-public or confidential in nature. Said information and other information furnished to us or our Representatives, together with analyses, compilations, forecasts, studies or other documents prepared by us or our Representatives which contain or otherwise reflect such information, our review of or interest in the Portfolio, is hereinafter collectively referred to as the «Information».

In consideration of your furnishing the Information to us, we agree that:

1. We agree to reveal the Information only to our Representatives who need to know the Information for the purposes of evaluating the aforesaid transaction, who are informed by us of the confidential nature of the Information and who shall agree in writing in your favour to act in accordance with the terms and conditions of this Agreement. Notwithstanding such agreement, we shall continue to be responsible for any breach of this Agreement by us or by our Representatives.
2. Except and only to the extent required by law, we and our Representatives will not disclose to any person the fact that the Information has been made available, that discussions or negotiations are taking place or have taken place concerning a possible transaction involving us or the Portfolio or any of the terms, conditions or other facts with respect to any such possible transaction, including the status thereof .
3. All copies of the Information (including any computer files containing such information), except for that portion of the Information which consists of analyses, compilations, forecasts, studies or other documents prepared by us or by our Representatives, will be returned to you immediately upon your request. That portion of the Information which consists of analyses, compilations, forecasts, studies or other documents prepared by us or by our Representatives (including any computer files containing such information), will be destroyed upon your request and any Information will continue to be subject to the terms of this Agreement.
4. The aforesaid obligations do not apply to information.
 - i. that was in the undersigned or the undersigned Representatives’ possession before the date that we received such Information from you or your representatives;
 - ii. that is or becomes public other than as a result of our fault or the fault of our Representatives,
 - iii. that is disclosed to us or our Representatives from a third party who has the right to use or disclose the Information, or
 - iv. that shall be disclosed as part of the due diligence in connection with a financing insofar as the persons to whom the Information is disclosed, accept in a written document, in your favour, to act in accordance with the terms and conditions of this Agreement
5. We acknowledge that none of you, your lawyers, agents, advisors, employees or representatives or any of your or their respective affiliates makes any express or implied representation or warranty as to the accuracy or completeness of the Information, and each of you, your lawyers, agents and advisors and your and their respective affiliates expressly disclaims any and all liability that may be based on the Information, errors therein or omissions therefrom. We agree that we are not entitled to rely on the accuracy or completeness of the Information and that we shall be entitled to rely solely on the representations and warranties (if any) made to us in any final and binding purchase agreement regarding an acquisition of the Portfolio.

Confidentiality Agreement

1090-1124 Iberville Boulevard, Repentigny, Québec

6. In the event that we or anyone to whom we transmit the Information becomes legally compelled to disclose all or part of any of the Information, we will provide you with prompt notice so that you may seek a protective order or other appropriate remedy and/or waive compliance with the provisions of this Agreement, in your sole discretion. In the event that such protective order or other remedy is not obtained, or you waive compliance with the provisions of this Agreement in writing, we will furnish only that portion of the Information which we are advised is legally required and will exercise our best efforts to obtain reliable assurances that the Information will receive confidential treatment.
7. We confirm that the Information is and shall remain your Portfolio.
8. We acknowledge that disclosure of any aspect of the Information may cause significant damage and harm to you and your affiliates and subsidiaries and that remedies at law may be inadequate to protect you against breach of this Agreement.
9. It is acknowledged and agreed that we are requesting access to the Information solely for the purpose of evaluating a possible purchase of your interest in the Portfolio and for no other purpose.
10. References in this Agreement to «we», «our», «us» and the like shall be deemed to be references to the undersigned and/or such affiliated companies, partnerships or other entities as may eventually be given access to the Information.
11. Any provision in this Agreement which is prohibited or unenforceable in any jurisdiction shall, as to such jurisdiction, be ineffective to the extent of such prohibition or unenforceability without invalidating the remaining provisions hereof or affecting the validity or enforceability of such provisions in any other jurisdiction.
12. Any waiver in the strict observance, performance or compliance with any term, covenant, condition or agreement herein contained shall not be deemed to be a waiver of that or any subsequent default by you.
13. This Agreement shall be governed and construed in accordance with the laws of the Province of Quebec.
14. The term of this Agreement shall be for one (1) year from the date of this Agreement.
15. Cette entente de confidentialité a été rédigée en langue anglaise à la demande des parties. This confidentiality agreement has been drawn in the English language at the request of the parties.

Confidentiality Agreement

1090-1124 Iberville Boulevard, Repentigny, Québec

**CLICK HERE TO
ACCEPT THE
TERMS AND
CONDITIONS**

Or return to the attention of MARK SINNETT or YANN CHARLES c/o JLL Inc.:
Email: mark.sinnett@am.jll.com | yann.charles@am.jll.com
Fax: 514.849.6919

Date

First Name

Last Name

Company

Complete Address

Title and Position

Telephone Number

Fax Number

Email Address

Signature

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