

FOR SALE

NAI Commercial

HIGH EXPOSURE RETAIL INVESTMENT

WILLOW SHOPPING CENTRE

40 RIVERSIDE WAY // 71 RIVERSIDE DRIVE

OKOTOKS, AB



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OPPORTUNITY

Willow Shopping Centre is a 26,670 SF, two-building strata retail investment featuring prominent exposure along Northridge Drive in Okotoks, Alberta.

The centre is fully leased to a diversified mix of service-oriented and daily-needs tenants, generating \$814,680 in stabilized NOI with a 5.12-year weighted average lease term (“WALT”) and \$29.27 PSF weighted average net rent (“WANR”).

Situated within an established, high-income residential trade area, the property benefits from surrounding schools, mature residential density and \$871M in consumer spending within a 3 km radius.

PROPERTY HIGHLIGHTS

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Tenant Roster - 100% occupancy with durable, service-oriented tenancies and long-term income profile.
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High-Profile Corridor Presence - Strategically located on Northridge Drive, Okotoks’s primary arterial and commercial corridor, the centre occupies the northwest corner of a signalized intersection with 32,000 vehicles per day with excellent visibility and access.
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Desirable Neighbourhood Retail Asset - A complementary mix of fitness, restaurant, retail, and insurance tenancies support resilient, neighbourhood-focused retail fundamentals.
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Considerable Customer Parking - The property benefits from 135± shared parking stalls and ample free parking on Riverside Way and Riverside Drive



SALE PRICE: \$12,150,000

PROPERTY INFORMATION

ADDRESS	40 Riverside Way (Unit 1) 71 Riverside Drive W (Unit 2) Okotoks, AB
LEGAL DESCRIPTION	Plan 0814791, Units 1 & 2
ZONING	Downtown District (D)
ASSET TYPE	Neighbourhood Retail
NEIGHBOURHOOD	Heritage Okotoks
YEAR BUILT	2009-2011
GLA	40 Riverside Way: 19,180 SF± 71 Riverside Drive W: 7,580 SF± Total: 26,670 SF±
PARKING STALLS	±135 shared surface stalls
OCCUPANCY	100% leased
WALT	5.12 years±
WANR	\$29.27±
NOI	\$814,680±
TENANTS	Motion Fitness, Pho Hoai, Saigon Sub, Econo Liquor and National Insurance Tenant
SALE PRICE	\$12,150,000
NOTES	Sale includes pylon sign

2025 COSTAR DEMOGRAPHICS WITHIN 3 KM RADIUS



27,875
DAYTIME
POPULATION



3.3%
ANNUAL
GROWTH
2023-2033



6,475
EMPLOYEES



\$871M
CONSUMER
SPENDING



31,100
NORTHBRIDGE
DRIVE



\$138,090
AVERAGE
HOUSEHOLD
INCOME

THE INFORMATION CONTAINED HEREIN IS BELIEVED TO BE CORRECT, BUT IS NOT WARRANTED TO BE SO AND DOES NOT FORM A PART OF ANY FUTURE CONTRACT. THIS OFFERING IS SUBJECT TO CHANGE OR WITHDRAWAL WITHOUT NOTICE





MOTION FITNESS - 19,180 SF± (Tenant since 2011)

Anchor tenant Motion Fitness is a well-established full-service fitness centre serving the Okotoks community, generating consistent daily traffic and repeat visits. Its membership-driven model supports steady footfall and enhances the centre's overall tenant mix and durability. The Tenant owns multiple locations and has made recent upgrades, including a new steam room.



PHO HOAI - 1,760 SF± (Tenant since 2014)

Pho Hoai is an award winning Vietnamese restaurant known for its traditional pho and dine-in offerings, attracting consistent local patronage and repeat traffic that supports steady daytime and evening activity within the centre. Pho Hoai has won multiple awards including Best Asian/Ethnic Food in Okotoks - 2024 Western Wheel Reader's Choice Award.



SAIGON SUB - 1,020 SF± (Assigned in 2018)

Saigon Sub, an expansion of Pho Hoai, is a quick-service restaurant offering Vietnamese-inspired cuisine with a strong local following. The business benefits from consistent repeat customers and takeaway demand.



ECONO LIQUOR - 1,200 SF± (Tenant since 2010)

Econo Liquor is a locally operated retailer offering a diverse selection of beer, wine, and spirits. The Okotoks location serves the local community and surrounding area, driving steady customer traffic to the centre.



NATIONAL INSURANCE - 3,600 SF± (Commence June 2026)

Corporate covenant from national insurance tenant.





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