ASSET & PORTFOLIO MANAGEMENT STRATEGIES
HOW TO KEEP RENTAL RATES HIGH WHEN COMPETING WITH NEW DEVELOPMENTS & CONDOS
Asset:
- 22-storey concrete building
- 199 units and 2 storey commercial podium (17,700sf)
- 209 parking stalls
- constructed in 2003
- Located downtown

Transaction:
- $130m, <3% cap, ~$620/unit res
- Acquired from a religious organization

Plan:
- Upgrade suites and common areas to luxury spec
- Add amenities
- Enhance resident services
- Rebrand
Plan

Asset:
- 8 storey concrete building, completed in Oct 2018
- 197 units, 124 underground stalls, 132 surface stalls

Location:
Pointe-Claire on the West-Island of Montreal. Close to Hwy 40.

Transaction:
Forward purchase from local developer, acquired partially leased

Plan: Finish lease-up, focus on community and resident services.
Property Summary

In-Suite Package

- Spacious, modern, open-concept suites with large windows and high-end laminate flooring
- Quartz counters and modern cabinetry
- Balconies (ranging from 50 sf – 75 sf)
- Air-conditioning via wall-mounted units and electric heating charged to residents
- In-suite laundry

Amenities

- Indoor pool
- Golf simulator
- Gym
- Conference room
- Lounge with bar area
- Billiards room
- Card room
55+ Rental Living in Montreal Area

Create a premium living experience for residents including:

- Extensive, open amenity spaces thoughtfully designed to encourage an active lifestyle and interaction among residents
- Programming to encourage sense of community
- Large units with ample storage
- Select telecom services included in rent to provide convenience
- A strong on-site management team to ensure high service standards and sell the concept when leasing.