

# MCALLISTER PLACE

SAINT JOHN New Brunswick



#### **RETAIL INVESTMENT OPPORTUNITY**



7



MCALLISTER

# The Offering

JLL's National Retail Investment Group and TD Cornerstone Commercial Realty Inc. (collectively, the "Advisors") have been retained by the Vendor on an exclusive basis to arrange the sale of McAllister Place (the "Property," and/or "Centre"), a 399,710 square foot enclosed mall situated on 79.12 acres (approximately 44 acres developed) in Saint John, New Brunswick. With city support for residential intensification, there are plans for a 526-unit residential development on the undeveloped portion of the site. The Property is currently 98.8% leased to a diverse roster of needs-based and serviceoriented retailers with national tenants representing 96.6% of leased GLA. McAllister Place is anchored by Marshalls, HomeSense, Mark's, Sport Chek, Lawtons Drugs, Party City, The Brick, Dollarama, and GoodLife Fitness. The Property offers the investor secure future income with a healthy weighted average lease term of 4.8 years.

McAllister Place is situated in the heart of Saint John's most dominant retail node and offers premium frontage and visibility along McAllister Drive and Westmorland Road, less than 2 km away from the Trans-Canada Highway making this location easily accessible from across the province. The Property is well-designed with multiple access points along both thoroughfares and offers ample parking. This retail node is home to the country's top retailers and is in close proximity to a number of established residential neighbourhoods.



McAllister Place Saint John, NB

Marshalls HOMESENSE SPORTCHEK DOLLARAMA () PartyCity GoodLifeFITNESS The BRICK Mark's

Lawtons

For

\* CONSUMERSORIE



# **98.8%** OCCUPIED







# Investment Highlights



## Strategic Location

McAllister Place is the dominant shopping destination in Saint John and occupies a high-profile position fronting on McAllister Drive and Westmorland Road, two busy arterial thoroughfares providing easy access to the surrounding region. The Property benefits from access to the Trans-Canada Highway, less than 2 km away.



## Heart of Dominant Retail Node

The Centre is located in Saint John's most dominant retail node which draws consumers from across the province. This node is home to the country's top national retailers and popular retail destinations including East Point Shopping Centre, SmartCentres Saint John, and Parkway Mall. Notable retailers in the immediate area include Costco, Canadian Tire, The Home Depot, Walmart Supercentre, and Kent Building Supplies.



## **Strong Tenant Mix**

McAllister Place consists of a strong roster of national tenancies including Marshalls, HomeSense, Mark's, Sport Chek, Lawtons Drugs, Party City, The Brick, Dollarama, GoodLife Fitness, Foot Locker, RBC, and many more. The Centre benefits from an attractive and diverse roster of tenancies serving a variety of consumer needs.



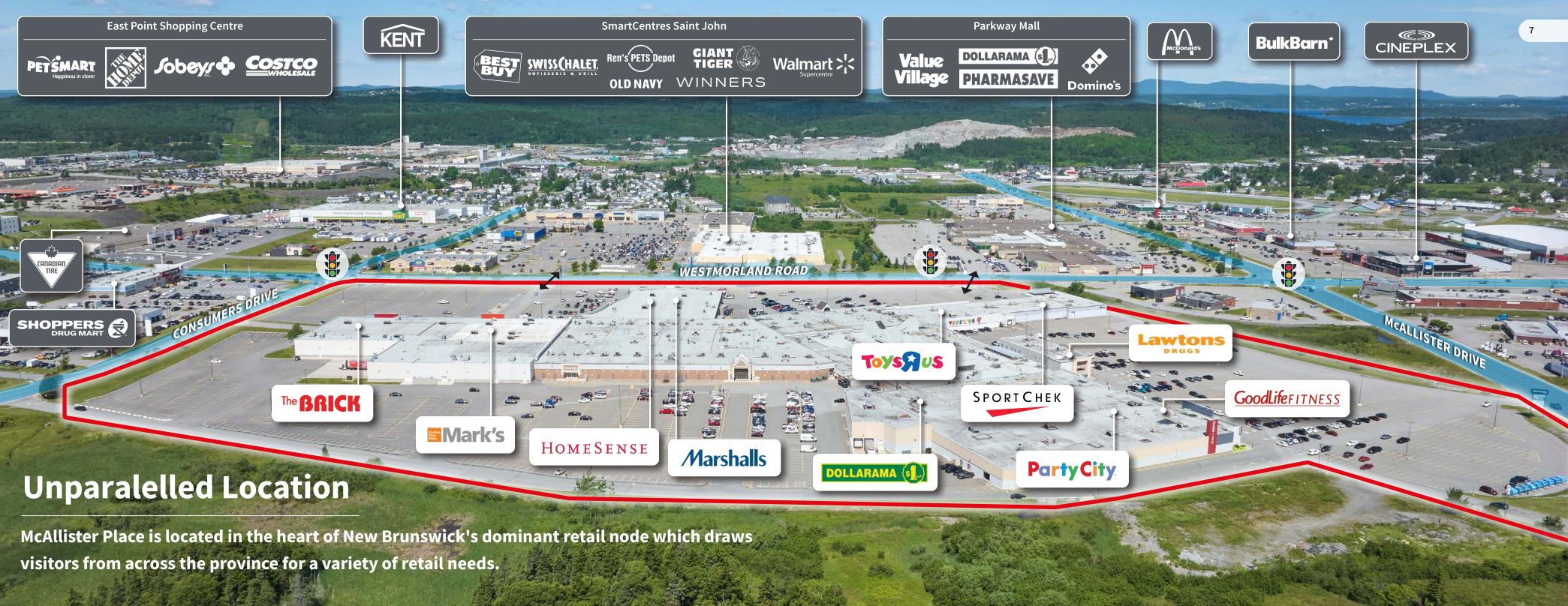
#### **Strong Financials**

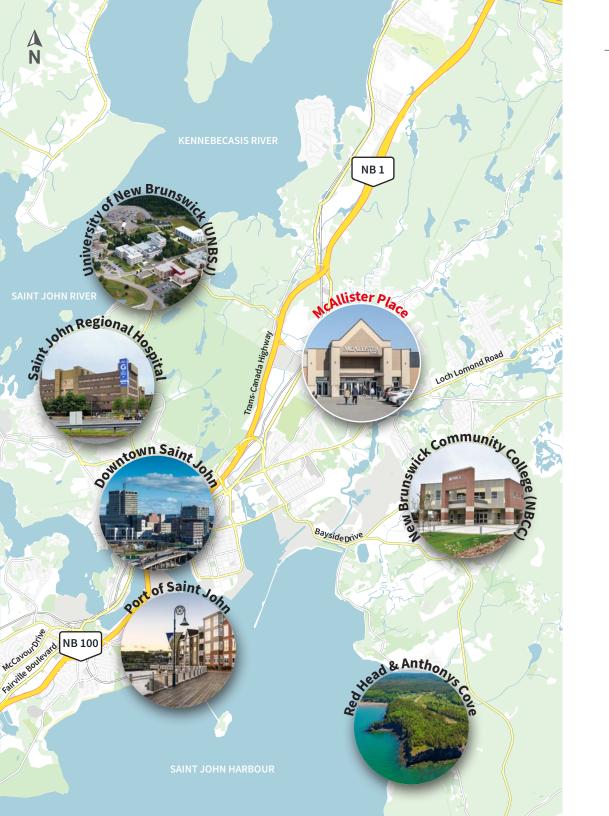
Comprised of 399,710 SF, McAllister Place is 98.8% occupied with national tenants representing 96.6% of leased GLA. The Property offers the investor secure and increasing future cashflow with a healthy weighted average lease term of 4.8 years.



## Potential for Residential Intensification

The City of Saint John's Municipal Plan designates the site as "Regional Retail Centre" which encourages and considers proposals for higher density residential and mixed-use development. There are plans for up to 526 units of high and medium density residential development on an 11 acre portion of the site.



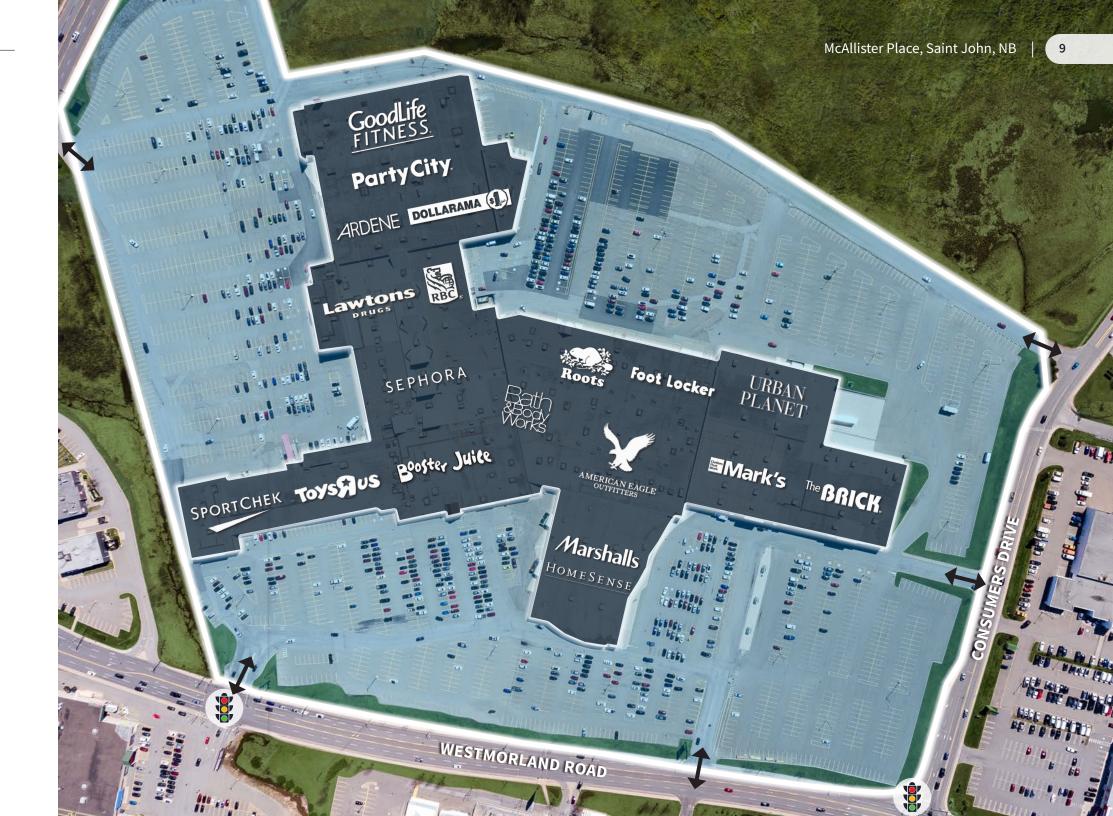


# Location **Overview**

McAllister Place is located in east Saint John, which is known as the city's primary retail and commercial area. Situated on McAllister Drive and Westmorland Road, the shopping centre benefits from its proximity to major transportation routes. The shopping centre is just minutes away from Highway 1 (the Trans-Canada Highway) making this location easily accessible from across the province.

This dominant commercial node is home to the country's top national retailers which draws consumers from across the region. Destination retailers which anchor this node include Costco, Walmart Supercentre, Canadian Tire, The Home Depot, Kent Building Supplies, Sobeys, Best Buy, Leon's Furniture, Value Village, Cineplex Cinemas, and many more. Major retail destinations in the immediate area include East Point Shopping Centre, SmartCentres Saint John, and Parkway Mall

The immediate area surrounding McAllister Place includes a mix of residential neighbourhoods and commercial activity, making it easily accessible to both residents and workers.





#### For more information please contact:



www.retailinvestment.ca

#### **Matthew Smith\***

**Executive Vice President, Practice Lead** JLL's National Retail Investment Group MatthewT.Smith@jll.com +1 416 304 6004



## Elliot Medoff\* Director

TD Cornerstone Commercial Realty Inc. Elliot.Medoff@tdsecurities.com +1 416 307 3388

#### Nick Macoritto\*

**Executive Vice President** JLL's National Retail Investment Group Nick.Macoritto@jll.com +1 416 238 5874

#### Matthew Thrift<sup>†</sup>

Vice President, Head of Underwriting TD Cornerstone Commercial Realty Inc. Matthew.Thrift@tdsecurities.com +1 416 308 7288

**Ryan McCarthy\*** Vice President, Retail JLL Leasing Ryan.McCarthy@jll.com +1 416 391 6965

#### **Derek Dermott** Managing Director

TD Cornerstone Commercial Realty Inc. Derek.Dermott@tdsecurities.com +1 416 315 3394

#### BRUNSWICK COMMERCIAL REAL ESTATE

Paul Moore\* President **Brunswick Brokers** Pmoore@bbrokers.ca +1 506 645 8488

This disclaimer shall apply to the Advisors and to all other divisions or subsidiaries thereof; to include all employees and independent contractors. The information set out herein, including, without limitation, any projections, images, opinions, assumptions and estimates obtained from third parties (the "Information") has not been verified by the Advisors, and the Advisors does not represent, warrant or guarantee the accuracy, correctness and completeness of the Information. The Advisors do not accept or assume any responsibility or liability, direct or consequential, for the Information or the recipient's reliance upon the Information. The recipient of the Information should take such steps as the recipient may deem necessary to verify the Information prior to placing any reliance upon the Information. The Information may change and any property described in the Information may be withdrawn from the market at any time without notice or obligation to the recipient from the Advisors. The parties identified as \*Salesperson are registered in accordance with RECO and hold the market titles shown with respect to TD Securities Inc. †Financial Underwriter. All Rights Reserved.