We Know

Retail

JLL | National Retail Investment Group

More **Experience** • More **Focus** • More **Expertise** • More **Buyers**

JLL's National Retail Investment Group consists of a dedicated team of experienced capital markets professionals who specialize in the sale and disposition of retail assets across Canada.

Our team approach across a national platform is unique. We offer unrivaled retail expertise, real-time market knowledge and in-depth relationships with retail real estate investors across Canada.

Message from Matt

EXECUTIVE VICE PRESIDENT & NATIONAL PRACTICE LEAD

I am so proud of the team we have been able to assemble across Canada. This driven, smart, forward-thinking group of retail experts take a client-centric approach, built on strong principles of honesty, integrity and focus.

Our Brokers, analysts, marketing and administrative staff are aligned to provide our clients with a professional, seamless, retail-focused approach from coast to coast.

We look forward to helping you achieve your retail investment ambitions.

Matthew T. Smith
Executive Vice President &
National Practice Lead

Walmart Anchored Portfolio, ON & QC
Sold for $107,600,000

Bramrose Square, Brampton, ON
Sold for $45,800,000

Gaetz Plaza, Red Deer, AB
Sold for $26,500,000

University & Ambassador Plaza, Windsor, ON | Sold for $41,250,000

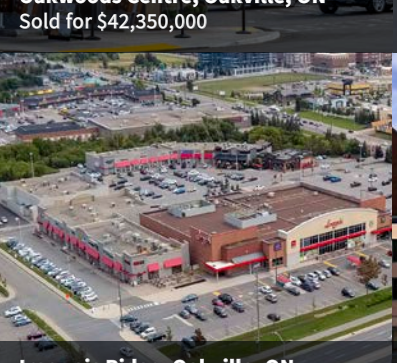
Shops at Wilson Station, Toronto, ON
Sold for $36,000,000

Giant Tiger Portfolio
Sold for $80,340,000

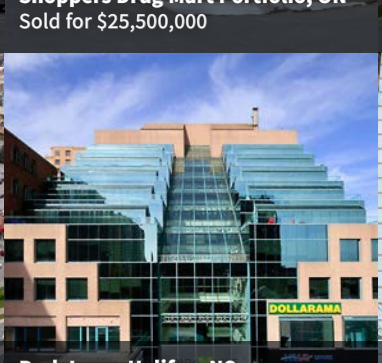
Oakwoods Centre, Oakville, ON
Sold for $42,350,000

Shoppers Drug Mart Portfolio, ON
Sold for $25,500,000

Hylands Centre, London, ON
Sold for $48,000,000



Iroquois Ridge, Oakville, ON
Sold for $34,250,000



Park Lane, Halifax, NS
Sold for $51,250,000

Apple Store, Montréal, QC
Sold for $25,000,000

Cominar Portfolios, QC
Sold for $59,700,000

Trenant Park Square, Delta, BC
Sold for $64,500,000

MEC Portfolio, ON, MB, AB & BC
Sold for $100,000,000

Staples Portfolio, ON, AB & PEI
Sold for $80,600,000

Why we are
THE TOP RETAIL TEAM IN CANADA

More **Experience**

Our team has transacted over 750 retail assets. Our understanding of your market and your asset is based on years of transaction experience in Canada's retail real estate marketplace.

More **Focus**

We offer Canada's only national team focused solely on retail investment real estate. We believe that focusing on one asset class gives us a clear advantage over the competition. By understanding the subtleties and constant changes occurring in the retail market, we are able to add value for our clients every day.

More **Expertise**

Our team consists of not only investment Brokers, but also financial analysts, marketing specialists, retail leasing experts, retail researchers and debt specialists, all dedicated to retail real estate. This is the team that we bring to the table for every project to ensure that our clients receive our full service offering.

More **Buyers**

JLL is driven to utilize technology to serve our clients better. We have created a dynamic, interactive database of all retail properties and owners across Canada. This allows us to market our clients' properties to an unmatched pool of potential Buyers across the country.

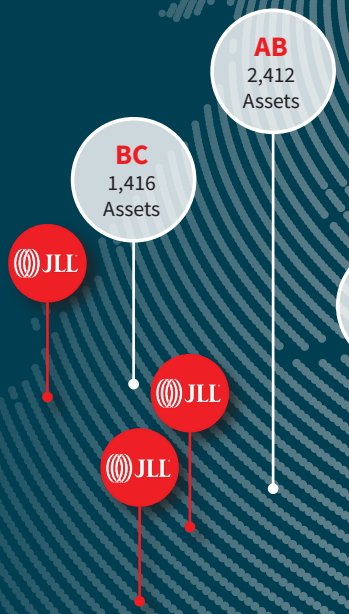
Cohesive National Network

OFFERING ACCESS TO ALL BUYERS

The National Retail Investment Group tracks over 13,000 properties across the country, complete with ownership identification. This database of properties and their respective owners provides our clients with a unique advantage that is unrivaled in the industry.

When clients work with us to sell their assets, we are able to market to our entire database which means we can connect our Offerings to every owner of retail across the country.

We out-perform our competitors due to our national scope and access to Buyers across the County. We know who all the Buyers of retail are, what type of assets they are looking for, and the results our clients deserve.



DELIVERING RESULTS

3,000+	Offers Procured	10	Offices Across Canada
750+	Retail Properties Sold	100+	Markets Transacted In

National Retail Investment Group offices

Number of Properties and Owners Tracked

JLL's National Retail Investment Group tracks **over 13,000** retail assets across the country
SK
315
Assets
MB
584
Assets
Capital
COMMERCIAL REAL ESTATE
ON
5,152
Assets
QC
2,370
Assets
NL
170
Assets
PEI
80
Assets
NB
504
Assets
NS
301
Assets
JLL
JLL
BRUNSWICK
PARTNERS GLOBAL
CORPORATE REAL ESTATE
BRUNSWICK
PARTNERS GLOBAL
CORPORATE REAL ESTATE

Meet the
RETAIL INVESTMENT TEAM

JLL has brought together a diverse team of experienced sales professionals and real estate experts to provide our clients with best-in-class strategic advice supported by an unmatched track record. Our team has represented more Vendors in the disposition of their retail assets than any other Broker in Canada.

National Practice Lead

Responsible for national co-ordination, maintaining the group's market leading sales volumes and expanding capabilities to all markets and retail asset classes across Canada.

Matthew T. Smith
Executive Vice President, National Practice Lead
27 years experience

Regional Transaction Leads

Regional experts that provide individual market, locally focused expertise and guidance.

Nick Macoritto
Executive Vice President
Capital Markets, Ontario
16 years experience

Mark Leshchyshyn
Sales Associate
Capital Markets, Ontario
9 years experience

Mark Sinnett
Executive Vice President
Capital Markets, Québec
21 years experience

Yann Charles
Executive Vice President
Capital Markets, Québec
11 years experience

Brodie Henrichsen
Executive Vice President
Retail Investment, BC
14 years experience

Kevin Douglas
Senior Vice President
Capital Markets, BC
11 years experience

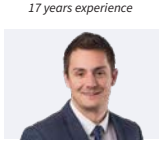
Adam D. Kilburn
Senior Vice President
Capital Markets, Prairies
17 years experience

Mark Swaenepoel
Senior Vice President
Capital Markets, Prairies
16 years experience

Andrew Simpson
Senior Vice President
Capital Markets, Prairies
13 years experience

Trevor Clay
Principal, Capital
Commercial, Manitoba
16 years experience

Bryn Oliver
Principal, Capital
Commercial, Manitoba
14 years experience



Luke Paulsen
Senior Advisor, Capital
Commercial, Manitoba
7 years experience

Jacquelyn Moriarty
Sales Associate
Partners Global, Atlantic
10 years experience

Paul Moore
President, Brunswick Brokers
Capital Markets, Atlantic
38 years experience

Operations Team

Internal execution team responsible for financial analysis, marketing and graphic design. Each team member brings years of experience in the industry to provide comprehensive property analysis and underwriting, top-line marketing and best-in-class design services for our clients.

Samantha Wylamanski
Senior Marketing Lead
Capital Markets,
Toronto

Jennifer Lee
Transaction Manager
Capital Markets,
Toronto

Jay Zilani
Senior Financial Analyst
Capital Markets,
Toronto

Spencer Snow
Intern
Capital Markets,
Toronto

Scott Figler
Senior Manager
National Research,
Toronto

MC LaflammeSanders
Vice President
Capital Markets,
Montréal

Alexandre Clarke
Senior Financial Analyst
Capital Markets,
Montréal

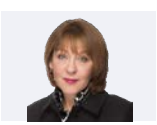
Ryan Gertler
Financial Analyst
Capital Markets,
Montréal

Tricia Corcuera
Marketing Associate
Capital Markets,
Edmonton

Carol Baque
Senior Marketing Associate
Retail Investment,
Vancouver

Retail Advisory Leads

Our platform offers the greatest collection of retail specialists in Canada. From Debt to Leasing, from Appraisal to Property Management and Construction, our expertise and service offerings extend well beyond investment Brokerage.



Alison Chave
Executive Vice President
Debt Capital Markets,
Montréal

Adam Budd
Vice President
Debt Capital Markets,
Toronto

Tim Sanderson
Executive Vice President
Retail Tenant Advisory,
Toronto

Scott Lee
Executive Vice President
Retail Tenant Advisory,
Vancouver

Chris Wood
Executive Vice President
Retail Tenant Advisory,
Vancouver

David Black
Vice President
Appraisal and Advisory,
Toronto

David Lehto
Executive Vice President
Retail Development,
Toronto

Allan Yearwood
Executive Vice President
Property Management,
Toronto

Blair Reeve
Senior Vice President
Property Management,
Toronto

Unrivaled Full-Service
RETAIL ADVISORY PLATFORM

Our teams spend all day, every day, talking retail. Our capital markets, valuation, debt, research and advisory, and property management teams are specialists in retail and offer in-depth insights into the market and global trends. Together, we make up a comprehensive network of retail experts that deliver trusted advice to ensure our clients achieve their investment objectives and long-term goals.

National Retail Investment Group

1

*The National Retail Investment Group focuses specifically on the disposition of retail assets. No other team offers their clients this **level of knowledge, market insight, and track record**. With 750+ successful transactions across Canada, we have represented more retail Vendors than any other Broker in Canada.*

Retail Tenant Advisory

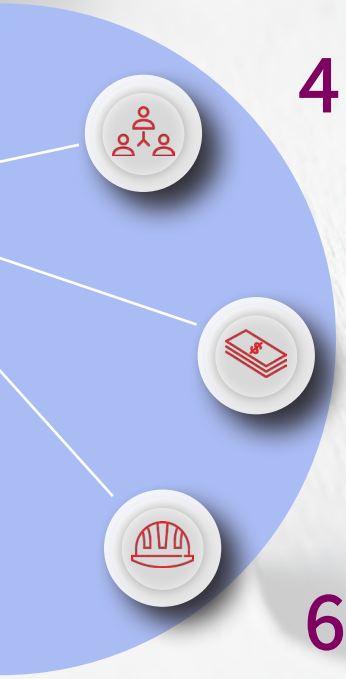
2

*JLL's Retail Leasing Team is the leading tenant representation group in Canada with the dominant share of the market. They represent some of the **top national and international brands** in Canada including PetSmart, Giant Tiger, McDonald's, Staples, TJX, and Cineplex Odeon.*

Advisory and Appraisal Group

3

*The Advisory and Appraisal Services Team appraised **$35+ Billion worth of retail assets** in 2021 for some of Canada's largest real estate owners, primarily Pension Funds and REITs, as well as other Local and International clients.*



4

Global Property Management Group

Dynamic team that works with property owners to help drive asset value, including managing tenant relations, operations and facilities, risk management, financial reporting and identifying sustainability and energy savings initiatives. Around the globe, JLL ***manages over 4.6 billion square feet of our clients' real estate****.*

5

Debt Capital Markets, Retail

The Debt team offers lending, risk management, funding, special loans, and portfolio management services. With experience in Canada, US and the UK, they have worked with ***100+ local, national and international lenders****.*

6

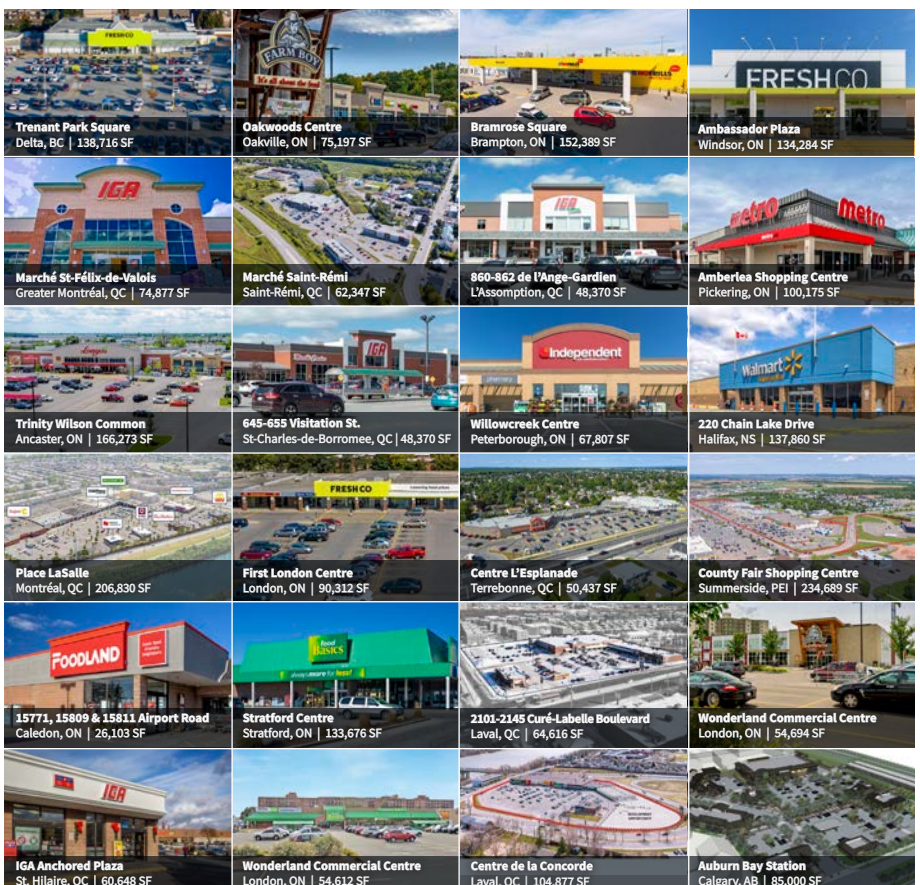
Retail Development Services

The Retail Project and Development Services team are experts in retail, design, construction, engineering and project management. Top exclusive mandates include Tim Hortons, McDonald's, Church's Chicken, A&W and Mr. Lube with locations all across Canada. ***Over 600 renovation and new build projects have been completed in the past 3 years alone.***

We Know Retail
EXPERIENCE AND RESULTS

Grocery-Anchored Centres

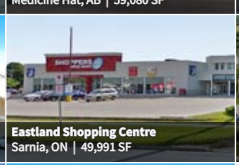
A primary acquisition target for most retail investors, the National Retail Investment Group has a long track-record of setting benchmark pricing for our Vendor clients.

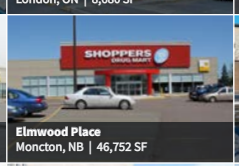


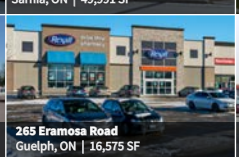
We Know Retail
EXPERIENCE AND RESULTS

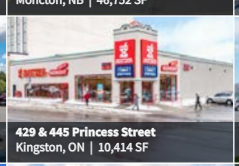
Pharmacy-Anchored Retail

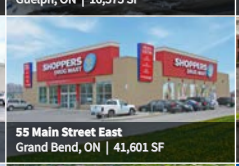
Another highly sought-after asset class by investors across the country. This asset type is anchored by an "Essential Service" pharmacy tenant which helps draw consumers to the plazas other tenancies. Shoppers Drug Mart and Rexall anchored properties are the most popular of this type.

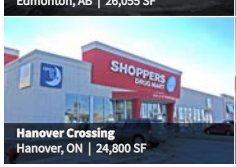


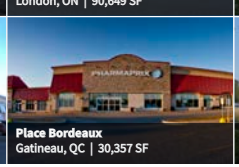


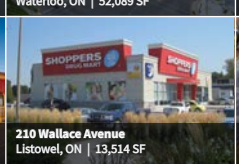


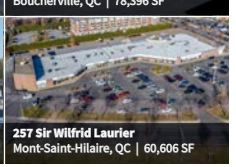










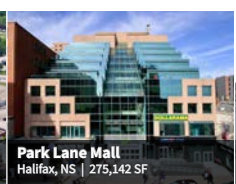


We Know Retail
EXPERIENCE AND RESULTS

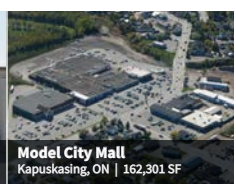
Enclosed Malls

Despite challenging market dynamics, JLL's National Retail Investment Group has successfully transacted 20+ enclosed malls in the past four years for clients such as KingSett Capital, Strathallen Capital, Crombie REIT, RioCan REIT and LaSalle Investment Management.

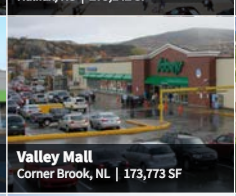
1000 Islands Mall
Brockville, ON | 281,381 SF

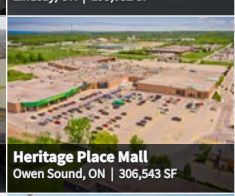

Park Lane Mall
Halifax, NS | 275,142 SF

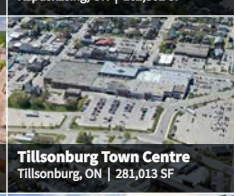
Lindsay Square Mall
Lindsay, ON | 193,032 SF


Model City Mall
Kapuskasing, ON | 162,301 SF

Midtown Mall
Oshawa, ON | 137,302 SF


Valley Mall
Corner Brook, NL | 173,773 SF

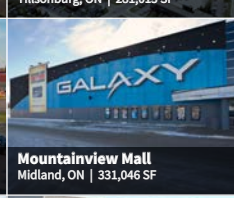

Heritage Place Mall
Owen Sound, ON | 306,543 SF


Tillsonburg Town Centre
Tillsonburg, ON | 281,013 SF

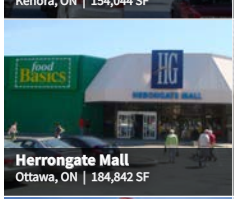
Kenora Shoppers Mall
Kenora, ON | 154,044 SF

Marystown Mall
Marystown, NL | 91,460 SF

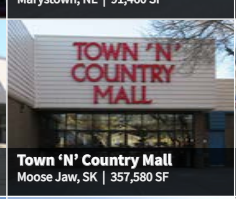
1200 Saint-Felicien
Saint-Felicien, QC | 84,386 SF



Mountainview Mall
Midland, ON | 331,046 SF

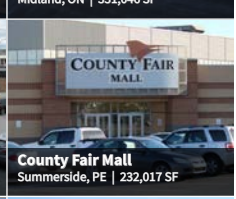


Herrongate Mall
Ottawa, ON | 184,842 SF



Town 'N' Country Mall
Moose Jaw, SK | 357,580 SF

Millbrook Mall
Corner Brook, NL | 115,136 SF



County Fair Mall
Summerside, PE | 232,017 SF

Fraser Mall
Gander, NL | 98,883 SF

Frederick Mall
Kitchener, ON | 175,000 SF

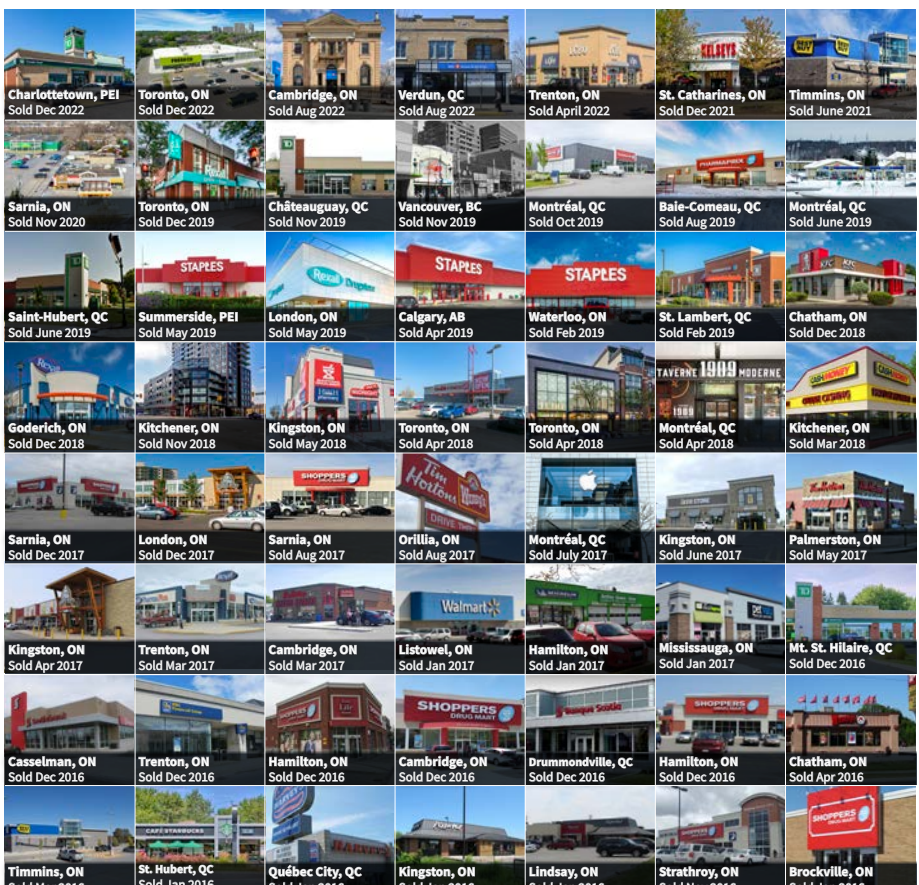
Charlottetown Mall
Chatlottetown, PEI | 352,448 SF

Herongate Mall
Ottawa, ON | 196,281 SF

We Know Retail
EXPERIENCE AND RESULTS

Single Tenant Assets

In the past three years, the National Retail Investment Group has transacted over 50 single tenant assets, which means we are in constant, daily contact with active buyers looking for freestanding NNN assets. We are the country's top advisor in single tenant retail sales.



We Know Retail
EXPERIENCE AND RESULTS

Strip Plaza

Open-air strip plazas are one of the most common retail asset classes in Canada, and we sell more than anyone else in the country. Our market leading access to Buyers has allowed us to transact in all ten provinces for hundreds of clients.

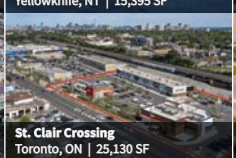
Iroquois Ridge
Oakville, ON | 65,423 SF

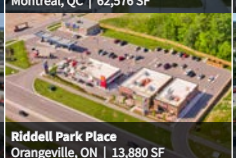
307-311 Old Airport Road
Yellowknife, NT | 15,395 SF

12905-13055 Sherbrooke East
Montréal, QC | 62,576 SF

Highland Creek Plaza
Scarborough, ON | 41,648 SF

London Road Shopping Centre
Sarnia, ON | 124,787 SF

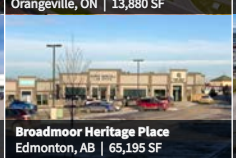

St. Clair Crossing
Toronto, ON | 25,130 SF

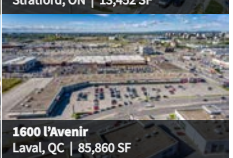

Riddell Park Place
Orangeville, ON | 13,880 SF

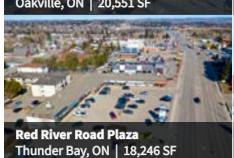
429 Huron Street
Stratford, ON | 13,452 SF

134, 146-150 Lakeshore Road West
Oakville, ON | 20,551 SF

1021 Wonderland Road South
London, ON | 10,010 SF


Broadmoor Heritage Place
Edmonton, AB | 65,195 SF

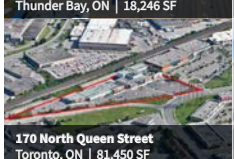

1600 l'Avenir
Laval, QC | 85,860 SF

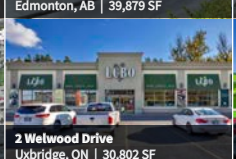

Red River Road Plaza
Thunder Bay, ON | 18,246 SF

Staples Gateway
Edmonton, AB | 39,879 SF

Brentwood Village
Thunder Bay, ON | 28,061 SF

West Bowmanville Shopping Centre
Bowmanville, ON | 50,391 SF

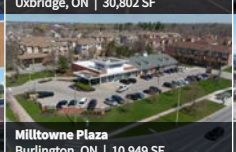

170 North Queen Street
Toronto, ON | 81,450 SF


2 Welwood Drive
Uxbridge, ON | 30,802 SF

145-167 Bell Boulevard
Belleville, ON | 66,837 SF

Edson Landing
Edson, AB | 13,390 SF

Innovation Station
Kanata, ON | 15,375 SF


Milltowne Plaza
Burlington, ON | 10,949 SF

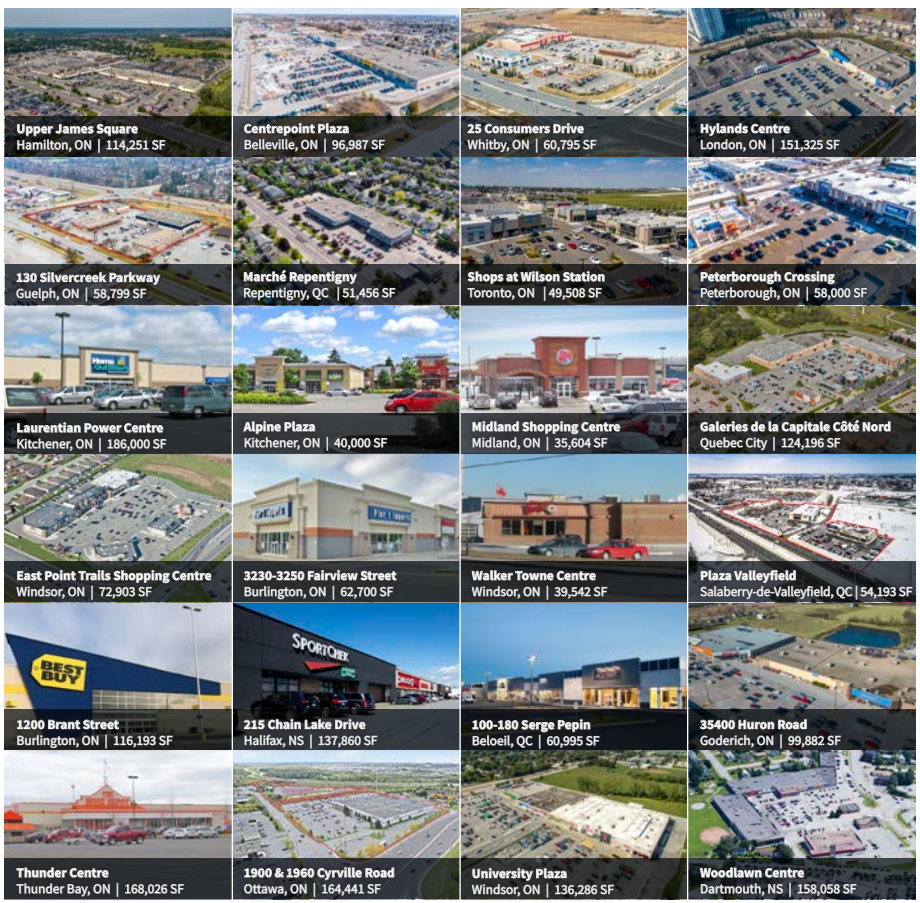
Gaetz Plaza
Red Deer, AB | 73,807 SF

215 Chain Lake Drive
Halifax, NS | 137,860 SF

We Know Retail
EXPERIENCE AND RESULTS

Power Centres

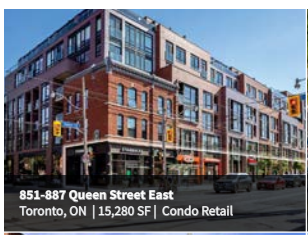
Power Centres are very popular in Canada and typically comprise of destination retailers which draw consumers from a wider market. They feature highly sought-after national tenants and usually include three or more "big box" stores, and smaller retailers and restaurants.



We Know Retail
EXPERIENCE AND RESULTS

Streetfront Retail

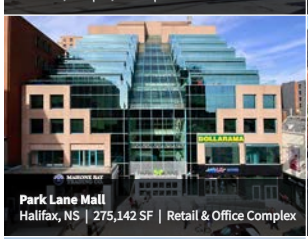
JLL has extensive experience selling streetfront retail assets across Canada. This highly sought-after asset class is comprised of single tenant and multi-tenant retail space at the base of condominiums, office and other streetfront mixed-use properties.



851-887 Queen Street East
Toronto, ON | 15,280 SF | Condo Retail

2901 Sheppard Avenue East
Toronto, ON | 26,740 SF | Retail & Medical Tenancies

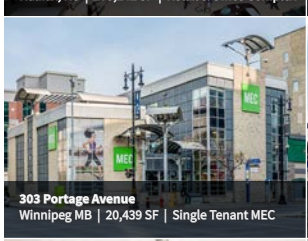
5651 de Verdun Blvd
Montréal, QC | 6,388 SF | Single Tenant BMO



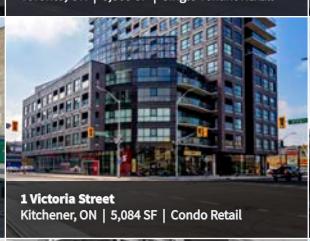
Park Lane Mall
Halifax, NS | 275,142 SF | Retail & Office Complex

539-541 Parliament Street
Toronto, ON | 8,868 SF | Single Tenant Rexall

366 Richmond Road
Ottawa, ON | 35,835 SF | Single Tenant MEC

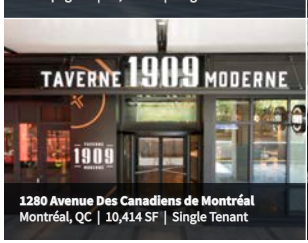


303 Portage Avenue
Winnipeg MB | 20,439 SF | Single Tenant MEC

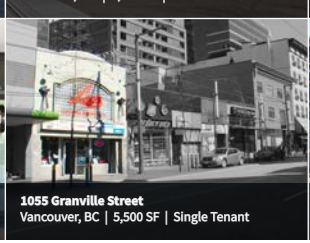


1 Victoria Street
Kitchener, ON | 5,084 SF | Condo Retail

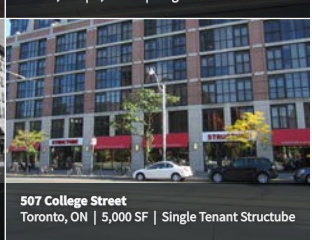
1986 Queen Street East
Toronto, ON | 8,767 SF | Single Tenant LCBO



1280 Avenue Des Canadiens de Montréal
Montréal, QC | 10,414 SF | Single Tenant



1055 Granville Street
Vancouver, BC | 5,500 SF | Single Tenant



507 College Street
Toronto, ON | 5,000 SF | Single Tenant Structube

We Know Retail
EXPERIENCE AND RESULTS

Repositioning & Redevelopment Sites

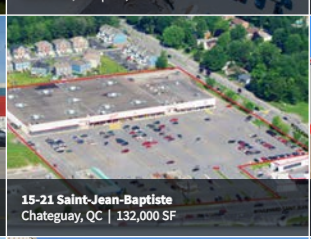
The knowledge and experience required to position an asset for its next stage of evolution is something JLL's National Retail Investment Group has in abundance. Whether greenfield or brownfield, high-density or mixed-use redevelopment, we have transacted them all.

Summerside Shopping Centre
London, ON | 134,511 SF

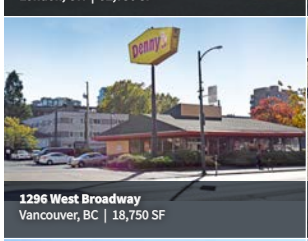
Centrepoint Plaza
Belleville, ON | 96,987 SF

Lansdowne Plaza
Saint John, NB | 202,508 SF

Westminster Centre
London, ON | 92,736 SF

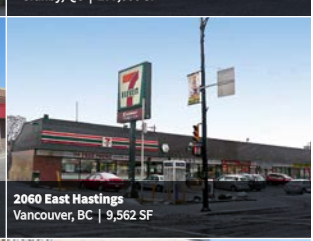

15-21 Saint-Jean-Baptiste
Chateguay, QC | 132,000 SF

100 Saint Jude Street North
Granby, QC | 177,000 SF



1296 West Broadway
Vancouver, BC | 18,750 SF

Elgin Mall
St. Thomas, ON | 264,402 SF



2060 East Hastings
Vancouver, BC | 9,562 SF

Herongate Mall
Ottawa, ON | 196,281 SF

539-541 Parliament Street
Toronto, ON | 8,868 SF

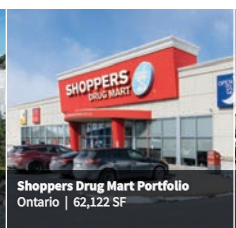
429 & 445 Princess Street
Kingston, ON | 10,414 SF

We Know Retail
EXPERIENCE AND RESULTS

Portfolios

Having sold in over 100 markets across 10 provinces, JLL's National Retail Investment Group is well positioned to transact multi-market portfolios across the country.

MEC Portfolio
Ontario, Manitoba, Alberta & BC
194,340 SF



Shoppers Drug Mart Portfolio
Ontario | 62,122 SF

Giant Tiger Portfolio
Ontario & Québec | 543,608 SF

Staples Portfolio
Ontario, Alberta & PEI | 172,437 SF

Cominar Québec City Portfolio
Québec | 398,347 SF

Walmart Anchored Portfolio
Ontario & Québec | 971,872 SF

IGA Anchored Portfolio
Greater Montréal Area, QC | 101,196 SF

First Capital Portfolio
Windsor, Ontario | 270,570 SF

Cominar Greater Montréal Portfolio
Québec | 117,956 SF

Cominar Jean Coutu Anchored Portfolio
Ontario & Québec | 363,944 SF

Cominar Greater Montréal Portfolio
Québec | 117,956 SF

OneREIT Portfolio
Ontario | 747,492 SF

Canadian Commercial Portfolio
Ontario | 120,322 SF

Single Tenant Portfolio
Ontario | 22,366 SF

Slate REIT Enclosed Mall Portfolio
Newfoundland | 305,479 SF

Cominar Single Tenant Portfolio
Ontario & Québec | 51,386 SF

We Know Retail
EXPERIENCE AND RESULTS

Marketing Commitments

OPTIMAL STRATEGY: Unpriced Bid Process with Bid Date
It is our view that maximum pricing for assets can be achieved through an unpriced bid process. This approach ensures that we are able to negotiate the best possible terms and conditions while having the greatest potential to surpass pricing expectations for our Vendors. We are very confident that maximum pricing will be achieved through the use of our extensive reach across Canada.

STRUCTURED TIMELINE: Finding Buyers and Exceeding Expectations
By promoting assets widely to all types of investors, we maximize visibility and capture the attention of potential "silent" buyers. We also create a competitive environment that minimizes the disposition timeline, maximizes pricing, and ensures no renegotiation or re-trade in the final phases of the process.

THOROUGH DUE DILIGENCE: 100% Accuracy = No Surprises
Prior to launching our marketing campaigns, we complete extensive pre-due diligence of the asset(s). This includes the review of all physical and environmental reports, financial and legal documents. All necessary documents will be assembled in preparation for the marketing process and subsequent due diligence phase.

BEST-IN-CLASS MARKETING: Personalized and Targeted Marketing
High-quality marketing materials are developed and tailored to targeted groups of buyers. They are designed to leverage the competitive nature of the market and help ensure maximum exposure. These include flyers, postcards, newspaper advertisements, Confidential Information Memorandums, the use of JLL's listing website, an electronic dataroom, as well as print and other web advertising tools.

FULL MARKET COVERAGE: Wide Network of Investor Relationships
We continue to expand and maintain an extensive proprietary database of every retail asset across Canada, totaling 13,000+ entries. Having physically visited every market to catalogue the assets ourselves, we are able to provide more in-depth market and transaction knowledge than any other source. Our relationships span the globe. With JLL's unrivaled access to Asia and European Buyer groups, we bring a diverse selection of potential buyers to the process.

More **Experience** • More **Focus** • More **Expertise** • More **Buyers**

Contact Us

TO ACHIEVE YOUR RETAIL AMBITIONS

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