

4390 and 4396-4494 de la Concorde Blvd. E.
Laval, Québec

Centre de la Concorde



The Offer

Overview

JLL has been retained on an exclusive basis to arrange the sale of a commercial strip mall and a retail pad located at 4390 and 4396-4494 de la Concorde Boulevard East (“the Property”, “Centre de la Concorde” or “4390 and 4396-4494 de la Concorde Boulevard East”) in the Montréal suburb of Laval.

This retail investment opportunity features a 104,877-square-foot retail strip and a 3,944-square-foot pad, which are anchored by Super C, and boasts a phenomenal defensive tenant profile that includes National Bank, Dollarama, Subway, and Rossy. Over 69 percent of revenues are generated by national covenants and the overall weighted average lease term is 3.83 years. Most leases are NNN and tenants have been in occupation for a weighted average of 23.7 years. The Property has been well kept by the current owners.

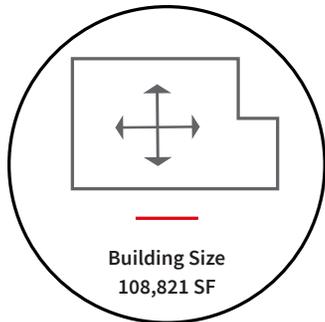
Centre de la Concorde also offers investors a significant value-add opportunity: There is existing vacancy to be leased up as well as as 55,000 square feet of residual land, that represents great development potential.

The Property is ideally located on one of Laval’s major thoroughfares, in the heart of a densely populated borough and within an established retail node. It therefore benefits from high visibility, constant traffic and a captive consumer pool. This dense retail node includes Caisse Populaire Desjardins, Pharmacie Jean Coutu, IGA, Tim Hortons, and Petro-Canada, which all service a population of 29,621 inhabitants within a 1.5-kilometre radius.

4390 and 4396-4494 de la Concorde Boulevard East represents a unique opportunity to acquire a great retail site benefiting from an unparalleled location in a booming market and that features resilient and stable cash flows as well as development and value-add potential.



Investment Highlights



High-Quality Retail Property

Centre de la Concorde is a very high-quality retail asset, featuring a great corner location, ample parking, multiple and seamless access and egress points and an excellent construction. Owned by Immostar, it has been well-maintained and offers investors low exposure to future capital expenditures.

Defensive Asset

The Property represents a highly defensive asset, both with regards to its tenancy profile and its stable cash flow. Indeed, the Asset is predominantly occupied by daily-needs retailers, such as Super C, National Bank, Dollarama, Subway, and Rossy, which have proven resilient to the disruptions in the retail sector. Furthermore, with a majority of revenues generated by national tenants, investors are assured of secure returns.

Phenomenal Location with a Captive Consumer Pool

The Property is ideally located on de la Concorde Boulevard East in the heart of one of Laval's oldest neighbourhoods, Saint-Vincent-de-Paul. De la Concorde Boulevard East is one of the major thoroughfares in Laval, running east-west across the island and servicing a significant residential sector. It is also adjacent Route 125, which offers the Property incomparable visibility. Saint-Vincent-de-Paul features a population of 9,390 inhabitants, with a positive demographic profile, assuring the Property of a captive consumer pool.

Strong Co-Tenancy

The Asset benefits from its location within a strong retail node that generates great visibility. Indeed, beyond the Property's own advantageous tenant offering, the area is home to several daily-needs retailers, including Caisse Populaire Desjardins, IGA, Pharmacie Jean Coutu and Tim Hortons.

Investment Highlights

Resilient Cash Flow and Strong Financial Metrics

With a weighted average lease term of 3.23 years, an occupancy rate of 94 percent and a majority of revenues generated by national tenants, investors can be assured of a resilient cash flow and stable returns for years to come. Furthermore, most tenants have been in occupancy for a weighted average 23.7 years, thereby minimizing the risk of unforeseen vacancy in the medium to long term.

Value-Add Opportunity

Centre de la Concorde also offers investors a great value-add opportunity. The property features 5,890 square feet of vacant space, which could be leased up to market rents and thus improve the property's revenue profile. Furthermore, with 55,000 square feet of excess land, there is a longer-term opportunity to develop and densify the site.

Bid Deadline: June 5, 2019 at 3:00 PM



Contact Us

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Confidentiality Agreement

4390 and 4396-4494 de la Concorde Boulevard East, Laval, Québec

In connection with our interest in purchasing 4390 and 4396-4494 de la Concorde Boulevard East, Laval, Québec (the «Portfolio»), 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

4390 and 4396-4494 de la Concorde Boulevard East, Laval, 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

4390 and 4396-4494 de la Concorde Boulevard East, Laval, 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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