



LIST PRICE
\$18,500,000

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FOR SALE

97 Street Kentwood Ford Site

40,620 SF Turn-key Dealership on 4.86 acres of High Exposure Land

13344 97 Street NW & 10010 132 Avenue NW, Edmonton, AB



Accelerating success.

Executive Summary

13344 97 Street NW & 10010 132 Avenue NW

Colliers is pleased to present for sale the Kentwood Ford property — a 4.86-acre, two-parcel automotive holding in the heart of north Edmonton's established dealership corridor. Offered at **\$18,500,000**, the property represents a rare opportunity to secure a turn-key, scaled, high-exposure automotive facility on 97 Street NW, one of the city's primary north-south arterials, together with a separately-titled parcel of mixed-use redevelopment land.

The 3.24-acre main site (13344 97 Street NW) is zoned CG and improved with a 40,620 SF full-service Ford dealership featuring a built-out new-vehicle showroom, 21 service hoists, drive-thru service reception, a dedicated auto body component, and extensive paved display and customer parking. Extensively renovated in 2012 at a cost of approximately \$4.1 million, the facility is move-in ready for an incoming automotive operator — a genuine plug-and-play opportunity. The vendor, a leading Canadian dealership group, is relocating only because it has outgrown the premises.

The 1.62-acre south parcel (10010 132 Avenue NW) is zoned Mixed Use (MU h16 f3.5 cf) and offers built-in redevelopment optionality — a clean, separately-titled infill site suited to a six-storey multi-family or mixed-use building in one of Edmonton's fastest-growing submarkets.

The property is offered as a single transaction at \$18,500,000 — comprising the main dealership site at \$375 per square foot and the excess MU land at \$2,000,000 per acre — pricing that is well supported by recent market transactions. While the vendor's preference is a single sale of the entire holding, offers on the south MU parcel alone will also be considered.



Investment Highlights

Turn-Key Automotive Flagship — Plug-and-Play

A fully operational dealership ready for immediate occupancy built-out new-vehicle showroom with vestibule and showroom towers, customer lounge, parts and service, 21 service hoists, drive-thru reception bays, and a dedicated auto body / collision shop. A 2012 renovation (~\$4.1M) delivered new cladding, HVAC, electrical and site upgrades. An incoming or growing auto group can simply move in and enjoy income on day one from a 21-hoist service department.

Unprecedented Scale & Exposure on the 97 Street Corridor

A 4.86-acre parcel on north Edmonton's core north-south corridor — a site of this size and quality rarely comes available on such a prime corridor. Anchored within an established automotive retail node the site enjoys frontage and multiple access points onto 97 Street, 134 Avenue, 101 Street and 132 Avenue, ~29,500 vehicles/day on 97 Street, and direct connectivity to Yellowhead Trail (Hwy 16).

Two-Parcel Flexibility

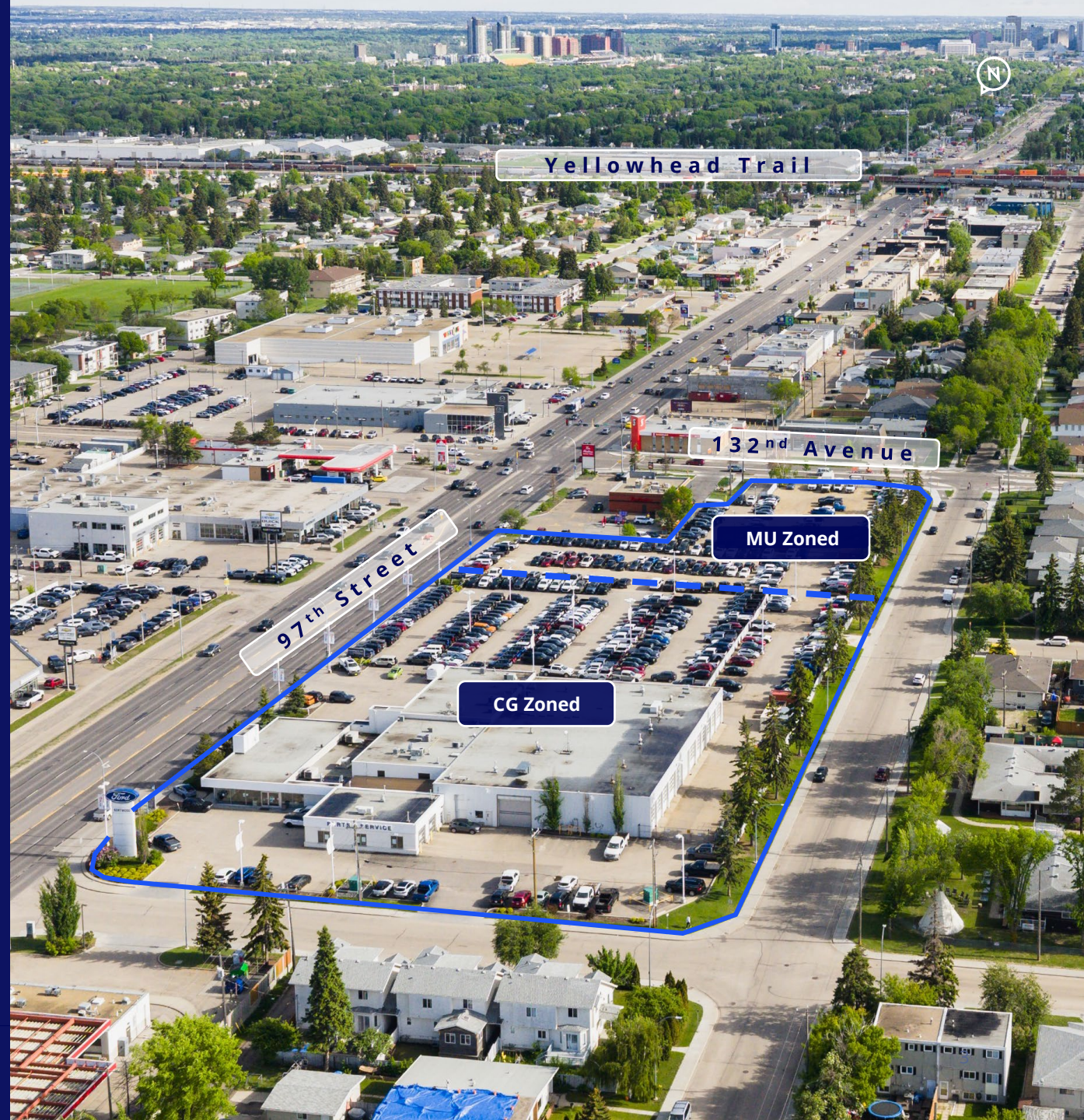
Two separately-titled parcels: the 3.24-acre CG main dealership site and the 1.62-acre MU south parcel provides rare optionality for future redevelopment potential.

Built-In Redevelopment Upside

Beyond automotive reuse, CG zoning accommodates large-format and specialty retail, institutional and community uses (private school, place of worship, cultural or health services), and self-storage. With the south 1.62 acre parcel zoned MU, a master-planned minded developer can place high-density residential on part of the site and reposition the balance.

Flexible Possession

The vendor is relocating and can accommodate flexible possession, including a potential short-term arrangement depending on price, buyer and structure.



Property Details

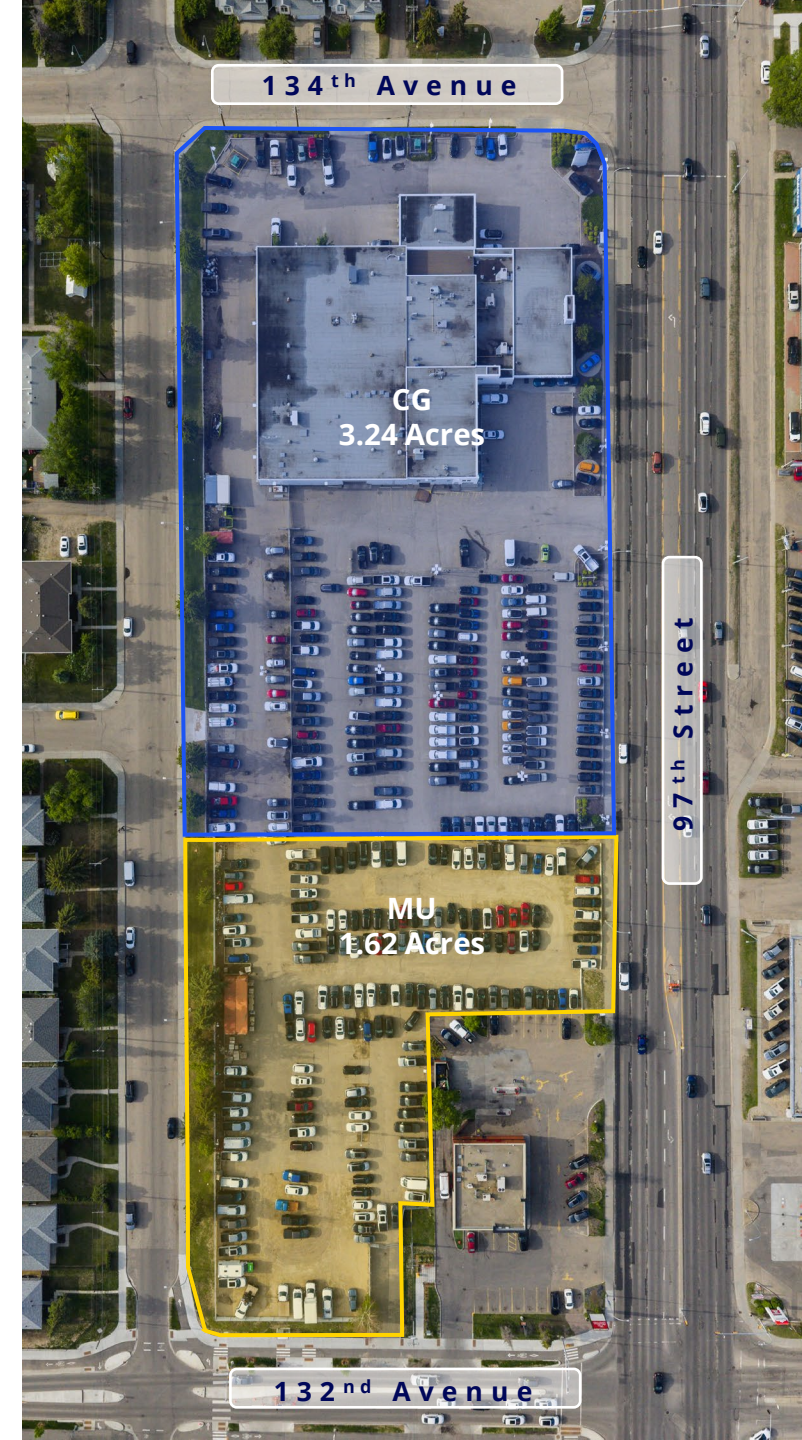
Overview

Civic Address	13344 97 Street NW (Main Site) & 10010 132 Avenue NW (Excess Land) Edmonton, AB
Legal Description	Plan 300RS, Block 12, Lot A (Main) & Lot B (Excess Land)
Neighborhood	Rosslyn (North-Central Edmonton)
Site Area	4.86 Acres — Main Site 3.24 ac + Excess Land 1.62 ac
Frontage	97 Street NW, 134 Avenue NW, 101 Street NW & 132 Avenue NW
Zoning	Main Site: CG – General Commercial Excess Land: MU – Mixed Use (h16 f3.5 cf)
Services	Full municipal standard
2024 Property Taxes	~\$146,103 combined (\$127,843 main site + \$18,260 excess land)

List Price **\$18,500,000 (Main Site @ \$375/SF + Excess Land @ \$2,000,000/acre)**

Existing Improvements

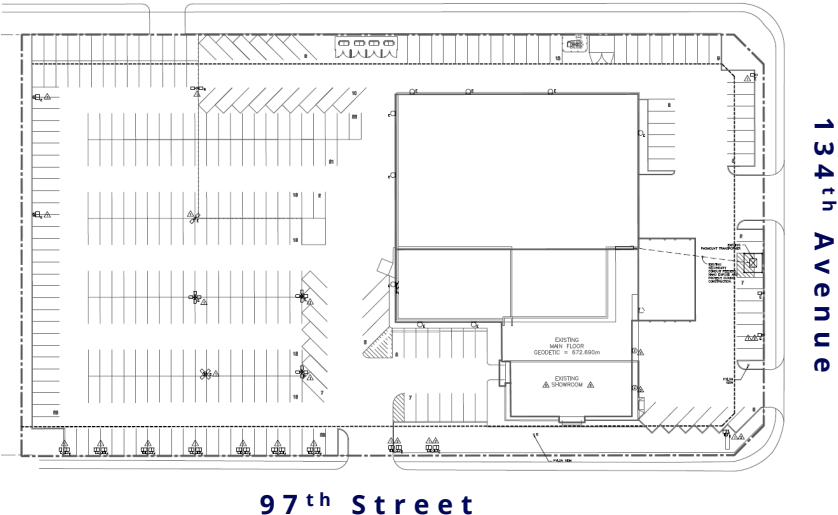
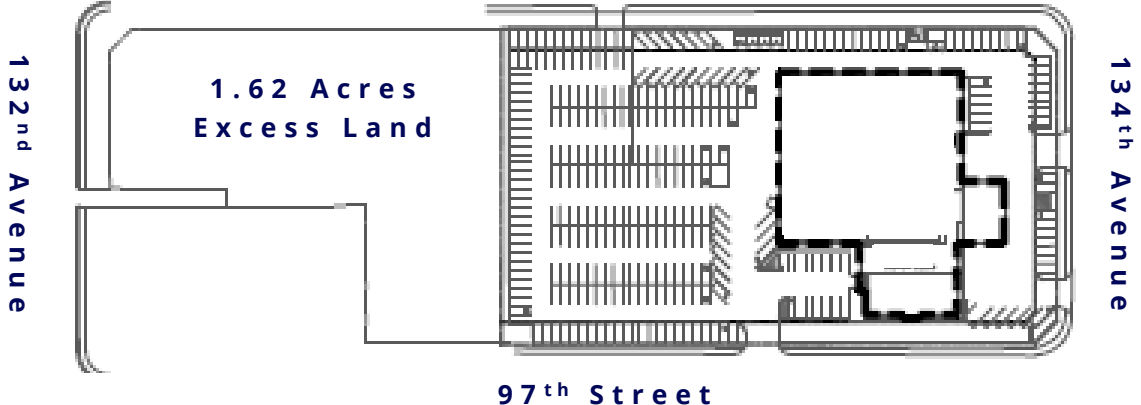
Building Type	Full-service automotive sales & service dealership
Gross Building Area	40,620 SF — Main Floor 32,684 SF + Mezzanine 7,936 SF
Year Built / Renovated	1974; extensively renovated 2012 (~\$4.1M)
Service Department	21 service hoists, drive-thru service reception bays, dedicated auto body / collision component
Showroom & Front	Built-out new-vehicle showroom, entrance vestibule & showroom towers, customer lounge, parts & service
Mezzanine	7,936 SF — additional offices, employee lunchroom & storage
Construction	Concrete block (showroom/office) + metal frame (service shop); flat metal roof deck
Exterior	Commercial glazing, EIFS & aluminum composite panels (front); corrugated metal siding (service shop)
Mechanical	Rooftop HVAC (showroom/office); ceiling-mounted radiant heat (service shop)
Site Coverage	~23% on the 3.24-acre main site
Parking & Site	Paved surface parking & vehicle display pads, perimeter fencing, LED site lighting, pylon signage





Site Plan

13344 97 Street NW & 10010 132 Avenue NW



Location Overview

Downtown

Yellowhead Trail



132nd Avenue

97th Street

The property occupies a prominent position on 97 Street NW in north-central Edmonton's Rosslyn neighborhood — a major north-south arterial within an established automotive and large-format retail corridor anchored by Northgate Centre.

Location Highlights

Core North-South Corridor

97 Street NW carries roughly 29,500 vehicles per day past the site and links directly to Yellowhead Trail (Hwy 16), providing fast connectivity across the city and region. The corner / multi-frontage configuration delivers exceptional visibility and ingress-egress.

Established Automotive & Retail Node

The site sits within a long-standing concentration of automotive dealerships and service uses along 97 Street, creating a destination draw for consumers. Surrounding amenities include Northgate Centre, Northgate Chevrolet Buick GMC, Landmark Mazda and a range of national retail and service tenants.

Large, Growing & Diverse Trade Area

The immediate trade area — Rosslyn, Griesbach and Lauderdale — is home to a large and growing population in excess of 13,000 residents, blending affluent younger households in master-planned Griesbach with established communities in Rosslyn and Lauderdale. The area's strong cultural diversity underpins genuine demand for specialty and ethnic retail, while record regional population growth supports new multi-family development.

Location Overview

Expanding Retail Corridor

Positioned at the high-exposure corner of 97 Street and 134 Avenue in the established Rosslyn neighborhood, the area has undergone substantial revitalization, evolving into a vibrant urban node anchored by a growing concentration of high-density multi-family developments and supported by complementary commercial uses, including automotive dealerships, educational institutions, and diverse retail offerings. Proximity to key amenities such as Northgate Shopping Centre drives consistent consumer activity, underpinned by a robust daytime population exceeding 67,000 within a 3 km radius. The site is a five-minute drive from Northgate Transit Centre.

Population
(2025)
78,983

Projected
Population
(2030)
84,533

Median Age
39.5

HH Average
Income
\$91,410

*Within 3km radius**

Shopping

- 1 Griesbach Village
- 2 North Town Centre
- 3 T&T Supermarket
- 4 Northgate Shopping Mall
- 5 Rosslyn Shopping Centre

Personal Services

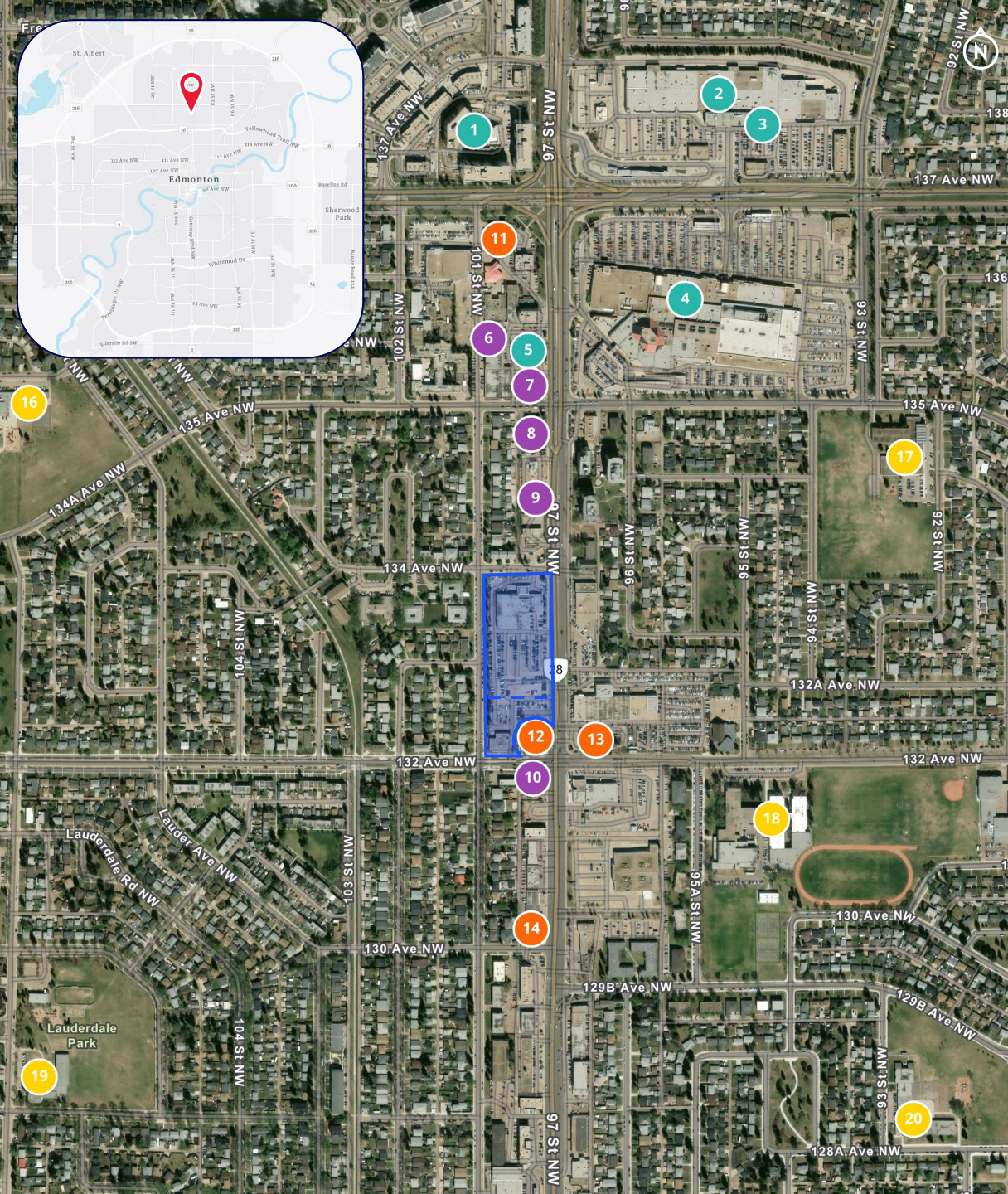
- 6 Rosslyn Vet Clinic
- 7 Rosslyn Medical Office
- 8 Fountain Tire
- 9 7/11 & Esso Gas Station
- 10 Scotiabank

Dining & Cafes

- 11 Boston Pizza
- 12 Tim Hortons
- 13 KFC
- 14 Starbucks Drive-Thru
- 15 Canadian Brewhouse

Institutions

- 16 Scott Robertson School
- 17 Glengarry School
- 18 Queen Elizabeth School
- 19 Lauderdale School
- 20 Mee-Yah-Noh School



Zoning Analysis

The subject property is already favorably zoned for its highest-and-best uses — no rezoning is required. The two parcels carry complementary designations under City of Edmonton Zoning Bylaw 20001: the main site is General Commercial (CG) and the excess land is Mixed Use (MU h16 f3.5 cf). Both zones permit a maximum height of 16 meters and a Floor Area Ratio (FAR) of 3.5.

Main Site (13344 97 Street NW): CG — General Commercial Zone

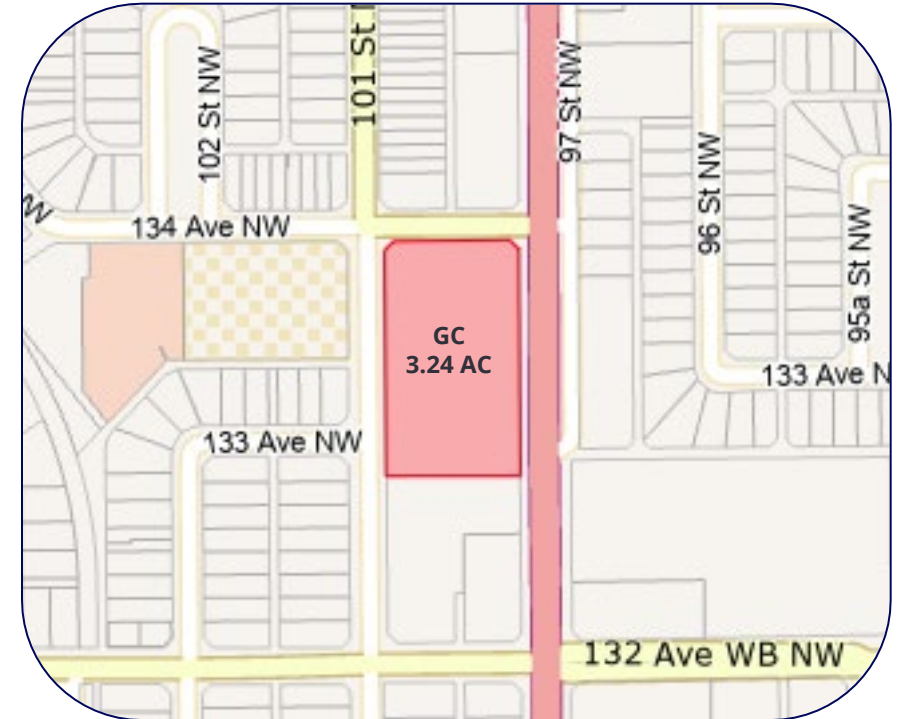
The CG zone provides for a broad range of commercial businesses on larger sites with good visibility along major roadways — a direct match for the subject's 97 Street frontage and its established automotive use. Critically, the dealership operates as a permitted use (Vehicle Support Service), and the zone also accommodates large-format and specialty retail, institutional, community and self-storage uses as-of-right.

Key Permitted Uses Under CG:

Commercial	Vehicle Support Service, Indoor Sales & Service, Outdoor Sales & Service, Office, Health Service, Food & Drink Service, Hotel, Major & Minor Indoor Entertainment, Liquor Store, Cannabis Retail Store, Standalone Parking Facility
Residential	Multi-unit Housing, Supportive Housing, Lodging House
Community	Child Care Service, Community Service, Library, Park, School, Special Event
Basic Service	Health Care Facility, Emergency Service, Recycling Drop-off Centre, Transit Facility
Industrial	Indoor Self Storage

CG Development Regulations:

Max Height	16.0 m
Max FAR	3.5



CG is the natural fit for the property's highest-and-best use — a turn-key automotive operation — while preserving full flexibility for a large-format or specialty retailer, institutional / community user, or self-storage operator without any entitlement process.

Zoning Analysis

Excess Land (10010 132 Avenue NW): MU — Mixed Use Zone (h16 f3.5 cf)

The MU zone allows for varying scales of mixed-use development in nodes and corridors. The site-specific modifiers permit buildings up to 16 metres in height, a FAR of 3.5, and require commercial frontage at ground level (the 'cf' modifier). A full residential range is permitted alongside commercial, community and institutional uses.

Key Permitted Uses Under MU:

Residential	Multi-unit Housing, Row Housing, Secondary Suites, Supportive Housing, Lodging House
Commercial	Indoor Sales & Service, Food & Drink Service, Office, Health Service, Hotel, Bar, Liquor Store, Cannabis Retail Store, Major & Minor Indoor Entertainment
Community	Child Care Service, Community Service, Library, Park, School, Special Event
Basic Service	Health Care Facility, Emergency Service, Recycling Drop-off Centre, Transit Facility
Industrial	Indoor Self Storage

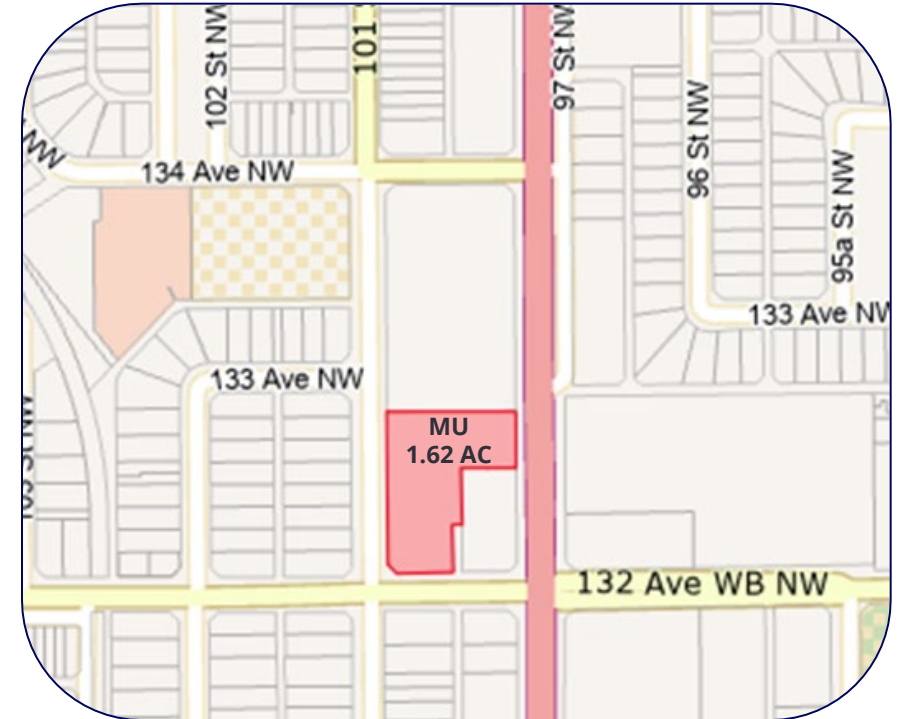
MU Development Regulations (h16 f3.5 cf):

Max Height	16.0 m
Max FAR	3.5

Development Potential — South Parcel

At 1.62 acres (70,567 SF), the MU zoning supports a four-storey (up to 16m) mid-rise multi-family or mixed-use building with ground-floor commercial fronting 132 Avenue and 101 Street. With residential floor area potentially excluded from the 3.5 FAR cap under the City's inclusivity provisions, the parcel can realistically accommodate a purpose-built rental or condominium building of conservatively 150 or more units over an active commercial base — a scale and format directly validated by the recent mid-rise communities delivered nearby in Griesbach (e.g., The Legacy and Cadence).

This is built-in redevelopment upside that can be phased or unlocked over time. It is a clean, separately-titled, ready-to-build infill parcel — fully zoned and serviced — in one of Edmonton's fastest-growing and most under-supplied rental submarkets. The south parcel adds a second, independent value driver to an already-compelling automotive opportunity.





Exterior Service Bays



Business Front

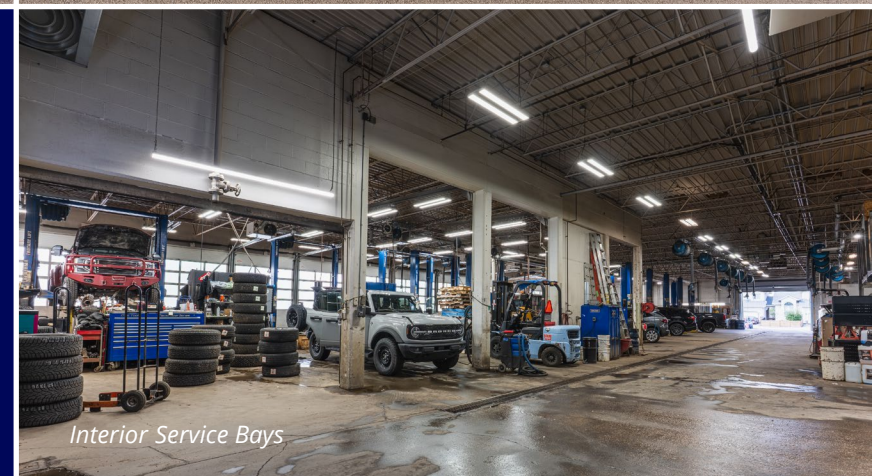


Exterior Service Bays

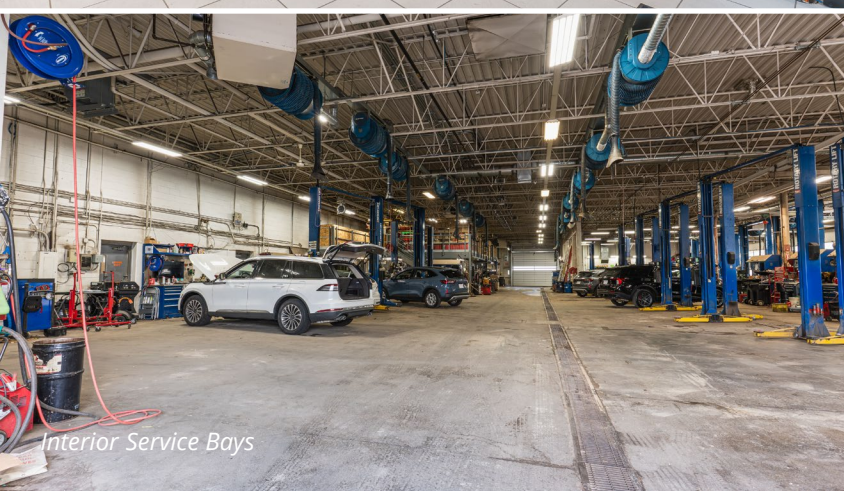


Show Room

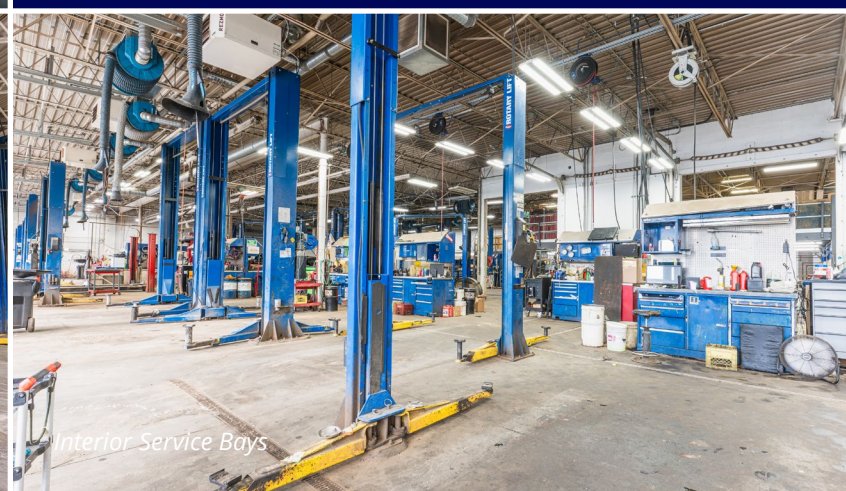
Property Photos



Interior Service Bays



Interior Service Bays



Interior Service Bays



Interior Service Bays

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