

2019 YEAR IN REVIEW

AVISON
YOUNG

WESTERN CANADA RETAIL ADVISORS



SERVICES
OFFERED



MARKET
TRANSACTIONS
& HIGHLIGHTS



CASE STUDIES
& TESTIMONIALS



CHARITIES

VIEW THE LATEST RETAIL SERVICES WE PROVIDED IN 2019

MEET OUR TEAM



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SERVICES OFFERED



SITE SOURCING & SELECTION

- Single or multiple locations
- Relocations or expansions
- Trade area, demographic and market penetration analysis



TRANSACTION MANAGEMENT

- Existing property leasing and subleasing
- New project leasing
- Tenant negotiations
- Renewals
- Property acquisition and disposition
- Land assembly/sales
- Professional marketing campaign
- Lease administration



MARKET RESEARCH

- Lease and sale comparables
- Market trends
- Demographic and mapping services
- Competition and co-tenancy mapping



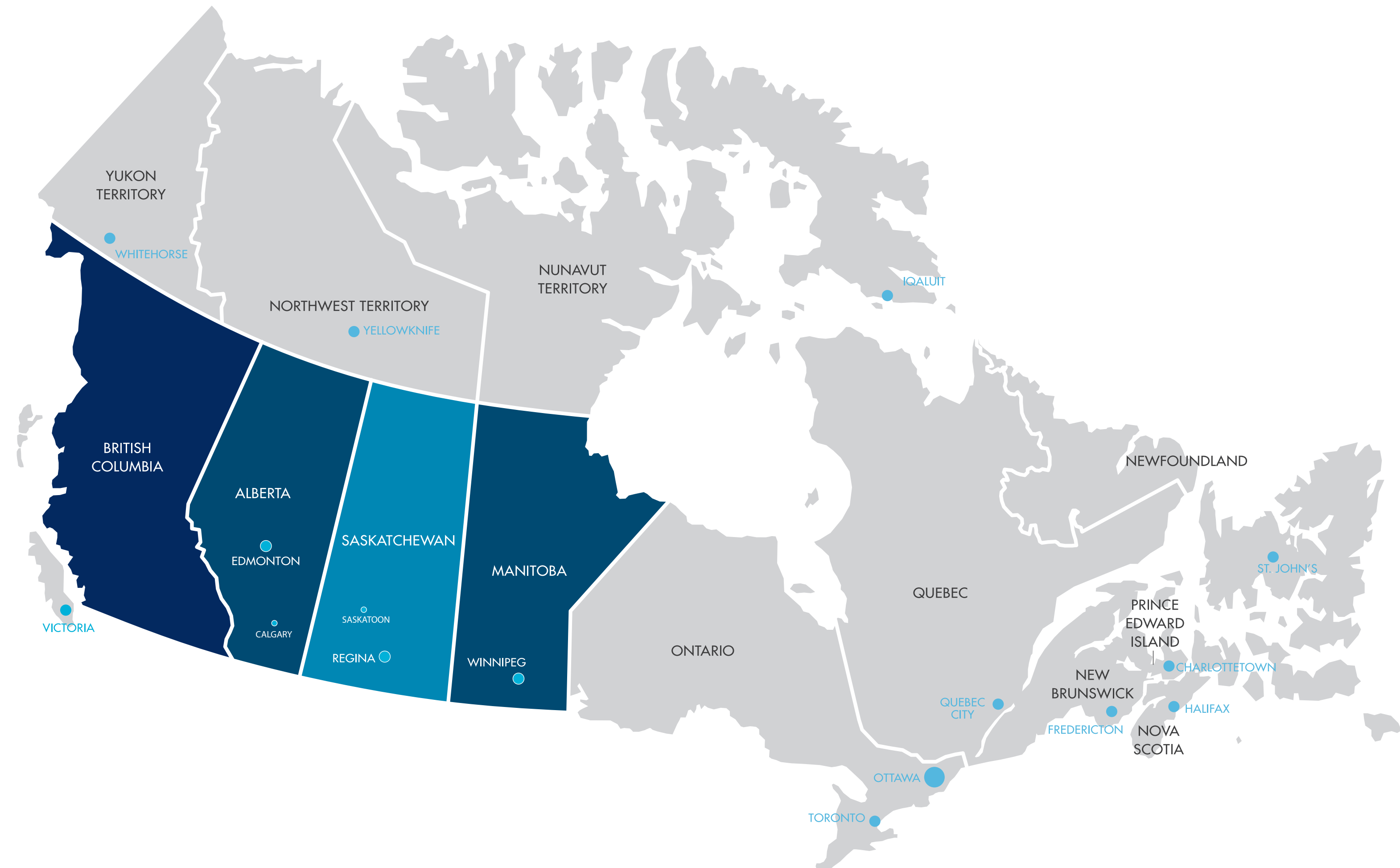
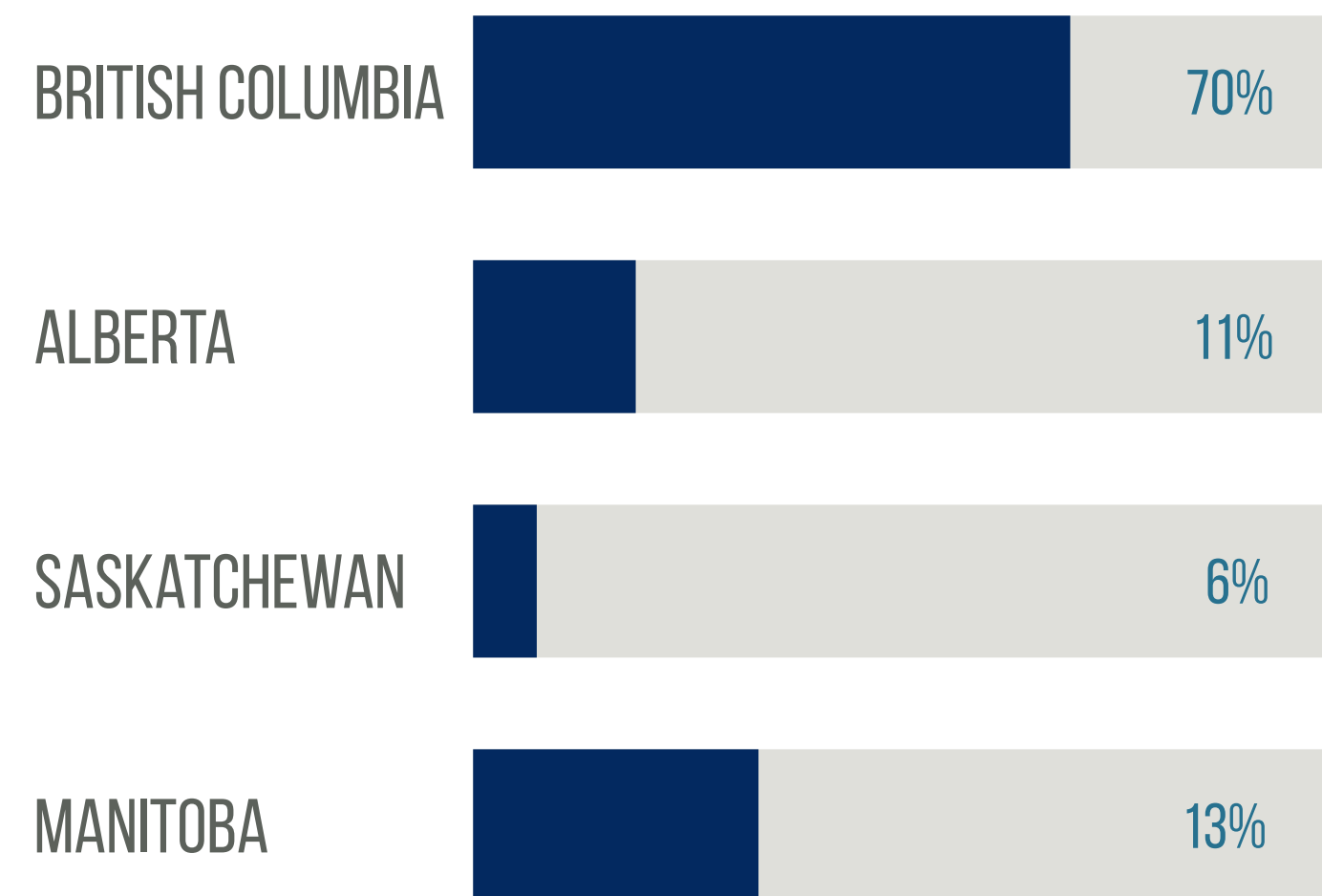
CONSULTING & ADVISORY

- Strategic planning
- Feasibility analysis
- Lease rate analysis
- Tenant mix analysis
- Financial analysis and valuation
- Asset repositioning
- External service provider referrals
- Debt financing
- Property management
- Exit strategy

MARKET TRANSACTIONS



Our team of specialists are industry leaders across Western Canada.



*The percentage of the deals that have been completed in various cities within each of the provinces.

TEAM HIGHLIGHTS



213,771 SF
LEASED



51
NUMBER OF MUNICIPALITIES



14.68 ACRES
SOLD



49
NUMBER OF CLIENTS REPRESENTED

144

NUMBER OF DEALS
COMPLETED IN
Western Canada

AVISON YOUNG RETAIL SPECIALISTS

Our team of experts provides solutions for national and international retailers and their development partners with site selection, market and demographic analysis, leasing strategies, lease negotiation, strategic expansion planning and roll-out services.

CASE STUDY



887 Great Northern Way, Vancouver, BC

Avison Young's Western Canada Retail Advisors were engaged to source an ideal tenant mix for the addition of a retail platform to Low Tide Properties and PCI's existing office building in the emerging False Creek Flats neighbourhood. The property is within a hub of creative, technology and biotech companies and is walking distance to the new Emily Carr campus (approximately 2,000 students), Vancouver Community College (approximately 26,000 students) and adjacent to the proposed new head office of Lululemon (approximately 580,000 square feet).

Despite the high concentration of office and institutional population, the area experienced a severe lack of food offerings. The ownership group recognized this disconnect and delivered a value-add project with the goal of providing amenities to their existing office tenancies and the surrounding area.

SIZE

6,596 SQUARE FEET

OUTCOME

Successful lease up to four best-in-class food and beverage tenants that satisfy the local population's immediate demand, while being well-situated to service the future growth in the area.

CASE STUDY



Berkey's Corner, Duncan, BC

Avison Young's Western Canada Retail Advisors identified the land and worked with the vendor and purchaser to complete an off-market sale transaction. During the due diligence period, Avison Young secured the 25,000-square-foot grocery anchor to ensure the viability of the project. Upon closing, we worked closely with the developer and their consultants to develop a site plan that optimizes efficiency while aligning with current and future market demand.

OUTCOME

Secured three tenants to anchor the centre which allowed for the development to proceed to construction. Construction has commenced on Phase 1 of the project with completion expected in late 2020.

SIZE

50,000 SQUARE FEET
5.62 ACRES

CASE STUDY



Self Esteem Brands

Avison Young's Western Canada Retail Advisors is excited to announce our new partnership with Self Esteem Brands. Self Esteem Brands is the parent company of Anytime Fitness (the world's #1 "Top Global" franchise) Waxing the City, Basecamp Fitness, and The Bar Method.

Anytime Fitness is open 24 hours a day, 365 days a year, the fastest-growing co-ed fitness franchise in the world with more than 4,700 gyms and more than 3 million members worldwide.

Fitness is one of the most active retail tenant categories in a rapidly evolving retail landscape. This partnership is an important step for Avison Young's Western Canada Retail Advisors to grow our health and wellness business line with best in class retailers.

OUTCOME

Avison Young is advising Self Esteem Brands and its franchise partners in BC and Alberta, with a focus on sourcing real estate opportunities in urban, suburban, secondary and tertiary markets. The desired size range for Anytime Fitness is 4,500 sf - 5,500 sf with proximity to 'every day needs' co-tenants are preferred.

TESTIMONIALS



ADAM CORRIN
CHIEF OPERATING OFFICE
FRESHII

“Jason Schouten and Mike Hodge have been instrumental in supporting the growth of Freshii throughout North America. We greatly appreciate their commitment to the Freshii brand over the past 10 years.”



JENNIFER PYPER
AREA DEVELOPMENT LEAD, WESTERN CANADA
TIM HORTONS

“Daniel and Connor are not only superior at what they do, they are also a pleasure to work with. They are dependable, hard working, and very passionate about doing the right thing for our brand and I am proud to have them represent us.”

CHARITIES



WHAT A DIFFERENCE A DAY MAKES

Avison Young's annual dAY of Giving, helps our community. Special thanks to our client, Freshii, for sponsoring our lunch for the day!



TIM HORTONS CHILDREN'S FOUNDATION BC GOLF TOURNAMENT

We had the pleasure of sponsoring and participating in the 15th Annual Tim Hortons Foundation

OUR TEAM'S HOLIDAY TRADITION

This year we teamed up with YWCA and sponsored three families in two different YWCA programs.



SUN LIFE RIDE TO DEFEAT DIABETES FOR JDRF

Another successful year of fundraising and participating in the Juvenile Diabetes Research Foundation ride for the cure.



THANK YOU