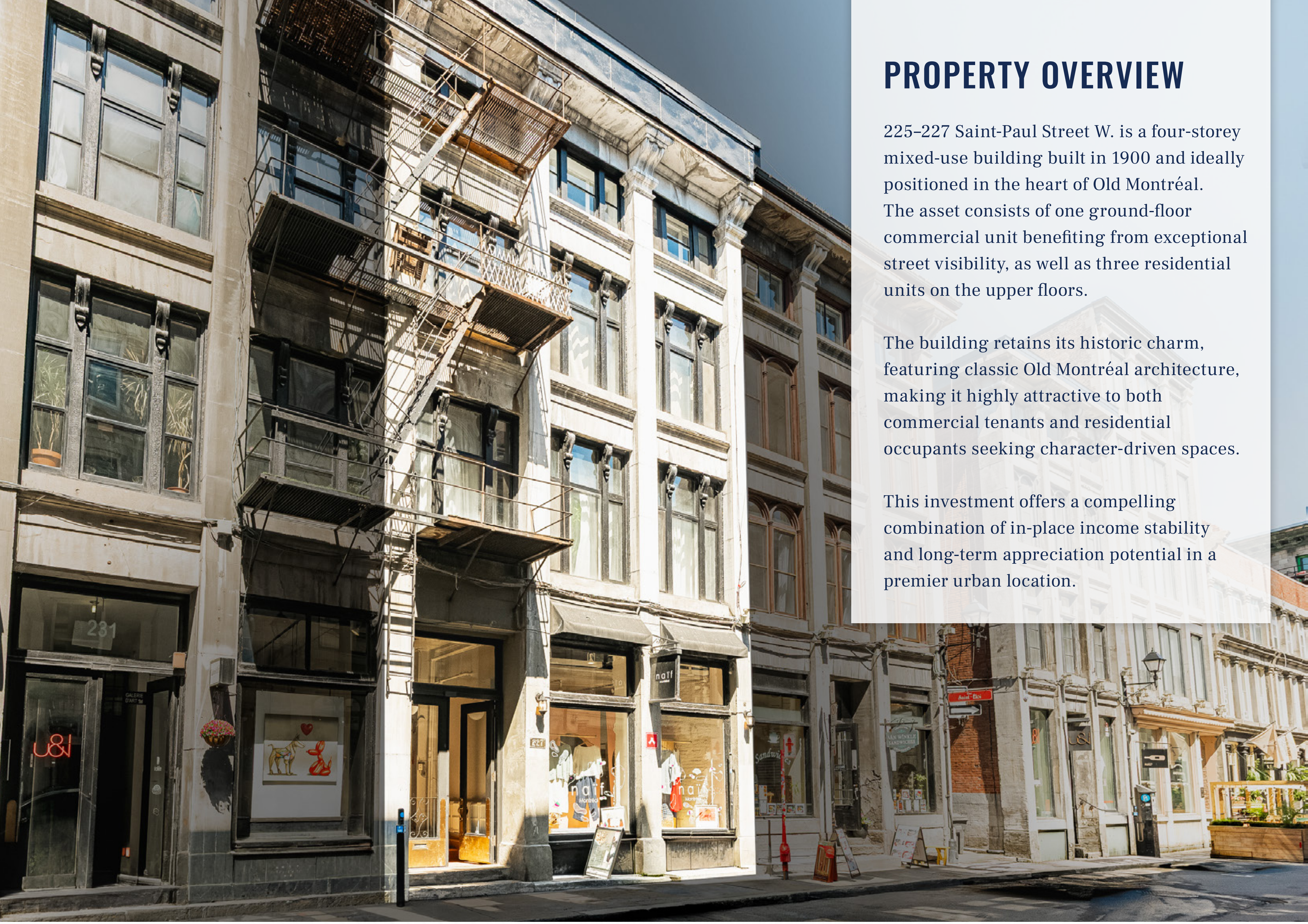
# FOR SALE

## OLD MONTRÉAL INVESTMENT OPPORTUNITY

**225 - 227 SAINT-PAUL STREET W. MONTRÉAL, QC**


Marcus & Millichap
GROUPE MARIANI - DI GENNARO




# PROPERTY OVERVIEW

225–227 Saint-Paul Street W. is a four-storey mixed-use building built in 1900 and ideally positioned in the heart of Old Montréal. The asset consists of one ground-floor commercial unit benefiting from exceptional street visibility, as well as three residential units on the upper floors.

The building retains its historic charm, featuring classic Old Montréal architecture, making it highly attractive to both commercial tenants and residential occupants seeking character-driven spaces.

This investment offers a compelling combination of in-place income stability and long-term appreciation potential in a premier urban location.

# PROPERTY DETAILS

| | |
|---|---|
| **Price:** | **$3,500,000** |
| **Property Type:** | Mixed-Use |
| **Lot number:** | 1 180 995 |
| **Year built:** | 1900 |
| **Number of Floors:** | 4 |
| **Units:** | 4 (1 Commercial + 3 Residential) |
| **Residential units:** | operated as short-term rentals |
| **Building Size:** | 6,332 SF |
| **Zoning:** | Zone 0175 – M.3 |



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# HIGHLIGHTS

Trophy mixed-use building located on Saint-Paul West

4-storey heritage asset (circa 1900) with preserved architectural character

Retail frontage at street level with strong pedestrian exposure

Three residential units providing stable recurring income

Located in one of Montréal's most supply-constrained submarkets

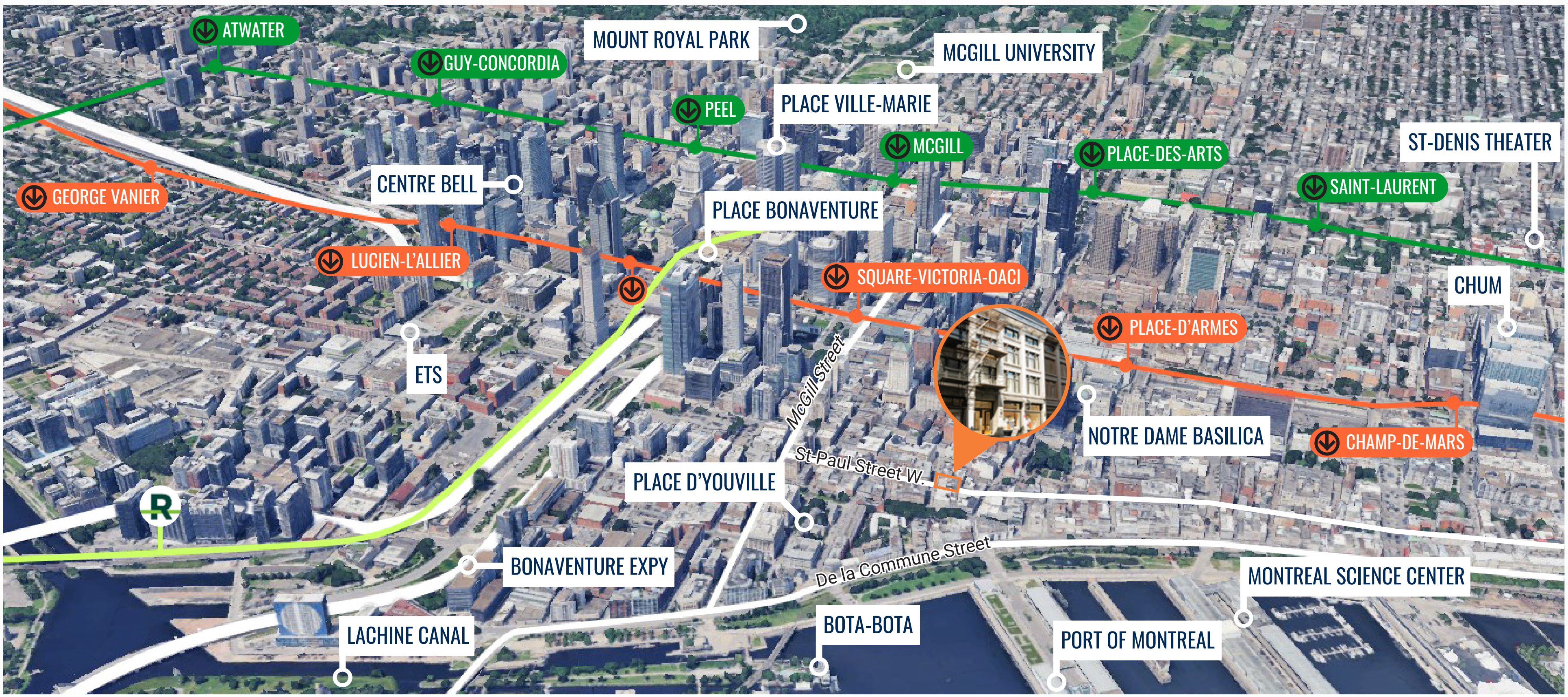
Significant value-add potential through rental optimization

# LOCATION OVERVIEW

Located on Saint-Paul Street in the heart of Old Montréal, 225 -227 Saint-Paul West offers a rare combination of historic character and modern functionality.

The property is situated directly adjacent to Place Jacques-Cartier and just steps from the iconic Notre-Dame Basilica, placing it at the center of one of Montréal's most vibrant tourist and cultural destinations. Surrounded by renowned restaurants, boutique hotels, galleries, and entertainment venues, the asset benefits from exceptional visibility, strong pedestrian traffic, and convenient access to public transit. Its prime location makes it highly attractive for hospitality, residential, and commercial users alike.

| DEMOGRAPHICS | 2km | 5km | 10km |
|---|---|---|---|
| **Total Population** | 76,544 | 468,580 | 1,195,478 |
| **2028 Projection** | 81,926 | 500,994 | 1,283,309 |
| **Annual Growth (2023–28)** | 1.4% | 1.4% | 1.5% |
| **Daytime Population** | 69,039 | 477,144 | 1,653,136 |
| **Households (2023)** | 35,319 | 215,809 | 559,344 |
| **Avg. Household Size** | 2.2 | 2.2 | 2.1 |



# FINANCIAL OVERVIEW

**Valuation - CMHC Normalization**

| | |
|---|---|
| Operating Statement | |
| Income Statement Date | 2026-01-01 |

NOTES
This scenario stabilized vacancy which slightly decreases EGI. Operating expenses are normalized according to CMHC standards resulting in an increased opex. %

| REVENUE | Residential | Commercial | Total | Revenue Ratios |
|---|---|---|---|---|
| Gross Potential Rental Income | $141,240 | $48,756 | $189,996 | *78.7%* |
| Gross Potential Parking Income | $- | $- | $- | *0.0%* |
| Storage Income | $- | | $- | *0.0%* |
| Additional Commercial Income | | $51,336 | $51,336 | *21.3%* |
| Other Income | $- | $- | $- | *0.0%* |
| **Gross Income** | **$141,240** | **$100,092** | **$241,332** | ***100.0%*** |
| Residential Loss to Lease | $- | | $- | *0.0%* |
| Commercial Loss to Lease | | $- | $- | *0.0%* |
| Residential Vacancy | $(4,237) | | $(4,237) | *3.0%* |
| Commercial Vacancy | | $(3,003) | $(3,003) | *3.0%* |
| Residential Parking Vacancy | $- | | $- | *0.0%* |
| Commercial Parking Vacancy | | $- | $- | *0.0%* |
| **Effective Gross Income** | **$137,003** | **$97,089** | **$234,092** | ***97.0%*** |

| EXPENSES | RESIDENTIAL | Commercial | Total | Expense Ratios | CMHC Benchmarks |
|---|---|---|---|---|---|
| Municipal Taxes | $(11,730) | $(11,730) | $(23,459) | *10.0%* | *Actual* |
| School Taxes | $(687) | $(687) | $(1,373) | *0.6%* | *Actual* |
| Insurance | $(5,887) | $(1,313) | $(7,200) | *3.1%* | *Actual* |
| Utilities | $(11,447) | $(2,553) | $(14,000) | *6.0%* | *Actual* |
| Maintenance and Repair | $(1,830) | $- | $(1,830) | *0.8%* | *610 / Unit* |
| Residential Management | $(5,823) | | $(5,823) | *4.3%* | *4.25%* |
| Commercial Management | | $(3,398) | $(3,398) | *3.5%* | |
| Salaries | $(645) | $- | $(645) | *0.3%* | *215 / Unit* |
| Appliance Reserve | $(900) | | $(900) | *0.4%* | *60 / Appliance* |
| A/C Reserve | $(570) | | $(570) | *0.2%* | *190/Unit* |
| Elevator Reserve | $- | | $- | *0.0%* | *300/Elevator* |
| Other | $- | $- | $- | *0.0%* | *Actual* |
| **Total Operating Expenses** | **$(39,518)** | **$(19,679)** | **$(59,198)** | ***25.3%*** | |

| | | | | |
|---|---|---|---|---|
| **NOI** | **$97,484** | **$77,410** | **$174,894** | ***74.7%*** |

# GALLERY

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