

553 QUEENSTW







11,646 SF OF STREET FRONT RETAIL IN THE HEART OF TORONTO'S QUEEN WEST RETAIL CORRIDOR

553 QUEEN ST W





# Introduction



**Colliers International** as exclusive agent is pleased to offer for sale 551-553 Queen Street West (the "Property"). Situated in the downtown Queen Street West neighbourhood ("Queen West"), the Property enjoys  $\pm 11,646$  gross square feet with approximately 25 feet of street level frontage in the heart of Toronto's Queen West retail corridor. With over 5,000 condo units in various stages of development, the Downtown West submarket is primed for continued trajectory and growth. 551-553 Queen Street West is perfect for the investor or user-buyer seeking a prominent foothold in one of the busiest retail districts, in the most populous city in Canada.





# Investment Highlights



## MARK-TO-MARKET RENT UPSIDE

*Current leases are well below market rent, delivering considerable upside*



## TRANSIT ORIENTED

*501 Queen streetcar is accessible 30 metres from the Property, the longest and second-busiest streetcar route in Toronto.*



## LOCAL PROXIMITY

*Convenient walking proximity to Liberty Village (2.4 km), the Financial District (2 km), Entertainment District (1.8 km), and Chinatown (0.8 km); the Property has a walk score of 98/100.*



## RETAIL HUB

*The Property is positioned at the centre of Toronto's prominent retail district, the Queen West neighbourhood.*



## FLEXIBLE VENDOR FINANCING AVAILABLE

*Potential for vendor take-back mortgage (VTB) to aid in re-lease up period.*

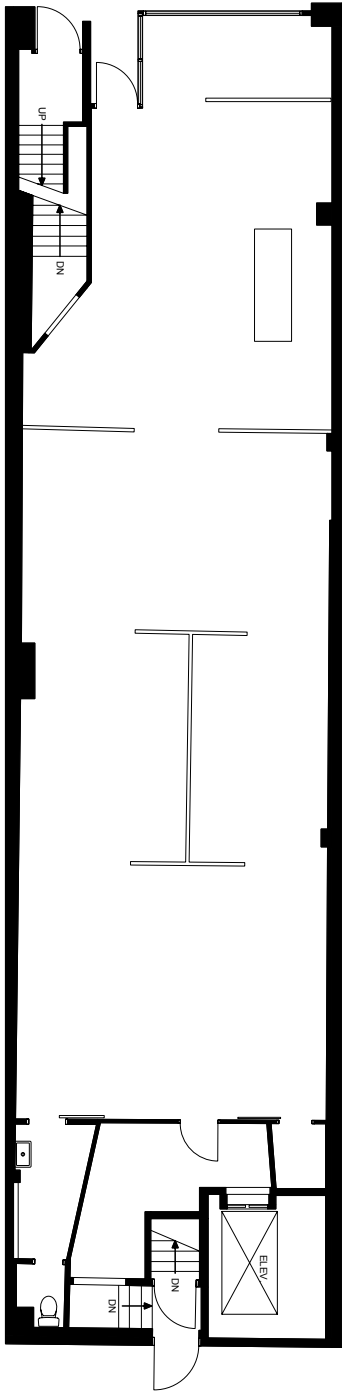


# Property Overview

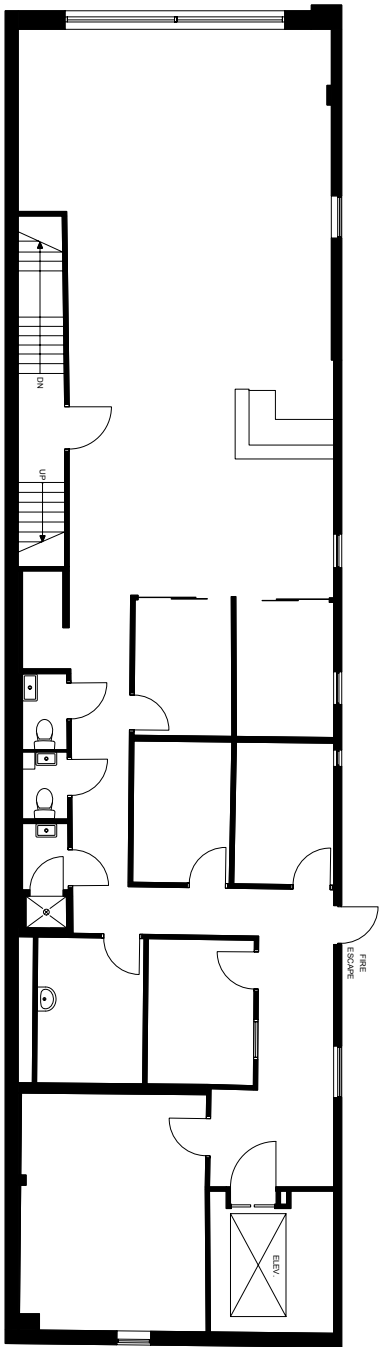


LOCATION	South side of Queen Street West approximately 100 metres East of Bathurst Street
ADDRESS	<b>551-553 QUEEN STREET WEST</b>
LAND AREA	± 2,450 SF
BUILDING SIZE	± 11,646 SF (± 9,322 SF Above Grade)
FLOORS (NET RENTABLE AREA)	4 (plus Basement)
1st (Ground) Floor	± 2,328 SF
2nd Floor	± 2,325 SF
3rd Floor	± 2,325 SF
4th Floor	± 2,345 SF
Basement	± 2,324 SF
FRONTAGE	± 25 FT
DEPTH	± 98 FT
OCCUPANCY	80%
LEGAL DESCRIPTION	PT LT 29 SEC C PL 135 TORONTO; CITY OF TORONTO
OFFICIAL PLAN	Mixed-Use Area
SECONDARY PLAN	Map 16 (King-Spadina) & Map 41 (Downtown Plan)
ZONING	CR 3.0 (C3.0; R3.0) SS2 (X2088)
TAXES (2020 ANNUALIZED)	\$76,390.14

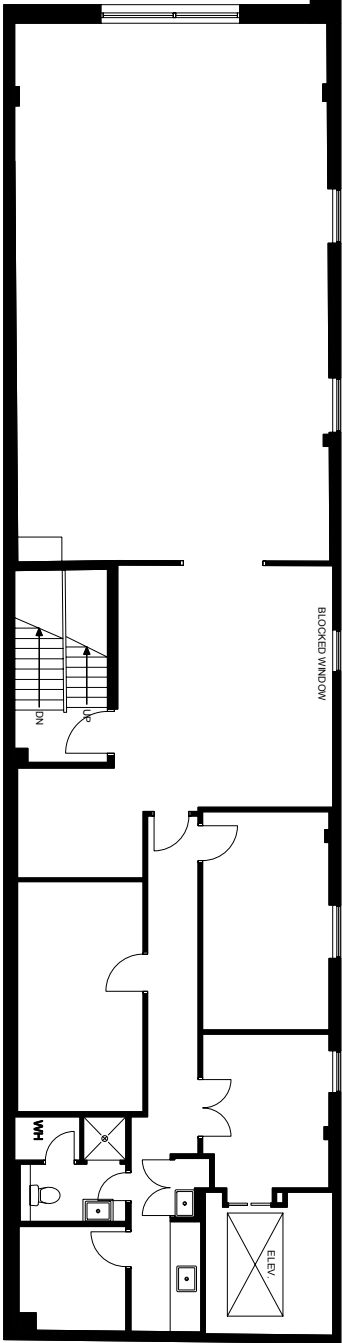




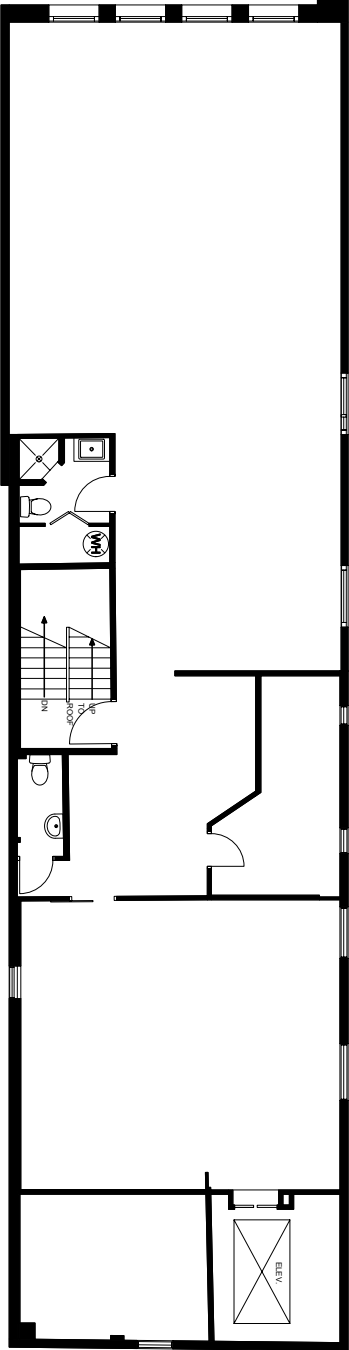
1st Floor (Ground Floor)



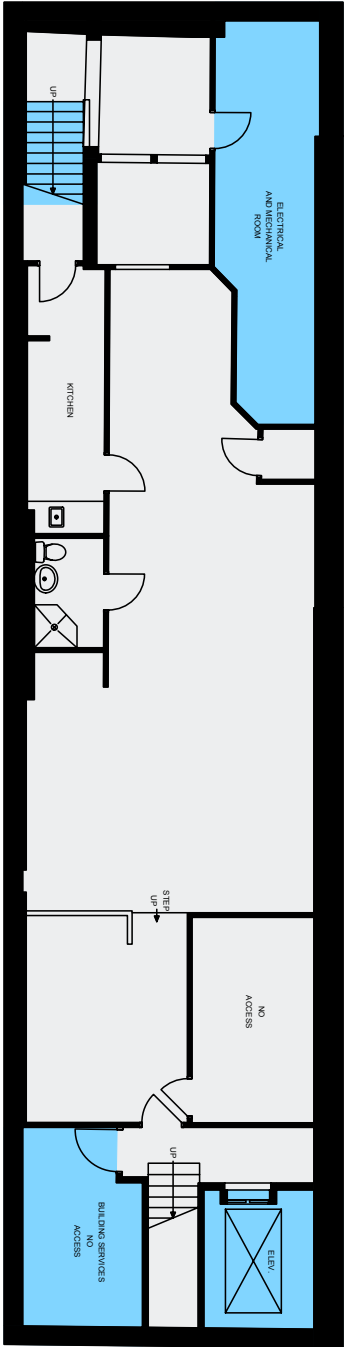
2nd Floor



3rd Floor

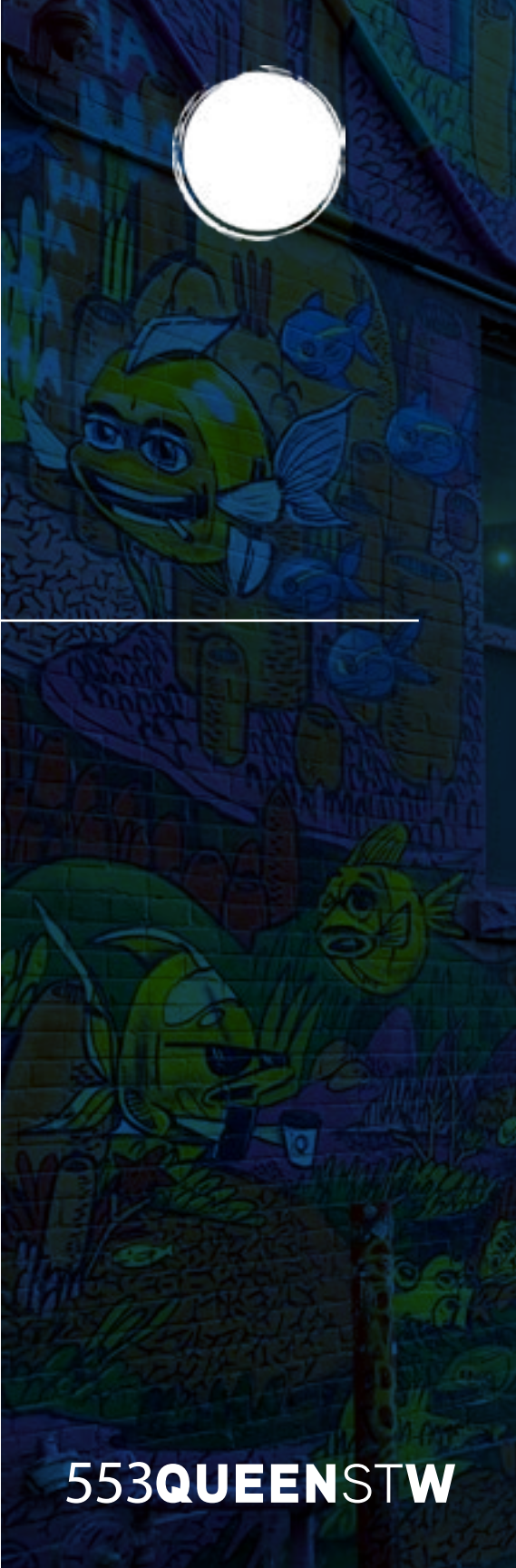


4th Floor



Basement

Common Areas





# Area Analysis

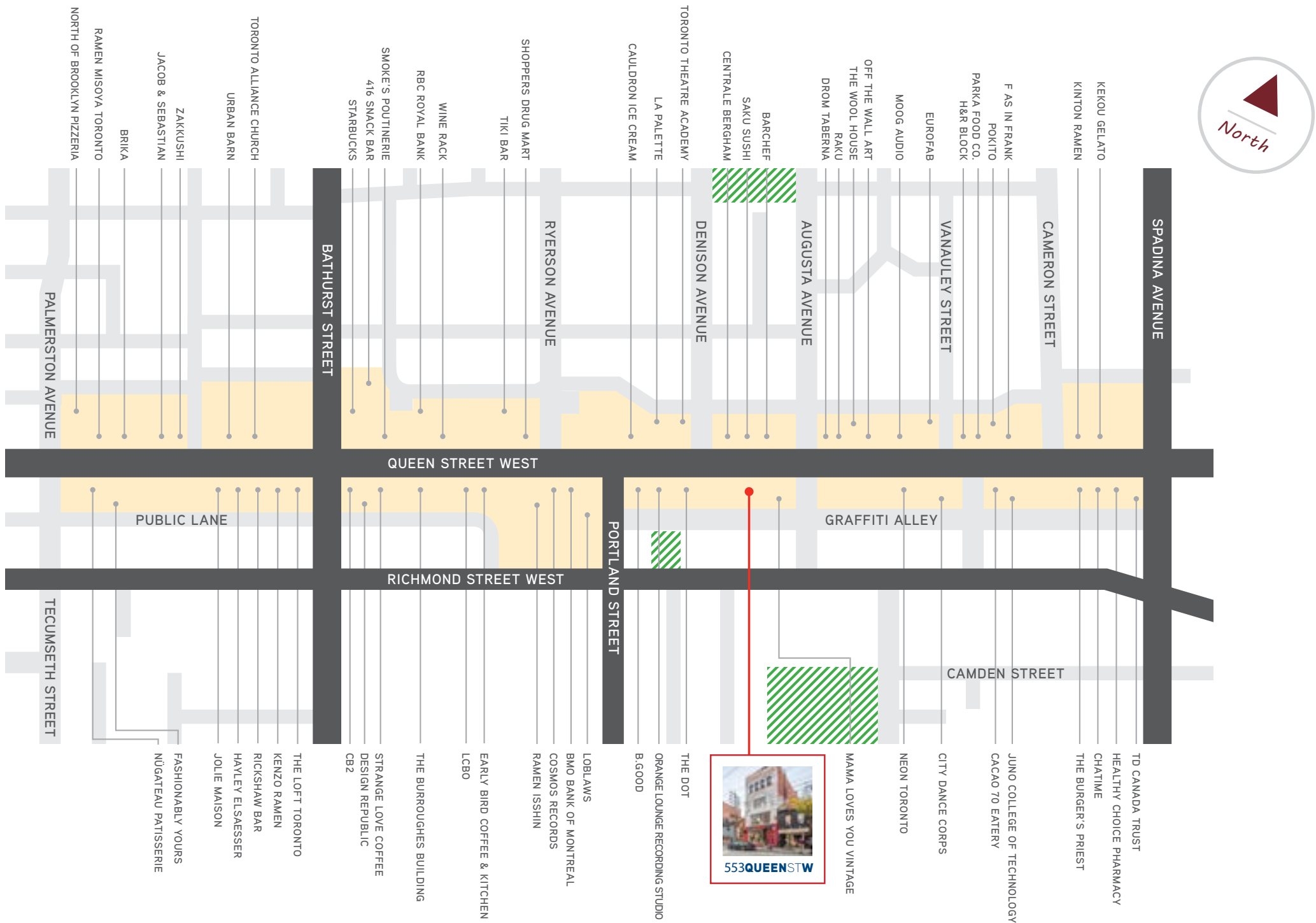
## *Toronto Retail Market and Economic Overview*

Located on Queen St. West between Simcoe and Bathurst streets in downtown Toronto, the Queen West area represents over 400 merchants, business owners and property owners. Over the past twenty-five years, Queen West has become an international arts centre and a tourist attraction in Toronto. It's a centre for Canadian broadcasting and home to a thriving fashion district, internationally renowned live music venues, and an array of restaurants and bars. The eastern part of Queen Street has become a major shopping district while the western half retains its unconventional roots. Arts meets commerce on vibrant Queen West, the historic area that spearheaded the growth in Toronto's cultural life in the 1980s and 1990s.





## Amenities

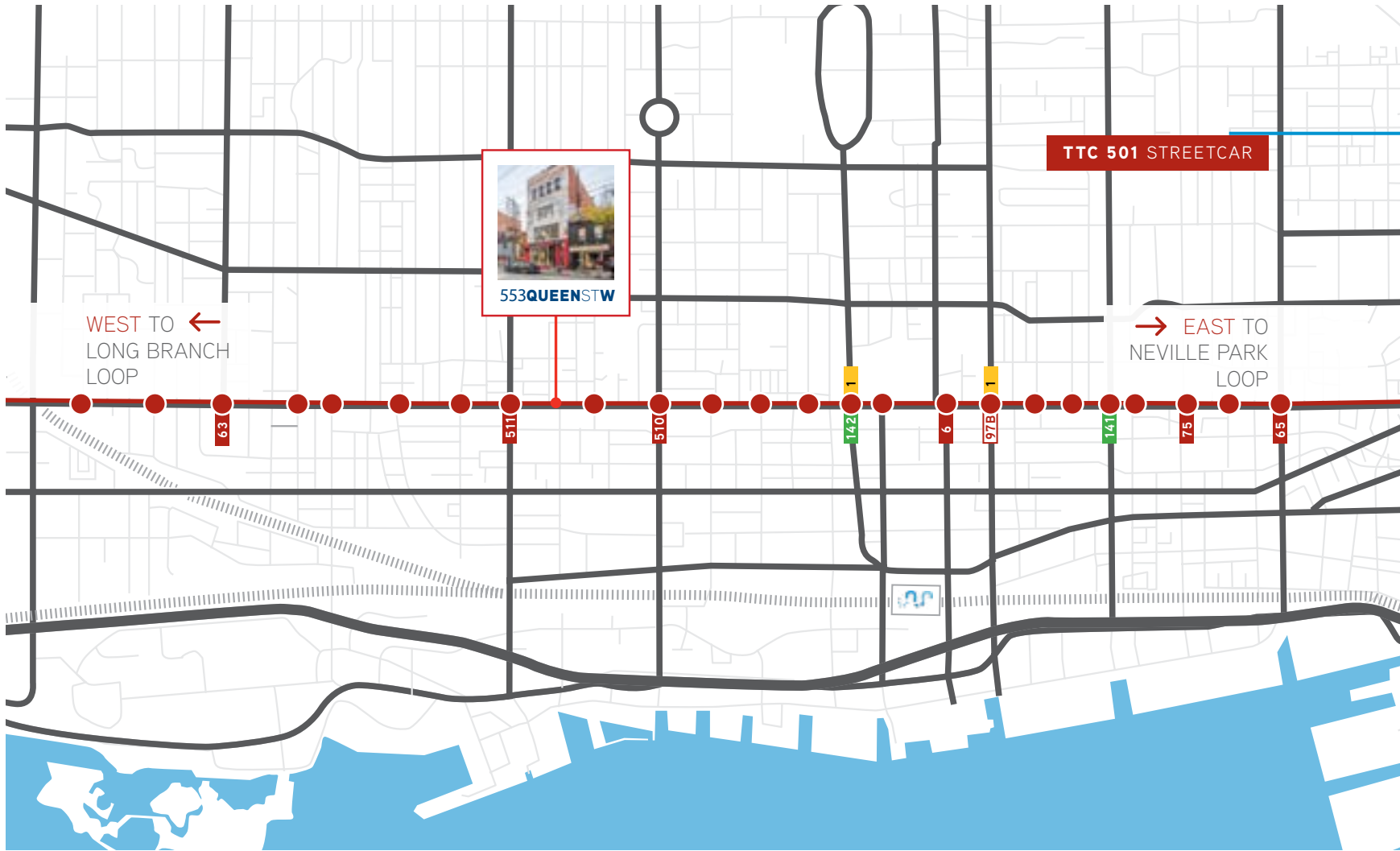


553QUEENSTW



# Transportation

As the city’s oldest and most extensive streetcar route, the 501 Queen line provides freedom of mobility to travel as far west as Etobicoke and as far east to The Beaches. The Property capitalizes on the consistent foot traffic, having the city’s second busiest route with over 55,000 daily users just steps from its front doors. Access to the entire metro Toronto area is further unparalleled with several transit options available heading northward and southward. With Union Station just over two kilometres from the Property, provides unparalleled access to the Union Pearson Express and GO Train services.



**CHINATOWN**  
(800M) 10 minute walk



**ENTERTAINMENT DISTRICT**  
(1.8 KM) 23 minute walk



**FINANCIAL DISTRICT**  
(2 KM) 26 minute walk



**LIBERTY VILLAGE**  
(2.4 KM) 30 minute walk

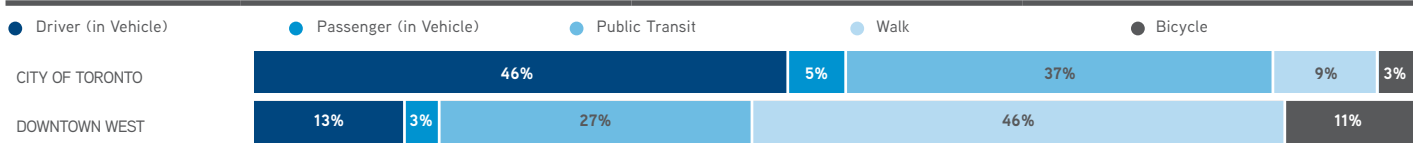
**553QUEENSTW**



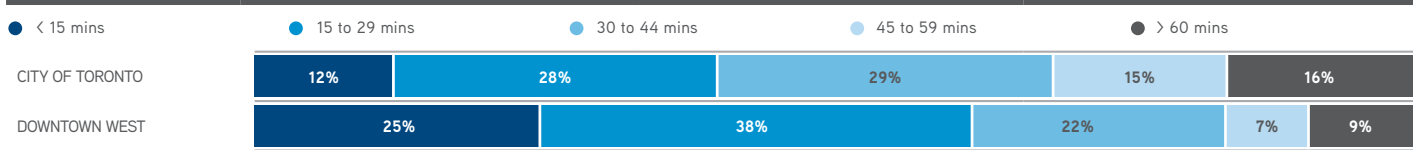
Demographics



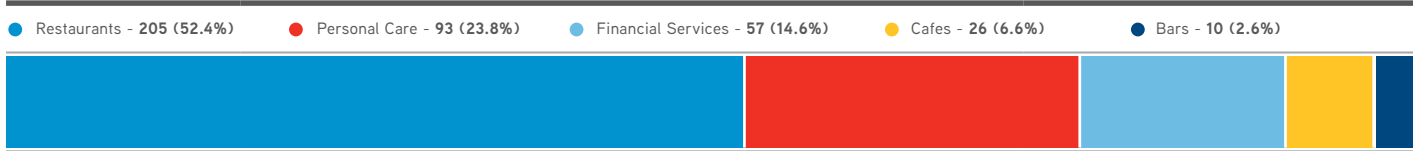
MAIN MODE OF COMMUTING TO WORK



COMMUTE TIME



RETAIL LANDSCAPE (TRADE AREA)



Source: Piipoint



The Downtown West region is dominated by Millennials (ages 22-37), with the region’s median age of 33 years compared to the city’s median age of 39 years. Due to the accessibility to the Downtown Core and the convenience of the TTC transit network, the Downtown West region remains one of the most desirable neighbourhoods to live in.





COMPARABLE RETAIL SALES TRANSACTIONS

ADDRESS	DATE OF SALE	PRICE	BUILDING SIZE (SF)	PRICE (PSF)	CAP RATE
488 Queen St W	10/7/2020	\$7,000,000	8,331	\$840	
442 Queen St W	8/31/2020	\$2,800,000	2,072	\$1,351	
699 Queen St W	7/2/2020	\$2,600,000	2,350	\$1,106	
365 Queen St W	6/30/2020	\$25,000,000	14,900	\$1,678	
518 Queen St W	5/27/2020	\$3,650,000	3,540	\$1,031	
518 Queen St W	5/27/2020	\$3,650,000	3,540	\$1,031	
623-625 Queen St W	3/31/2020	\$10,200,000	12,350	\$826	3.70%
326 Queen St W	3/23/2020	\$10,000,000	5,340	\$1,873	
221 & 223 Queen St W	1/15/2020	\$6,000,000	3,031	\$1,980	
312 Queen St W	8/1/2019	\$20,000,000	10,440	\$1,916	
1162 Queen St W	6/25/2019	\$3,300,000	2,844	\$1,160	
349 Queen St W	6/5/2019	\$13,250,000	10,666	\$1,242	4.10%
1154 Queen St W	5/7/2019	\$4,300,000	3,365	\$1,278	

COMPARABLE RETAIL LEASE TRANSACTIONS

ADDRESS	NET RENT (PSF)	TMI (PSF)	SF	ADDRESS	NET RENT (PSF)	TMI (PSF)	SF
202 Queen St W	\$64.56	\$17.58	1,549	693 Queen St W	\$66.00	\$21.00	2,000
202 Queen St W	\$58.00	\$17.50	4,647	700 Queen St W	\$70.00	\$10.00	2,388
231 Queen St W	\$132.00	\$20.55	800	710 Queen St W	\$65.00	\$17.22	1,600
254 Queen St W	\$110.00	\$16.00	2,423	760 Queen St W	\$81.60	\$18.00	1,000
315 Queen St W	\$120.00	\$21.50	1,766	768 Queen St W	\$70.00	\$25.09	1,100
326 Queen St W	\$110.00	\$4.87	5,340	791 Queen St W	\$69.52	\$21.86	725
342 Queen St W	\$100.00	\$16.00	3,611	791 Queen St W	\$69.52	\$21.86	725
393 Queen St W	\$129.89	\$52.00	1,141	811 Queen St W	\$80.00	\$25.60	750
456 Queen St W	\$65.00	\$23.06	1,146	874 Queen St W	\$60.00	\$12.00	1,500
458 Queen St W	\$65.00	\$19.79	2,387	988 Queen St W	\$56.50	\$22.15	850
482 Queen St W	\$70.00	\$18.80	1,710	1026 Queen St W	\$60.00	\$13.00	1,800
502 Queen St W	\$50.00	\$13.38	3,070	1092 Queen St W	\$65.00	\$12.00	
534 Queen St W	\$58.00	\$20.00	2,500	1114 Queen St W	\$58.00	\$12.30	683
550 Queen St W	\$55.00	\$21.00	2,800	1167 Queen St W	\$60.00	\$21.12	1,543
550 Queen St W	\$60.00	\$21.00	1,700	1255 Queen St W	\$40.00	\$15.00	4,900
560 Queen St W	\$50.00	\$17.58	2,731	1334 Queen St W	\$47.00	\$15.80	760
592 Queen St W	\$49.41	\$19.38	1,700	1398 Queen St W	\$52.50	\$22.50	800
616 Queen St W	\$86.00	\$23.56	976				

COMPARABLE RETAIL LEASE TRANSACTIONS SUMMARY

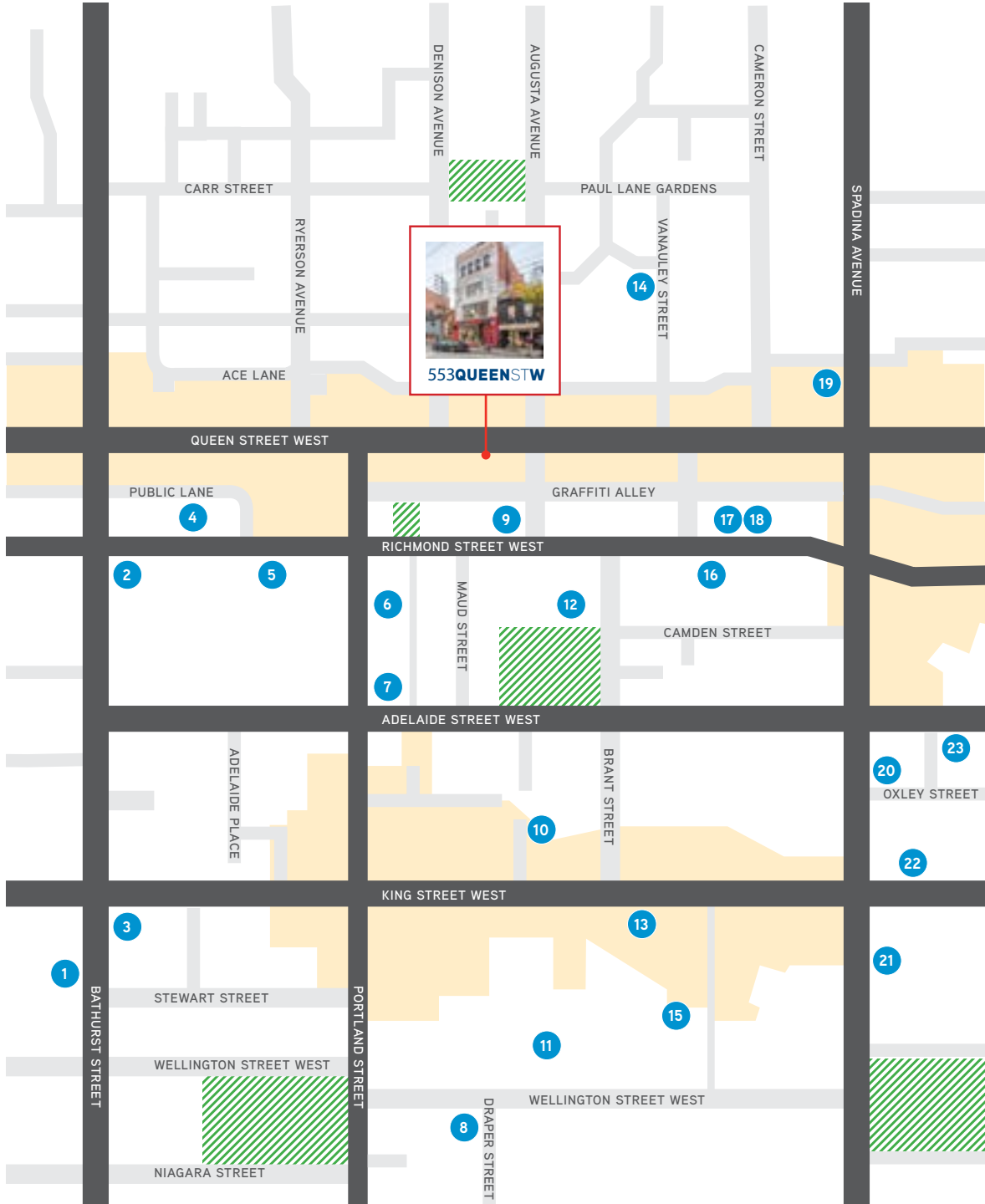
200-220 Queen Street W	Average: \$61.00	TMI: \$17.54
230-400 Queen St W	Average: \$117.00	TMI: \$16.00
450-600 Queen St W	Average: \$58.00	TMI: \$19.00
610-1100 Queen St W	Average: \$69.00	TMI: \$18.00
1100-1400 Queen St W	Average: \$51.00	Average TMI: \$17.00



Nearby Developments

ORDER	DEVELOPMENT	ADDRESS	STATUS	UNITS	FSI*	STOREYS	TYPE	DEVELOPER
1	64-86 Bathurst Street	86 Bathurst St	Pre-Construction	333	9.59	20	Rental	Hines
2	149 Bathurst Street	149 Bathurst St	Pre-Construction	88	7.30	16	Rental	Carlyle Communities, Centrestone Urban Dvpmt Inc.
3	663 King West	663 King St W	Pre-Construction	251	11.11	19	Condominium	Timbercreek Communities, Trinity Dvpmt Group Inc.
4	The Harlowe	610 Richmond St W	Complete	218	11.22	14	Condominium	Lamb Development Corp, Fortress Real Dvpmt
5	543 Richmond	543 Richmond St W	Pre-Construction	476	6.47	15	Condominium	Pemberton Group
6	135 Portland Street	135 Portland St	Pre-Construction	117	12.08	16	Condominium	Adi Development Group
7	123 Portland Street	502 Adelaide St W	Pre-Construction	118	10.50	14	Condominium	Minto Group
8	485 Wellington Street West	485 Wellington St W	Pre-Construction	117	7.77	14	Condominium	Lifetime Developments
9	Rush Condos	520 Richmond St W	Pre-Construction	125	10.79	15	Condominium	Alterra Group of Companies
10	544 King West	544 King St W	Pre-Construction	77	8.81	12	Condominium	Great Gulf
11	462 Wellington West	462 Wellington St W	Pre-Construction	131	10.34	17	Retirement	Verve Senior Living
12	Waterworks	505 Richmond St W	Construction	275	6.14	13	Condominium	MOD Developments Inc., Woodcliffe Properties
13	King Toronto	489-539 King St W	Pre-Construction	440	5.78	16	Condominium	Westbank Corp, Allied Properties REIT
14	SQ2 at Alexandra Park	Vanauley St	Construction	174	4.10	14	Condominium	Tridel
15	Wellington House	422 Wellington Ave W	Pre-Construction	104	6.67	17	Condominium	Lamb Development Corp
16	457 Richmond Street West	457 Richmond St W	Pre-Construction	139	11.52	19	Condominium	457 Richmond Street West Limited
17	The Woodsworth	452 Richmond St W	Construction	126	13.34	17	Condominium	Lamb Development Corp, Fortress Real Dvpmt
18	450 Richmond West	450 Richmond St W	Pre-Construction	111	14.02	19	Condominium	450 Richmond Street West Limited
19	170 Spadina	170 Spadina Ave	Pre-Construction	164	7.14	12	Condominium	Plaza
20	101 Spadina Avenue	101 Spadina Ave	Pre-Construction	-	-	47	Condominium	Devron Developments, Great Gulf
21	The Taylor	57 Spadina Ave	Construction	286	16.54	36	Condominium	Tricon House
22	Four Eleven King	411 King Street West	Pre-Construction	459	-	42	Condominium	Great Gulf, Terracap Management, Tridel
23	46 Charlotte	46 Charlotte St	Pre-Construction	216	26.10	41	Rental	Fortress Dvpmts, Cityzen Dvpmt Group

\* (PROPOSED/ACTUAL)



553QUEENSTW



# Offering Process

NAB INVESTMENTS LTD. (the “Vendor”) has retained Chris Luxton and Michael Carew of Colliers Macaulay Nicolls Inc., Brokerage (“Colliers” or “Advisor”), on an exclusive basis to arrange the sale of a 100% interest in the property located at 551-553 Queen Street West, Toronto, ON (the “Property”).

## SUBMISSION GUIDELINES

Interested parties are invited to submit their offers or letter of intent either electronically or in paper form at anytime. Following a review of the proposals, the Vendor may elect to negotiate with a single Purchaser or select a short-list of Purchasers. The Purchaser with the most attractive terms will be selected to negotiate a binding Agreement of Purchase and Sale.

Proposals and Offers will be evaluated on a number of factors, including, without limitation, the consideration offered, the method of payment of the consideration, the prospective investor’s ability to complete the transaction, and any conditions on closing.

The Vendor wishes to maximize value of the Property and will be receptive to various forms of proposals. Accordingly, the Vendor will consider a variety of approaches in selling the Property. More specifically, but without limiting other options, the Vendor may consider the following transaction structures and formats:

- All cash offers
- Multiple Offers – the purchaser may provide the Vendor with different transaction options to consider

In addition, proponents are encouraged to include as a minimum of their submission, the following information:

1. Purchase Price
2. Key Principals of the proponent company. Proponents should also provide an overview of their corporate structure and business history;
3. Number, timing and amount of deposits

4. Terms and conditions of closing, including whether financing will be a condition of closing;
5. Indication of the financial capability of the prospective purchaser;
6. Schedule of timing and events to complete closing.

## SALE CONDITIONS

The Property and any fixtures, chattels and equipment included with the Property are to be purchased on an “as is, where is” basis. There is no warranty, express or implied, as to title, description, condition, cost, size, quantity or quality thereof.

Any information related to the Property which has been or will be obtained from the Vendor, Colliers or any other person, has been prepared and provided solely for the convenience of the prospective purchaser. Neither the Vendor nor Colliers make any representation or warranty that such information is accurate or complete. Such information shall not form part of the terms of an Agreement of the Purchase and Sale, unless otherwise agreed in writing by the Vendor.

## MEMORANDUM CONTENTS

This Offering Memorandum (“OM”) is being delivered to prospective purchasers to assist them in deciding whether they wish to acquire the Property. This OM does not purport to be all inclusive or to contain all the information that a prospective purchaser may require in deciding whether or not to purchase the Property. This OM is for information and discussion purposes only and does not constitute an offer to sell or the solicitation of any offer to buy the Property. This OM provides selective information relating to certain physical, location and financial characteristics of the Property. The information on which this OM is based has been obtained from various sources considered reliable. Neither the Vendor nor Colliers make any representations, declarations or warranties, express or implied, as to the accuracy or completeness of the information or statements

contained herein or otherwise and such information or statements should not be relied upon by prospective purchasers without independent investigation and verification. The Vendor and Colliers expressly disclaim any and all liability for any errors or omissions in the OM or any other written or oral communication transmitted or made available to prospective purchasers. Prospective purchasers should conduct their own independent investigation and verification of the information provided herein, and should seek legal, accounting, tax and engineering advice as necessary.

If any information relating to the Property, in addition to the information provided in this OM, is provided at any time, orally or otherwise, by the Vendor or Colliers or anyone acting on their behalf, such information is provided as a convenience only without representation or warranty as to its accuracy or completeness and such information should not be relied upon by prospective purchasers without independent investigation and verification.

## CONFIDENTIALITY

By accepting this OM, prospective purchasers agree to hold and treat this OM and its contents in the strictest confidence. Prospective purchasers will not, directly or indirectly, disclose or communicate or permit anyone else to disclose or communicate this OM or any of its contents or any part thereof to any person, firm or entity without the prior written consent of the Vendor and Colliers. Prospective purchasers will not use or permit this OM to be used in any manner detrimental to the interests of the Vendor, Colliers or their affiliates or for any other purpose than a proposed purchase of the Property. The recipient of this OM agrees to provide Colliers with a list of those persons to whom the OM or any this OM or any information contained herein is provided. The terms and conditions in this Section with respect to confidentiality and the disclaimer contained under the heading “Memorandum Contents” will relate to all Sections of the OM as if stated independently therein.

## INDEMNIFICATION

In no event shall any prospective purchaser or any of its agents or contractors contact any governmental authorities concerning the Property, or make any physical inspection or testing of the Property, without the prior written consent of the Vendor or Colliers International.

At any time prior to the completion of the proposed transaction, the Vendor may request additional information from interested parties relevant to the transaction. The Vendor reserve the right to end the sale process or to cease discussions with any and all parties at any time without notice or liability.

## ADVISOR

All inquiries regarding the Offering or any information contained in this OM should be directed to the under-noted on behalf of the Vendor. The Advisor is acting solely as agent for the Vendor and not as agent for any purchaser. The Advisor is not authorized to make any representation or warranty on behalf of the Vendor or to bind the Vendor to any agreement.

**Colliers Macaulay Nicolls Inc.**  
181 Bay Street, Suite 1400  
Toronto, ON M5J 2V1

**Chris Luxton\***  
+1 416 791 7263  
chris.luxton@colliers.com

**Michael Carew\***  
+1 416 791 7265  
michael.carew@colliers.com

*\*Sales Representative*





### **Chris Luxton**

Associate Vice President | Sales Representative

+1 647 884 5449

[Chris.Luxton@colliers.com](mailto:Chris.Luxton@colliers.com)

### **Michael Carew**

Associate Vice President | Sales Representative

+1 416 791 7265

[Michael.Carew@colliers.com](mailto:Michael.Carew@colliers.com)

This document has been prepared by Colliers International for advertising and general information only. Colliers International makes no guarantees, representations or warranties of any kind, expressed or implied, regarding the information including, but not limited to, warranties of content, accuracy and reliability. Any interested party should undertake their own inquiries as to the accuracy of the information. Colliers International excludes unequivocally all inferred or implied terms, conditions and warranties arising out of this document and excludes all liability for loss and damages arising there from. This publication is the copyrighted property of Colliers International and /or its licensor(s). © 2020. All rights reserved. This communication is not intended to cause or induce breach of an existing listing agreement. Colliers Macaulay Nicolls Inc.



**553QUEENSTW**