

FOR SALE

FAIRVIEW

TERRACE

DOLLARD-DES-ORMEAUX • QC

A Seven-Property Portfolio, Totalling 58 Rental Townhomes



FAIRVIEW TERRACE

EXECUTIVE
SUMMARY

JLL Quebec Capital Markets is pleased to present Fairview Terrace, an opportunity to acquire a family orientated, ≈4.1 acre townhome complex set within the residential node of Dollard-des-Ormeaux.

The vast Property is comprised of 58 rental townhomes made up of large suites comprising of 52 three-bedroom suites (90%) and 6 four-bedroom suites (10%). The Portfolio presents a significant value-add opportunity with a 40% Gap-to market on current rents.



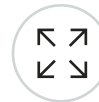
1978
YEAR BUILT



3
FLOORS X 7 BUILDINGS



58
TOTAL SUITES



68,468 sf
BUILDING SIZE

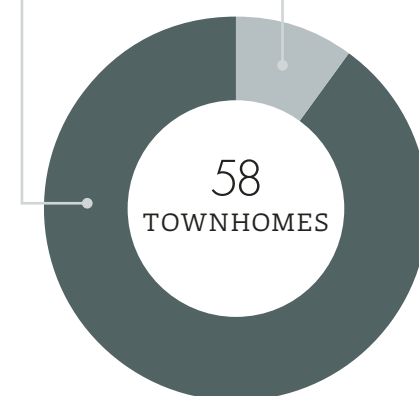


4.1 acres / 178,627 sf
LOT SIZE

PORTFOLIO BREAKDOWN












90%
THREE-BEDS

10%
FOUR-BEDS





PROPERTY DETAILS

	Address	241-323 Rue Blue Haven, 4478-4528 Rue Medley
	Building Profile	3-storey townhomes 58 individual townhomes
	Lot Numbers	1 459 957, 1 459 845
	Lot Size	4.1 acres/ 178,627 SF
	Heat Pumps	58 new supplying A/C and heating
	Type of Structure	Brick and Wood
	Laundry	Connections in each unit
	Appliances	Refrigerator, Stove, Dishwasher, Air Conditioning
	Hot Water/ Heating	Electric– Paid by tenants
	Electricity	Individually metered – Paid by tenants
	Parking	98 Exterior stalls



INVESTMENT HIGHLIGHTS

Unique Value-Add Opportunity

Based on analysis of rents in the surrounding area, as well as achieved rents within the Property for renovated units, an investor would be able to increase revenue substantially at Fairview Terrace which includes a 40% gap to market.

In the changing rental market with residents seeking larger and higher quality rental accommodation, there is a tremendous opportunity to reposition the townhomes, with modern finishings to compete with newer construction in order to achieve rents higher than currently achieved. 57% of the current units are unrenovated and below market.

↑
40%
GAP-TO-MARKET



INVESTMENT HIGHLIGHTS

A Dynamic Location in High Demand

DOLLARD-DES-ORMEAUX

Dollard-des-Ormeaux, a vibrant borough in Montreal's West Island, offers a dynamic and family-oriented community.

With an average of 2.8 people per dwelling and a household income of \$145,000, it provides a comfortable living environment for its residents. The upcoming Réseau express métropolitain (REM) will significantly enhance accessibility for West Island inhabitants to the Greater Montreal Area. The borough boasts extensive green spaces, including the expansive Centennial Park with its man-made lake, as well as a modern Civic Center and various family-friendly entertainment venues. Conveniently located, Dollard-Des Ormeaux is easily accessible via Highways 40 and 20, and is well-served by public transit, making it an ideal location for those seeking a balance between suburban tranquility and urban convenience.



MARCHÉ DE L'OUEST



CENTENNIAL PARK

Community feel with major city benefits

Fairview Terrace is located in a residential node off Saint-Jean Boulevard, a major North-South throughfare in the city of Dollard-des-Ormeaux. The Properties sit on ≈4.1 acres of land and offer tenants the feel of a secluded community while being within walking distance from Saint-Jean Boulevard. Residents of Fairview Terrace can thus enjoy the many services, shops, grocery stores and transit options that Dollard-des-Ormeaux offers.



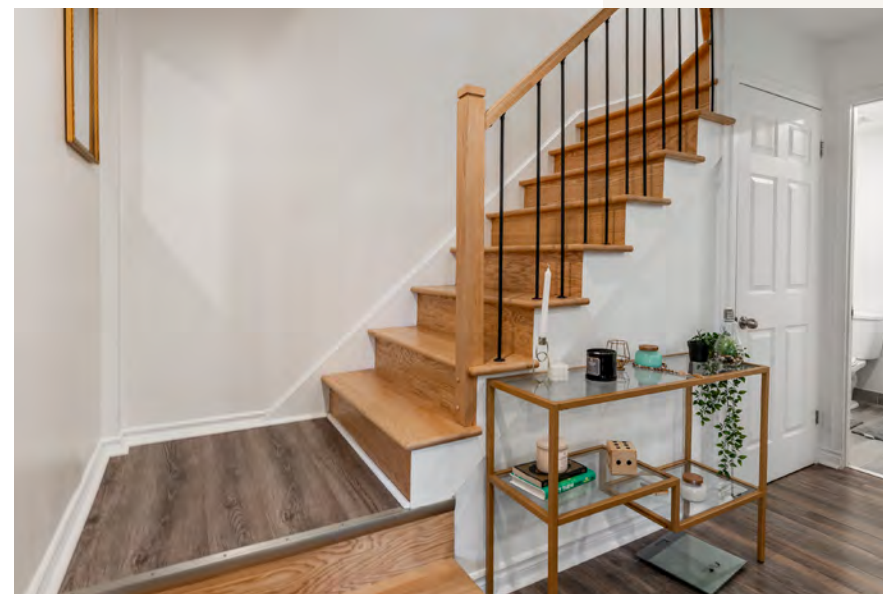
INVESTMENT HIGHLIGHTS

Notable Increase of Rental Townhome Demand

Demand for rental townhomes is projected to surge in the coming years.

HOME OWNERSHIP AFFORDABILITY

The GMA has witnessed a more than 91% increase in real estate values over the past decade. It has become unaffordable for many middle income families to purchase a home. As a result, more families that would have historically purchased their own home will be required to seek out rental accommodations as a substitute for home ownership. For many, that rental accommodation will take the form of an at-grade two, three or four-bedroom home, with amenities that include basements, in-suite laundry and backyards, rather than a traditional apartment.



SHORTAGE OF SPACIOUS RENTAL OPTIONS

While the construction and rental of condominium suites in the GMA over the past decade has somewhat alleviated the stagnant inventory of purpose-built rental units, these condominiums are typically too small for growing families. Outside of homeownership, options for such families remain scarce, driving the increasing demand for rental townhomes.



INVESTMENT HIGHLIGHTS

Limited Utility Exposure

Residents are responsible for all of their hydro and electricity consumption, including heating and air conditioning through bi-energy pumps. All suites are individually metered, removing any need for utility administration.

Currently, there are 4 tenants with utilities included in their leases, which we assume to be phased out over the course of the analysis. Overall, a prospective investor would benefit from reduced exposure to utility cost escalation and resident consumption patterns, eventually resulting in zero exposure given that the complex has no common areas.



INVESTMENT HIGHLIGHTS

Ability to Sell Individual Townhouses

This 58-unit townhome complex, with individual entrances throughout, presents an exceptional conversion opportunity. The existing configuration allows for seamless transition to a divided co-ownership structure with minimal structural modifications required.

Market analysis shows 12 nearby comparable individual townhomes selling for approximately \$468,000 each—significantly higher than the per-door acquisition cost of this portfolio, creating substantial margin potential through individual unit sales.



58

INDEPENDENT TOWNHOUSES



\$468K

AVERAGE ASKING PRICE
(RETAIL MARKET)

A prospective investor would capture exceptional upside through this strategic conversion, potentially achieving \$468,000 per unit at retail pricing

FOR SALE

FAIRVIEW

TERRACE

DOLLARD-DES-ORMEAUX · QC

JACOB HAYON, CPA*

Executive Vice President

jacob.hayon@jll.com

+1 514 572 2420

*Commercial Real Estate Broker acting with the
business corporation Jacob Hayon Real Estate Inc

RYAN GERTLER, MBA*

Associate

ryan.gertler@jll.com

+1 514 594 0331

*Commercial Real Estate Broker

JONES LANG LASALLE REAL ESTATE SERVICES INC

1 Place Ville Marie, Suite 3838
Montreal, Quebec H3B 4M6



This publication is the sole property of Jones Lang LaSalle and must not be copied, reproduced or transmitted in any form or by any means, either in whole or in part, without the prior written consent of Jones Lang LaSalle. The information contained in this publication has been obtained from sources generally regarded to be reliable. However, no representation is made, or warranty given, in respect of the accuracy of this information. We would like to be informed of any inaccuracies so that we may correct them. Jones Lang LaSalle does not accept any liability in negligence or otherwise for any loss or damage suffered by any party resulting from reliance on this publication. Any opinion or estimate of value of any asset in this presentation is based upon the high-level preliminary review by JLL. It is not the same as the opinion of value in an appraisal developed by a licensed appraiser under the Uniform Standards of Professional Appraisal Practice. JLL expressly disclaims any liability for any reliance on any opinion or estimate of value in this presentation by any party.

Copyright © Jones Lang LaSalle Real Estate Services Inc. Real Estate Agency