



Brunswick Medical Centre

953-981 Saint-Jean Boulevard, Pointe-Claire

Unique opportunity to acquire Québec's largest
medical centre, in Montréal's West Island

AVISON
YOUNG

Executive Summary

Avison Young (the “Advisor”) is pleased to offer for sale a 100% freehold interest in one of Québec’s most important medical complexes, located at 953-981 Saint-Jean Boulevard, in Pointe-Claire (the “Centre”, “953-981 St-Jean”, or the “Property”).

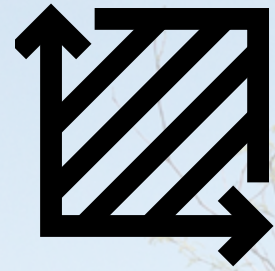
The Centre is a prime, transit-oriented medical complex totalling 119,561 square feet, comprising a shared ground-floor podium with two 4-storey towers located on a 118,078-square foot site. The Property is exceptionally located in the heart of Pointe-Claire’s downtown core, at the intersection of Saint-Jean Boulevard and Highway 10 and directly across the street from the CF Fairview Mall.

Modern and nearly entirely renovated, the Property is one of the few full-service medical centres in the entire West Island of Montréal. It is anchored by ELNA Medical, which represents 64.0% of the Property’s revenues, and features a weighted average lease term of 8.3 years. The Property is 95.3% leased.

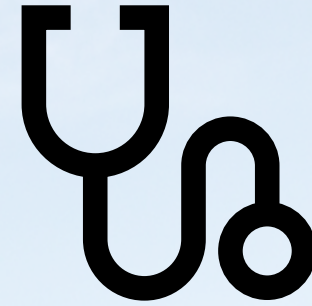
Investors thus have the opportunity to acquire a core medical office complex, strategically located in a fast-developing area, offering prime accessibility, modern infrastructure, and a robust tenant mix.



We are pleased to offer for sale the largest medical complex in the province, located in Montréal’s thriving West Island market



119,561 SF
Building size



ELNA MEDICAL
Anchor tenant



95.3% LEASED
to renowned medical tenants



\$38.7M
in capital expenditures



**LARGEST MEDICAL
COMPLEX**
in Québec



8.3 YEARS
WALT

Investment Highlights

RARE OPPORTUNITY TO ACQUIRE QUÉBEC'S PREMIER MEDICAL CENTRE

The Centre, located at 953-981 Saint-Jean Boulevard, Pointe-Claire, is the largest medical complex in Québec. It comprises two 4-storey towers with a total of 119,561 square feet of medical and retail space, located on a 118,078-square foot site.

The Centre receives over 300,000 patient visits per year, where over 250 healthcare professionals work, and offers more than 30 different clinical services, including family medicine, emergency care and a range of medical specialties such as paediatrics, cardiology, psychiatry, gynaecology/obstetrics, and dermatology.

In 2024, ELNA Medical purchased the anchor tenants' shares and now represents 64.0% of the Property's revenues.

NEARLY FULLY RENOVATED INFRASTRUCTURE WITH MODERN AMENITIES

The Property was built in 1986, with its first tower fully renovated in 2018 and its second tower expansion completed in 2019. The Property has received significant capital investments. Improvements include a brand-new underground parking, a fully renovated lobby, new elevators, and a redone façade.

Employees enjoy access to a fitness centre and a rooftop terrasse, while patrons can access a wide range of ancillary services, including a Jean-Coutu Pharmacy, a Starbucks café (currently vacant), and a Caisse Populaire Desjardins Bank.





Investment Highlights

STRONG AND DIVERSIFIED TENANCY PROFILE ANCHORED BY ELNA MEDICAL

Tenants include established medical brands, such as Lobe and Medicus, with ELNA occupying 64.0% of the Property.

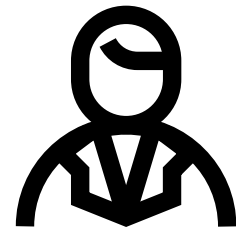
The Property has an occupancy rate of 95.3% with a weighted average lease term (WALT) of 8.3 years, while tenants have occupied the site for an average of 5.5 years. The existing vacancy offers investors the possibility to lease up the vacant units and increase revenues.

TOP 5 TENANTS

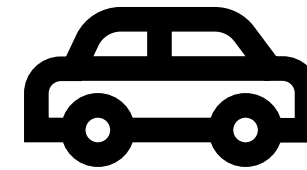
% OF REVENUES

ELNA	64.0%
CAISSE DESJARDINS	5.0%
VIAMEDICA IMAGING SERVICES	4.6%
PHARMACIE JEAN COUTU	3.3%
RADIOLOGIE BRUNSWICK	3.2%

Investment Highlights



239,456
West Island
population



127,000
cars drive in the
area daily

STRONG MARKET DEMOGRAPHICS THAT WILL SUPPORT DEMAND FOR MEDICAL SERVICES

The West Island has a population of 239,456 residents with an average household income of \$136,207 and a median age of 45.5 years. 51% of the population is over 45 years old, indicating a growing need for high-quality healthcare services.

The Property is one of only three fully integrated medical services complexes in the West Island, and its most central: it is ideally located less than 10 minutes from Lakeshore Hospital.

EXCEPTIONAL ACCESSIBILITY AND CONNECTIVITY NEAR HIGHWAY 40

The Property is easily reachable via Saint-Jean Boulevard and Highway 40, via the Exit 52 off-ramp, and benefits from its location at a traffic-lighted intersection.

The upcoming Fairview–Pointe-Claire REM station will be just 1.5 km away, while the Fairview bus terminal, located right across the street, provides additional public transit options.





Contact Us

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Confidentiality Agreement

TO: AVISON YOUNG COMMERCIAL REAL ESTATE SERVICES, LP (“AVISON YOUNG”)
AND TO: IMMEUBLE DMSC INC. (“VENDOR”)
RE: CONFIDENTIALITY AGREEMENT – 953-981 SAINT-JEAN BOULEVARD, POINTE-CLAIRE (“PROPERTY”)

We have been advised that Avison Young has been retained by the Vendor as its exclusive agent to arrange a sale of the Property. The Vendor has requested that all interested parties should direct all inquiries and communications through Avison Young only. We have requested that you furnish us with certain information concerning the Property. This information may include, without limitation, (i) an offering memorandum or materials, (ii) various other documents and data concerning the Property whether delivered in writing, orally, or through authorized access to a designated due diligence extranet site, and (iii) any work product developed from any of the foregoing (collectively, “Evaluation Material”). We acknowledge and agree that the Evaluation Material will be furnished to us only on the condition that we agree to treat the Evaluation Material in strict confidence in accordance with the following terms and conditions (the “Agreement”):

1. This Agreement shall terminate upon the date which is two (2) years after the date hereof. All Evaluation Material relating to the Property which may be furnished to any Recipient (as hereinafter defined) under this Agreement shall continue to be the Property of the Vendor and/or Avison Young, as the case may be. The Evaluation Material will be used by the Recipient solely for the purpose of evaluating the possible acquisition of the Property and will not be used in any manner detrimental or adverse to Vendor, the Property, the manager(s) of the Property or any partner, fellow member or lender of any Vendor or manager(s) of the Property. As soon as reasonably possible upon Vendor’s or Avison Young’s request or upon the termination of our Agreement, we will return to Vendor or Avison Young, as applicable, or, to the extent permitted

by law, destroy, all Evaluation Material and any other written material containing or reflecting any of the Evaluation Material that has been provided to or created by us, and will not retain any copies, extracts, or other reproductions in whole or in part of such written materials.

2. We agree to keep all Evaluation Material strictly confidential and shall not disclose the contents thereof to any person without both Avison Young’s and Vendor’s prior written consent; provided, however, that the Evaluation Material may be disclosed to our key employees, and the Recipient’s outside counsel, accountants, and institutional lenders where applicable, acting on behalf of Recipient on a strictly “need to know” basis, and solely for the purposes set forth herein. We, together with any person to whom we disclose all or any portion of the Evaluation Material, pursuant to the terms hereof, are referred to herein individually and collectively as “Recipient(s).” Any Recipient other than us receiving Evaluation Material shall, prior to receiving such Evaluation Material from us, be informed of the confidential nature of such Evaluation Material and the terms of this Agreement and directed not to disclose the Evaluation Material to any third party. We agree that we will be responsible for any breach of the terms and conditions set forth in this Agreement by a party to whom we have disclosed the Evaluation Material. We will immediately notify Avison Young and Vendor in writing of any breach of this Agreement by any Recipient which may come to our attention. In addition, the Recipients will not disclose to any person, unless otherwise required by subpoena or mandated by law, (i) the fact that the Evaluation Material has been made available

to it or that it has inspected any portion of the Evaluation Material; (ii) the fact that any discussions or negotiations are taking place concerning the proposed transaction regarding the Property; or (iii) any of the terms, conditions or other facts pertaining to the proposed transaction regarding the Property, including the status thereof. The provisions of this Paragraph 2 shall not apply to information (i) which is or becomes subject to a properly issued subpoena by a court of competent jurisdiction, or (ii) is generally available to the public other than as a result of a breach of this Agreement; provided, however in any of the foregoing instances, we agree to promptly notify Vendor of such required disclosure and when reasonably possible with sufficient advance notice to permit Vendor to seek a protective order or to take other appropriate action to waive compliance.

3. We acknowledge and agree that neither Vendor nor Avison Young nor any director, officer, employee, partner, member, agent, counsel, or representative of Vendor or Avison Young, including without limitation any lawyer, asset manager, management company, appraiser or engineer retained by Vendor or Avison Young (collectively, the “Owner Representatives”) make any representation or warranty whatsoever as to the accuracy or completeness of the Evaluation Material. Any financial information and/or projections contained in the Evaluation Material represent estimates based on assumptions believed to be reasonable under the circumstances, although they have not been independently verified, and no representation or warranty of any kind whatsoever (including, but not limited to, reasonableness, accuracy, or completeness) is made by Vendor,

Avison Young or the Owner Representatives. Avison Young and Vendor expressly disclaim any and all liability for representations or warranties, express or implied, regarding the Evaluation Material or that actual results will conform to projections in the Evaluation Material; and we agree that neither Avison Young nor Vendor nor the Owner Representatives shall have any liability to us or to any Recipient resulting from our or their use or reliance upon the Evaluation Material, whether or not a purchase of the Property is consummated. We represent that we will conduct our own independent investigations for all those matters which we deem necessary or appropriate to evaluate any proposed transaction involving the Property. In the event that Vendor and we enter into a definitive agreement for the purchase and sale of the Property, the provisions of this Section 3 are subject to the terms of such definitive agreement concerning the Evaluation Material.

4. We agree to be responsible for the payment of any fee, commission, or other compensation payable to any broker, finder or agent who alleges it has dealt with or through us, other than Avison Young, and Avison Young shall have no obligations to share any part of its commission with any broker, agent, finder or any other person or entity who has dealt with or through us. We hereby agree to indemnify, defend, and hold Vendor and Avison Young harmless from and against any and all claims, damages, losses and liabilities (including reasonable legal fees and disbursements) in this regard.

Confidentiality Agreement

TO: AVISON YOUNG COMMERCIAL REAL ESTATE SERVICES, LP (“AVISON YOUNG”)
AND TO: IMMEUBLE DMSC INC. (“VENDOR”)
RE: CONFIDENTIALITY AGREEMENT – 953-981 SAINT-JEAN BOULEVARD,
POINTE-CLAIRE (“PROPERTY”)

5. This Agreement shall be (i) binding on us and inure to the benefit of the Vendor and Avison Young and their respective successors or assigns and (ii) governed by and construed in accordance with the internal laws of the Province of Québec and the federal laws of Canada applicable therein. The submission of the evaluation material and any draft purchase agreement for examination is not intended to, nor will it constitute an offer to sell the Property, or a reservation of, or option or proposal of any kind for the sale or purchase of the Property. In no event will the submission of the evaluation material or draft purchase agreement create any obligation or liability upon Vendor or Avison Young whatsoever. We expressly acknowledge and agree that: 1) The selection of the winner of the bid process is at the sole discretion of the Vendor; 2) The Vendor is under no obligation to accept any proposal received as a result of the bid process or to select/award a purchaser if it chooses not to for any reason; 3) That Avison Young and its representatives are not required to explain why a particular bidder was or was not successful under the bid process unless it had first received instructions in writing from the Vendor to do so and 4) We shall indemnify and hold Avison Young, its parent and affiliates, representatives and the Vendor harmless from any and all losses, costs and damages (including loss of profits/consequential damages) that may occur as a result of us not being awarded the right to purchase the Property under the bid process for any reason.

6. The provisions of this Agreement shall survive any termination of our review of the Evaluation Material. Without the prior consent of Vendor, neither we nor any of the Recipients shall communicate (regarding the proposed transaction, the Vendor or the Property) with (a) any employee, manager or consultant of the management company retained by Vendor to manage the Property, (b) any tenant, subtenant, or other occupant of the Property, (c) any lender (or any loan participant of any such lender) to Vendor, (d) any other third party other than one of our representatives, or (e) any partner or fellow member of Vendor.

7. We acknowledge that money damages would not be a sufficient remedy for any violation of the terms of this Agreement and, accordingly, Vendor and/or Avison Young will be entitled to specific performance and injunctive relief as remedies for any violation. These remedies will not be exclusive remedies but will be in addition to all other remedies available to Vendor and/or Avison Young at law or equity.

8. The Recipients agree not to visit the Property, other than areas open to the general public, without prior notice being given to and permission provided by Avison Young and Vendor.

Or return to the attention of MARK SINNETT, YANN CHARLES or SARA LEBLANC. c/o Avison Young Canada.

Mark Sinnett
mark.sinnett@avisonyoung.com

Yann Charles
yann.charles@avisonyoung.com

Sara Leblanc
sara.leblanc@avisonyoung.com

For and on behalf of:

Company:

Name:

Title:

Email:

Phone:

Address:

Signature:

Additional emails
for data room access:

[Click here to accept all terms and conditions](#)