IMMEUBLES GLORIA

# For Sale

## 3230 Saint-Martin E. — 5,900,000 $

**Laval (Duvernay)** — **24 units**



**Residential**

| 1½ | 2½ | 3½ | 4½ | 5½ | 6½ | | |
|---|---|---|---|---|---|---|---|
| 0 | 0 | 3 | 21 | 0 | 0 | 24 | 0 |

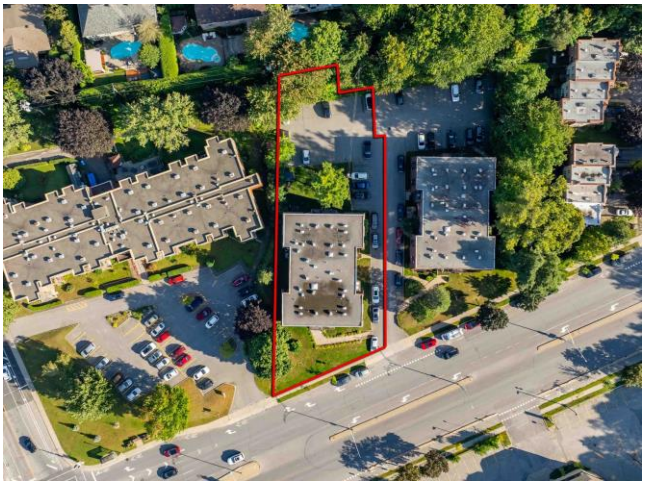
**Financial Overview**

| | |
|---|---|
| **GROSS POTENTIAL REVENUE** | 326,880 $ |
| **TOTAL EXPENSES** | 95,572 $ |
| **NET REVENUE** | 221,610 $ |
| **GRM** | 18.05 |
| **NRM** | 26.62 |
| **MUNICIPAL EVALUATION** | 3,305,900 $ |

| COST PER UNIT | CAPITALIZATION RATE |
|---|---|
| **245,833 $** | **3.75 %** |
| RETURN ON CASH FLOW | RETURN ON INVESTMENT |
| **1.17 %** | **2.65 %** |

**Highlights**

- Attractive 24-unit apartment building well located in Laval.
- Primarily composed of two-bedroom apartments.
- Washer, dryer and dishwasher hookups in every unit.
- Tenants pay for electric heating and hot water.
- Various renovations completed over the years.
- 30 outdoor parking spaces.
- Current rents below those of comparable properties in the area.
- Possibility for advantageous CMHC MLI Select financing.
- Excellent investment opportunity in a sought-after area!





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# Description

## 3230 Saint-Martin E. — 5,900,000 $

**Laval (Duvernay)** — **24 units**

### Residential

| | | |
|---|---|---|
| Studio | 1 ½ | 0 |
| Alcove | 2 ½ | 0 |
| 1 bdrm | 3 ½ | 3 |
| 2 bdrm | 4 ½ | 21 |
| 3 bdrm | 5 ½ | 0 |
| 4 bdrm + | 6 ½+ | 0 |
| **Total Units** | | **24** |

### Commercial

| | |
|---|---|
| Commercial | 0 |
| **Total Units** | **0** |

### Parking

| | |
|---|---|
| Parking | 30 |
| Garage | 0 |
| Storage | 0 |
| **Total Spaces** | **30** |

### General Information

| | | |
|---|---|---|
| Zoning | Residential | |
| Cadastral | 2000317 | |
| Building Type | Detached | |
| Floor Nb. | 3 1/2 | |
| Year Built | 1977 | |
| Lot Area | 2,194 | m2 |
| Building Area | | |
| Stove | As per leases | |
| Refrigerator | As per leases | |
| Washer | As per leases | |
| Dryer | As per leases | |
| Elevator | None | |
| Wash/Dry Hookups | In the apartments | |
| Dishwasher Hookups | In the apartments | |
| Pool | None | |
| Furnished | Dishwashers only | |
| AC units | None | |
| Basement | Apartments | |
| Fireplace | None | |
| Intercom | Yes | |

### Location

| | |
|---|---|
| Main Artery | Highway 19 |
| Intersection | A19 / A440 |
| Shopping Center | Carrefour Laval |
| Metro Station | |
| Bus | |
| School | Collège Laval |
| Hospital | Cité-de-la-Santé |
| Attraction | Centre de la Nature |

### Heating

| | |
|---|---|
| Energy Source | Electricity |
| Heating Type | Electric Baseboards |
| Responsibility | Tenants |

### Heating Hot Water

| | |
|---|---|
| Energy Source | Electricity |
| Responsibility | Tenants |
| Water Tank | |

### Building Overview

| | |
|---|---|
| Roof | |
| Windows | Patio doors and apartment windows recently replaced |
| Balconies | |
| Exterior Walls | |
| Electricity | |
| Plumbing | |
| Heating System | Electric heating paid by the tenants |
| Hot Water Tanks | Electric hot water heating paid by the tenants |
| Elevator | |
| Garage | 30 outdoor parking spaces \| Parking lot recently repaved |
| Bathrooms | |
| Kitchens | |
| Certificate of Location | 2014-05-22 |
| Environmental Report | Phase 1 - 2014 |

### Notes

- Zoning: Usage H3 (multiresidential) | Zone T5.1-7032
- Fire alarm system recently upgraded

*** This sale is made without any legal warranty of quality, on an “as is, where is” basis, at the buyer’s own risks. ***

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IMMEUBLES GLORIA

# Revenue & Expenses

## 3230 Saint-Martin E. — 5,900,000 $

### Laval (Duvernay) — 24 units

**RESIDENTIAL**

| Type | | Units | % | Avg | Annual $ | % |
|---|---|---|---|---|---|---|
| Studio | 1 ½ | 0 | 0% | 0 $ | 0 $ | 0% |
| Alcove | 2 ½ | 0 | 0% | 0 $ | 0 $ | 0% |
| 1 bdrm | 3 ½ | 3 | 12% | 1,013 $ | 36,480 $ | 11% |
| 2 bdrm | 4 ½ | 21 | 88% | 1,138 $ | 286,800 $ | 89% |
| 3 bdrm | 5 ½ | 0 | 0% | 0 $ | 0 $ | 0% |
| 4 bdrm + | 6 ½+ | 0 | 0% | 0 $ | 0 $ | 0% |
| **Total** | **4.38** | **24** | | **1,123 $** | **323,280 $** | |

**COMMERCIAL**

| Type | Size | Units | Annual $ | $/sq.ft |
|---|---|---|---|---|
| Commercial Space | 0 | 0 | | |
| **Total** | **0** | **0** | | |

| REVENUE | | $ | % | Per Unit | Notes |
|---|---|---|---|---|---|
| Revenue - Residential | 24 | 323,280 $ | 99% | 13,470 $ | |
| Revenue - Commercial | 0 | 0 $ | 0% | 0 $ | |
| Revenue - Garage | 0 | 0 $ | 0% | 0 $ | |
| Revenue - Parking | 30 | 3,600 $ | 1% | 150 $ | Estimated |
| Revenue - Laundry | | 0 $ | 0% | 0 $ | |
| Revenue - Storage | | 0 $ | 0% | 0 $ | |
| Revenue - Other | | 0 $ | 0% | 0 $ | |
| Revenue - Other | | 0 $ | 0% | 0 $ | |
| **GROSS POTENTIAL REVENUE** | | **326,880 $** | **100%** | | |
| Vacancies - Residential | | 9,698 $ | 3.0% | 404 $ | CMHC normalized |
| Vacancies - Commercial | | 0 $ | 0.0% | 0 $ | |
| Vacancies - Parking | | 0 $ | 0.0% | 0 $ | |
| **GROSS EFFECTIVE REVENUE** | | **317,182 $** | | | |
| **EXPENSES** | | | | | |
| Taxes - Municipal | | 36,379 $ | 11.5% | 1,516 $ | 2026 invoice |
| Taxes - School | | 2,458 $ | 0.8% | 102 $ | 2026-2027 invoice |
| Taxes - Water | | 0 $ | 0.0% | 0 $ | |
| Taxes - Garbages | | 0 $ | 0.0% | 0 $ | |
| Taxes - Special | | 0 $ | 0.0% | 0 $ | |
| Natural Gas | | 0 $ | 0.0% | 0 $ | |
| Electricity | | 1,379 $ | 0.4% | 57 $ | |
| Insurance | | 8,485 $ | 2.7% | 354 $ | |
| Snow Removal | | 0 $ | 0.0% | 0 $ | Included in Repairs and Maintenance |
| Lawn Care | | 0 $ | 0.0% | 0 $ | Included in Repairs and Maintenance |
| Elevator | | 0 $ | 0.0% | 0 $ | |
| Telephone / Intercom | | 0 $ | 0.0% | 0 $ | |
| Contract - Other | | 0 $ | 0.0% | 0 $ | |
| Contract - Other | | 0 $ | 0.0% | 0 $ | |
| Repairs & Maintenance | | 16,800 $ | 5.3% | 700 $ | CMHC normalized |
| Other Costs | | 3,172 $ | 1.0% | 132 $ | CMHC normalized |
| Superintendent - Janitor | | 9,600 $ | 3.0% | 400 $ | CMHC normalized |
| Administration | | 15,859 $ | 5.0% | 661 $ | CMHC normalized |
| Reserve - Appliances | | 1,440 $ | 0.5% | 60 $ | 24 dishwashers supplied |
| **TOTAL EXPENSES** | | **95,572 $** | **30.1%** | **3,982 $** | |
| **NET REVENUE** | | **221,610 $** | **69.9%** | | |

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IMMEUBLES GLORIA

# Investment Analysis

## 3230 Saint-Martin E. — 5,900,000 $

**Laval (Duvernay)** — **24 units**

## FINANCING

| | CMHC MLI Select (100 pts) | | CMHC MLI Select (70 pts) | | CMHC MLI Select (50 pts) | |
|---|---|---|---|---|---|---|
| **LISTED PRICE** | **5,900,000 $** | | **5,900,000 $** | | **5,900,000 $** | |
| **LOAN AMOUNT** | **4,200,000 $** | 71.2 % | **4,050,000 $** | 68.6 % | **3,900,000 $** | 66.1 % |
| **Lender** | **CMHC MLI Select** | | **CMHC MLI Select** | | **CMHC MLI Select** | |
| **Rate** | 4.25 % | | 4.25 % | | 4.25 % | |
| **Amortization** | 50 | | 45 | | 40 | |
| **Term** | 5 | | 5 | | 5 | |
| **Maturity Date** | | | | | | |
| **Monthly Payment** | 16,796 $ | | 16,741 $ | | 16,820 $ | |
| **Debt Coverage** | **1.10** | | **1.10** | | **1.10** | |
| **CASH TO PURCHASE** | **1,700,000 $** | 28.8% | **1,850,000 $** | 31.4% | **2,000,000 $** | 33.9% |

## RETURN

| | | | |
|---|---|---|---|
| **Net Revenue** | 221,610 $ | 221,610 $ | 221,610 $ |
| **Mortgage Annual Cost** | 201,554 $ | 200,895 $ | 201,836 $ |
| **Cash Flow** | **20,056 $** | **20,714 $** | **19,774 $** |
| **Return on Cash Flow** | **1.17 %** | **1.11 %** | **0.98 %** |
| **Return on Investment** | **2.65 %** | **2.78 %** | **2.90 %** |
| **G.R.M.** | 18.05 | 18.05 | 18.05 |
| **N.R.M.** | 26.62 | 26.62 | 26.62 |
| **Cost per Unit** | 245,833 $ | 245,833 $ | 245,833 $ |
| **Cap. Rate** | 3.75 % | 3.75 % | 3.75 % |

| COST PER UNIT | RETURN ON CASH FLOW | RETURN ON INVESTMENT | CAPITALIZATION RATE |
|---|---|---|---|
| **245,833 $** | **1.17 %** | **2.65 %** | **3.75 %** |

**Notes**

- Option 1: New CMHC MLI Select 100 points financing (energy efficiency and/or affordability).
- Option 2: New CMHC MLI Select 70 points financing (energy efficiency and/or affordability).
- Option 3: New CMHC MLI Select 50 points financing (energy efficiency or affordability).


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IMMEUBLES GLORIA

# Residential - Rent Roll

## 3230 Saint-Martin E.

### Laval (Duvernay)

24 units

| # | Floor | Address | Apartment # | Size | Rent Actual $ | Potential Rent $ | Difference | Notes |
|---|---|---|---|---|---|---|---|---|
| 1 | SS | 3230 | **01** | 3.5 | 1,150 $ | 1,200 $ | 50 $ | |
| 2 | SS | 3230 | **02** | 4.5 | 1,470 $ | 1,475 $ | 5 $ | |
| 3 | SS | 3230 | **03** | 4.5 | 940 $ | 1,475 $ | 535 $ | |
| 4 | SS | 3230 | **04** | 4.5 | 1,020 $ | 1,475 $ | 455 $ | |
| 5 | SS | 3230 | **05** | 3.5 | 840 $ | 1,200 $ | 360 $ | |
| 6 | SS | 3230 | **06** | 4.5 | 980 $ | 1,475 $ | 495 $ | |
| 7 | 1 | 3230 | **07** | 3.5 | 1,050 $ | 1,200 $ | 150 $ | |
| 8 | 1 | 3230 | **08** | 4.5 | 1,440 $ | 1,475 $ | 35 $ | |
| 9 | 1 | 3230 | **09** | 4.5 | 1,300 $ | 1,475 $ | 175 $ | |
| 10 | 1 | 3230 | **10** | 4.5 | 925 $ | 1,475 $ | 550 $ | |
| 11 | 1 | 3230 | **11** | 4.5 | 1,010 $ | 1,475 $ | 465 $ | |
| 12 | 1 | 3230 | **12** | 4.5 | 950 $ | 1,475 $ | 525 $ | |
| 13 | 2 | 3230 | **14** | 4.5 | 1,070 $ | 1,475 $ | 405 $ | |
| 14 | 2 | 3230 | **15** | 4.5 | 1,050 $ | 1,475 $ | 425 $ | |
| 15 | 2 | 3230 | **16** | 4.5 | 870 $ | 1,475 $ | 605 $ | |
| 16 | 2 | 3230 | **17** | 4.5 | 1,450 $ | 1,475 $ | 25 $ | |
| 17 | 2 | 3230 | **18** | 4.5 | 1,350 $ | 1,475 $ | 125 $ | |
| 18 | 2 | 3230 | **19** | 4.5 | 1,050 $ | 1,475 $ | 425 $ | |
| 19 | 3 | 3230 | **20** | 4.5 | 1,180 $ | 1,475 $ | 295 $ | |
| 20 | 3 | 3230 | **21** | 4.5 | 985 $ | 1,475 $ | 490 $ | |
| 21 | 3 | 3230 | **22** | 4.5 | 905 $ | 1,475 $ | 570 $ | |
| 22 | 3 | 3230 | **23** | 4.5 | 960 $ | 1,475 $ | 515 $ | |
| 23 | 3 | 3230 | **24** | 4.5 | 1,585 $ | 1,585 $ | 0 $ | |
| 24 | 3 | 3230 | **25** | 4.5 | 1,410 $ | 1,475 $ | 65 $ | |
| 25 | P | 3230 | **Parking (24)** | Parking | 0 $ | 1,200 $ | 1,200 $ | |
| 26 | P | 3230 | **Parking (6)** | Parking | 300 $ | 300 $ | 0 $ | |



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IMMEUBLES GLORIA

# Residential - Rent Roll

## 3230 Saint-Martin E.

### Laval (Duvernay)

24 units

| # | Floor | Address | Apartment # | Size | Rent Actual $ | Potential Rent $ | Difference | Notes |
|---|---|---|---|---|---|---|---|---|

| | | Rent Actual | | Potential Rent | | Diff. Actual VS Potential | |
|---|---|---|---|---|---|---|---|
| | | Monthly $ | Annual $ | Monthly $ | Annual $ | Monthly $ | Annual $ |
| RESIDENTIAL | 24 Units | 26,940 $ | 323,280 $ | 34,685 $ | 416,220 $ | 7,745 $ | 92,940 $ |
| OTHER REVENUES | | 300 $ | 3,600 $ | 1,500 $ | 18,000 $ | 1,200 $ | 14,400 $ |
| **GRAND TOTAL** | | **27,240 $** | **326,880 $** | **36,185 $** | **434,220 $** | **8,945 $** | **107,340 $** |

**Average Apartment Size** 4.38



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IMMEUBLES GLORIA

# Residential - Rent Roll

## Statistics

## 3230 Saint-Martin E.

**Laval (Duvernay)** — **24 units**

### RESIDENTIAL

| Type | Size | Units | Actual Average | Actual Min | Actual Max | Actual Monthly $ | Actual Annual $ | Market Value Average | Market Value Monthly $ | Market Value Annual $ | Difference Actual VS Market Average | Difference Actual VS Market Monthly $ | Difference Actual VS Market Annual $ |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Studio | 1 ½ | 0 | 0 $ | | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ |
| Alcove | 2 ½ | 0 | 0 $ | | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ |
| 1 bdrm | 3 ½ | 3 | 1,013 $ | 840 $ | 1,150 $ | 3,040 $ | 36,480 $ | 1,200 $ | 3,600 $ | 43,200 $ | 187 $ | 560 $ | 6,720 $ |
| 2 bdrm | 4 ½ | 21 | 1,138 $ | 870 $ | 1,585 $ | 23,900 $ | 286,800 $ | 1,480 $ | 31,085 $ | 373,020 $ | 342 $ | 7,185 $ | 86,220 $ |
| 3 bdrm | 5 ½ | 0 | 0 $ | | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ |
| 4 bdrm + | 6 ½ + | 0 | 0 $ | | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ |
| **TOTAL** | **4.38** | **24** | **1,123 $** | | | **26,940 $** | **323,280 $** | **1,445 $** | **34,685 $** | **416,220 $** | **323 $** | **7,745 $** | **92,940 $** |

### AMENITIES

| Type | Size | Units | Actual Average | Actual Min | Actual Max | Actual Monthly $ | Actual Annual $ | Market Value Average | Market Value Monthly $ | Market Value Annual $ | Difference Actual VS Market Average | Difference Actual VS Market Monthly $ | Difference Actual VS Market Annual $ |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Garage | | 0 | 0 $ | | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ |
| Parking | | 2 | 150 $ | 0 $ | 300 $ | 300 $ | 3,600 $ | 750 $ | 1,500 $ | 18,000 $ | 600 $ | 1,200 $ | 14,400 $ |
| Storage | | 0 | 0 $ | | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ |
| Other | | 0 | 0 $ | | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ |
| Other | | 0 | 0 $ | | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ | 0 $ |
| Laundry | W: 0 D: 0 | | | | | 0 $ | 0 $ | | 0 $ | 0 $ | | 0 $ | 0 $ |
| **TOTAL** | | | | | | **300 $** | **3,600 $** | | **1,500 $** | **18,000 $** | | **1,200 $** | **14,400 $** |

### STATISTICS

**STATISTICS PER BUILDING**

| Address | Units | Average | Monthly $ | Annual $ |
|---|---|---|---|---|
| 3230 | 24 | 1,123 $ | 26,940 $ | 323,280 $ |
| **Total** | **24** | **1,123 $** | **26,940 $** | **323,280 $** |

**STATISTICS PER FLOOR**

| Floor | Units | Average | Monthly $ | Annual $ |
|---|---|---|---|---|
| 1 | 6 | 1,113 $ | 6,675 $ | 80,100 $ |
| 2 | 6 | 1,140 $ | 6,840 $ | 82,080 $ |
| 3 | 6 | 1,171 $ | 7,025 $ | 84,300 $ |
| SS | 6 | 1,067 $ | 6,400 $ | 76,800 $ |
| **TOTAL** | **24** | **1,123 $** | **26,940 $** | **323,280 $** |



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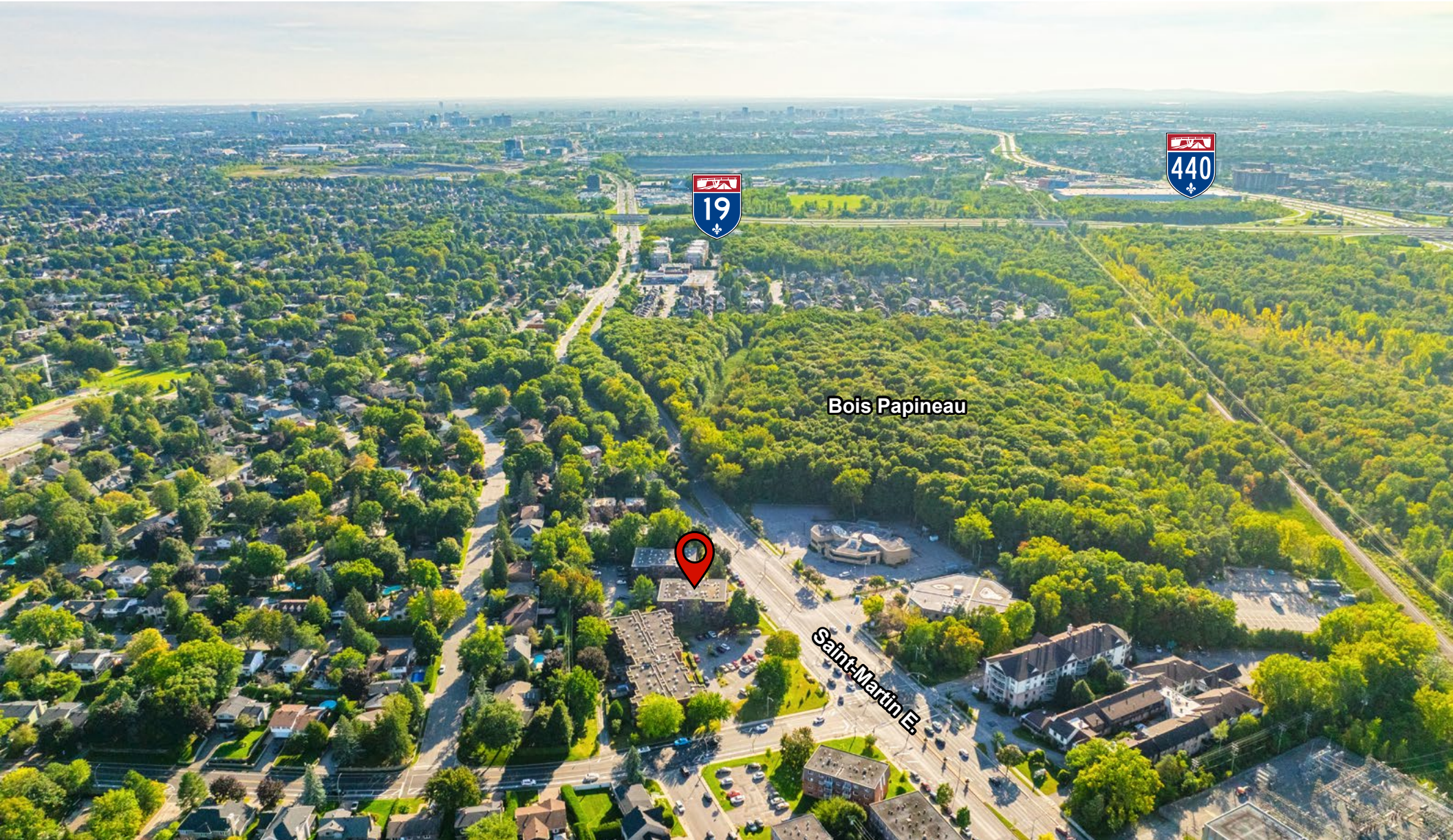
# THE LOCATION

## 3230 SAINT-MARTIN E.

Highway 19
1.3 km
(~2 min. by car)

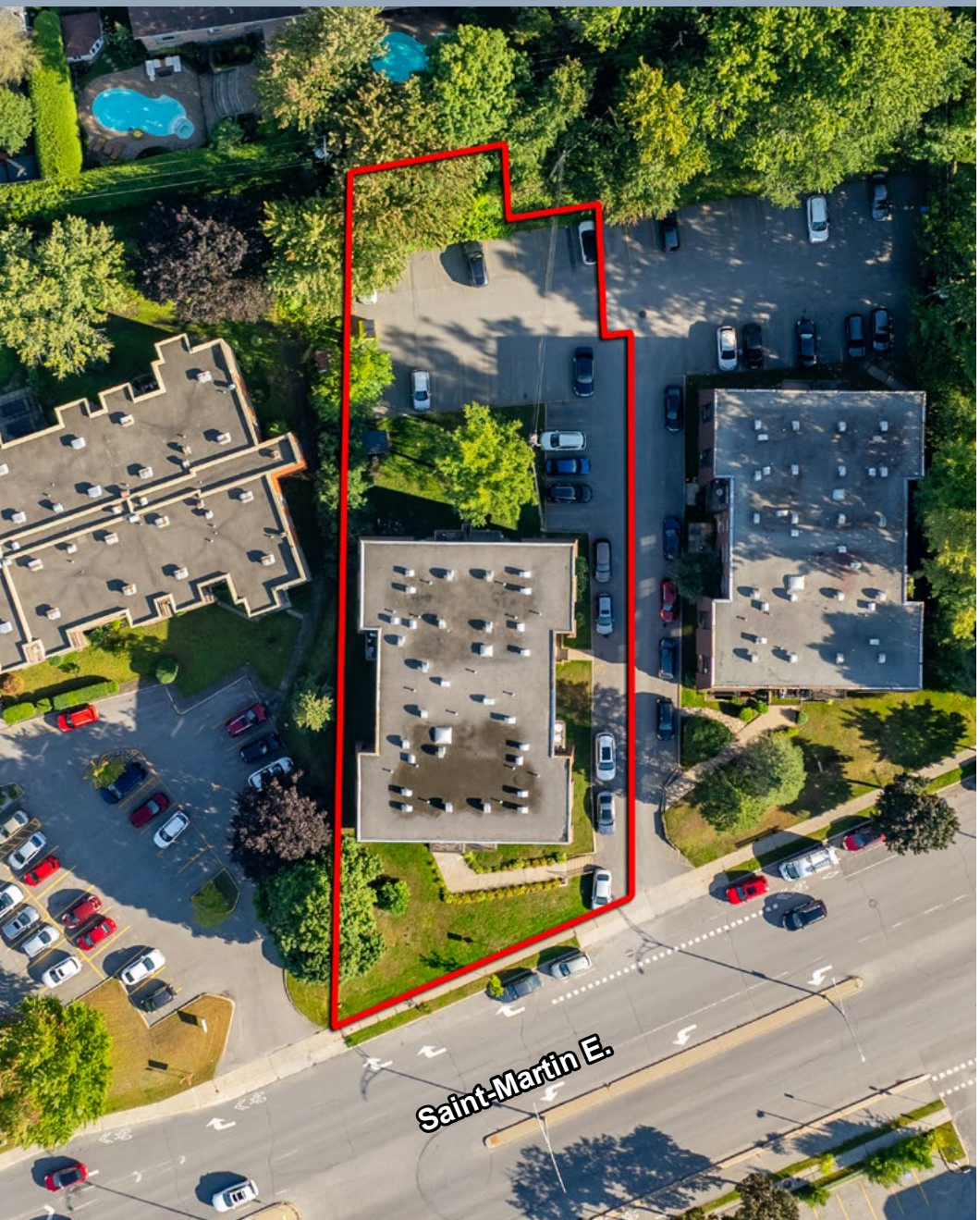
Bois Papineau
50 m
(~1 min.)

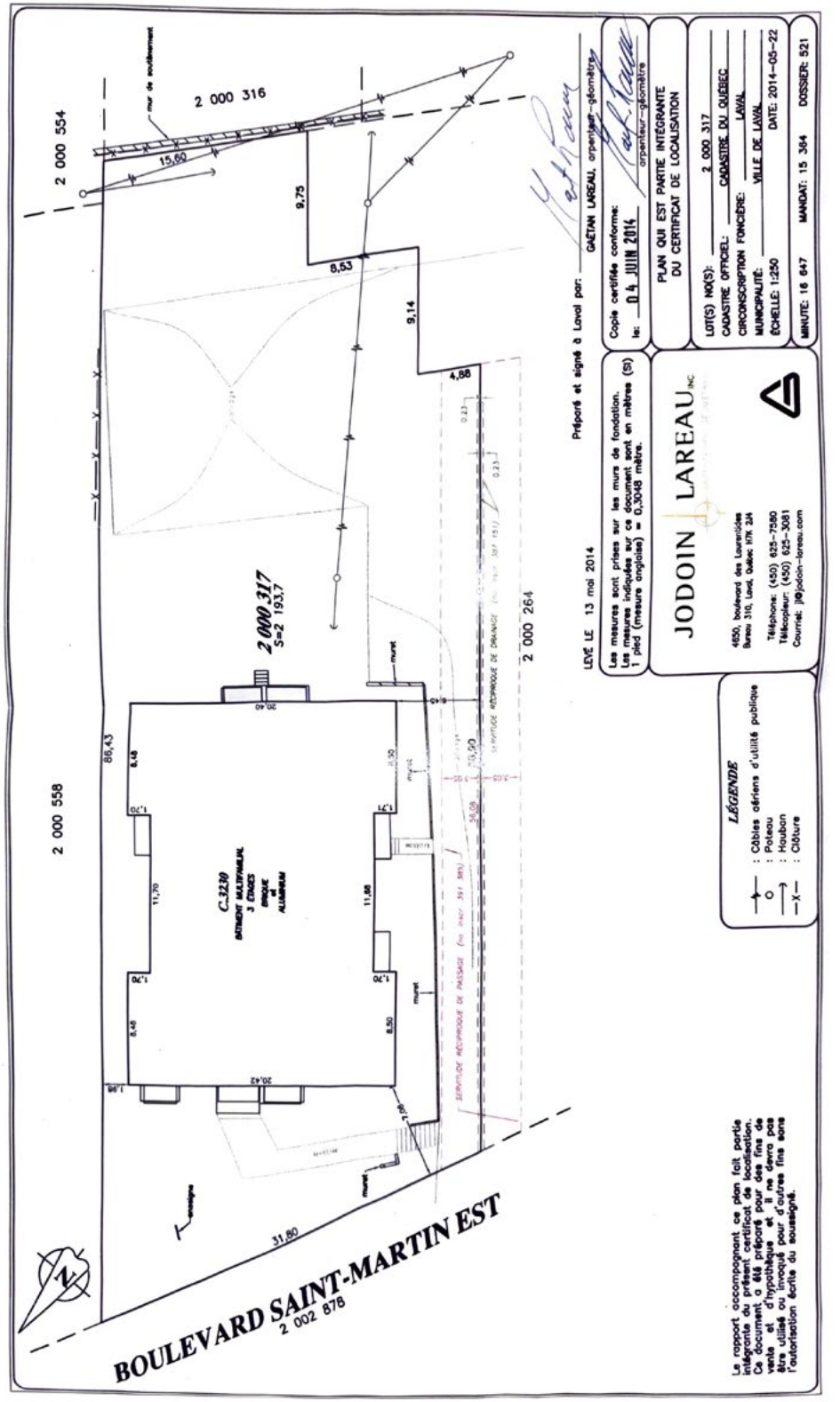
CF Carrefour Laval
8 km
(~10 min. by car)



# CERTIFICATE OF LOCATION

## 3230 SAINT-MARTIN E.



# MUNICIPAL ASSESSMENT

## 3230 SAINT-MARTIN E.

LAVAL

**Rôle d'évaluation foncière**
LAVAL
en vigueur pour les exercices financiers 2025, 2026 et 2027

### 1. Identification de l'unité d'évaluation

Retour au menu

| | |
|---|---|
| Adresse : | 3230, Boulevard Saint-Martin Est, LAVAL (Duvernay) |
| Cadastre(s) et numéro(s) de lot : | 2000317 |
| Numéro matricule : | 9051-95-7884-4-000-0000 |
| Utilisation prédominante : | Logement |
| Numéro d'unité de voisinage : | 5780 |
| Dossier no : | 389983 |

### 2. Propriétaire

Retour au menu

| | |
|---|---|
| Nom : | LY MIEN |
| Statut aux fins d'imposition scolaire : | Personne physique |
| Adresse postale : | 1339 Rue Patrick LAVAL (Ste-Dorothée) QC H7Y 0B3 |
| Date d'inscription au rôle : | 2000-09-18 |

### 3. Caractéristiques de l'unité d'évaluation

Retour au menu

**Caractéristiques du terrain**

| | |
|---|---|
| Mesure frontale : | 31,80 mètres |
| Superficie : | 2 193,700 mètres ² |

**Caractéristiques du bâtiment principal**

| | |
|---|---|
| Nombre d'étages : | 3 |
| Année de construction : | 1977 (Réelle) |
| Aire d'étages : | 1 626,5 mètres ² |
| Genre de construction : | Non disponible |
| Lien physique : | Détaché |
| Nombre de logements : | 24 |
| Nombre de locaux non résidentiels : | 0 |
| Nombre de chambres locatives : | 0 |

### 4. Valeurs au rôle d'évaluation

Retour au menu

| | |
|---|---|
| Date de référence au marché : | 2023-07-01 |
| Valeur du terrain : | 944 500 $ |
| Valeur du bâtiment : | 2 361 400 $ |
| Valeur de l'immeuble : | 3 305 900 $ |
| Valeur de l'immeuble au rôle antérieur : | 2 801 200 $ |

### 5. Répartition fiscale

Retour au menu

Catégorie et classe d'immeuble à des fins d'application des taux variés de taxation : Résiduelle

| Sous-catégorie résidentielle à laquelle appartient l'unité | % applicable aux fins d'établissement du montant de la taxe |
|---|---|
| Sous-catégorie 6 logements et plus | 100 % |

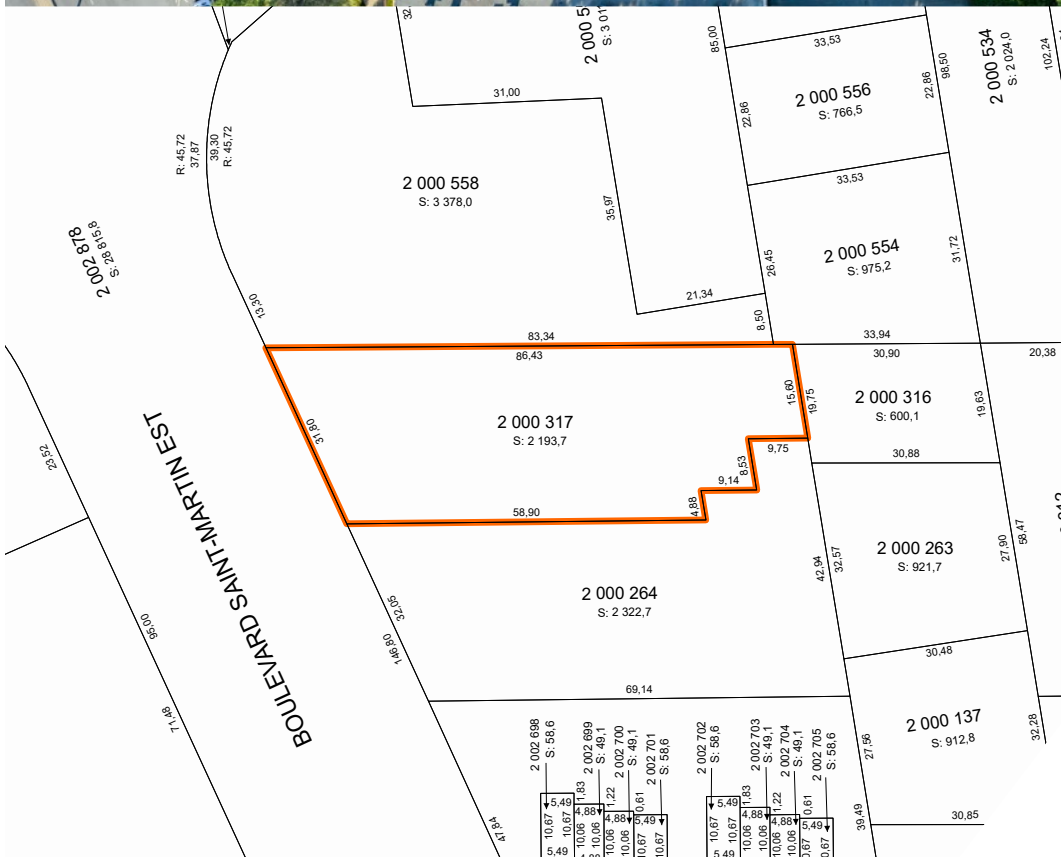
| | | | |
|---|---|---|---|
| Valeur imposable de l'immeuble : | 3 305 900 $ | Valeur non imposable de l'immeuble : | 0 $ |

### 6. Ressources utiles

Retour au menu

Évaluation foncière, habitation et taxes





01



02



03



04



05



06



07



08



09



# DISCLOSURE

## DISCLOSURE

This is not an offer or promise to sell that could bind the Seller to the buyer, but an invitation to submit promises to purchase.

This sale is made without any legal warranty of quality, on an “as is, where is” basis, at the buyer’s own risks.

The information contained in this communication is strictly confidential. This information has been obtained from sources believed to be reliable, but has not been verified. No warranty or representation, express or implied, is made as to the condition of the immovable referenced herein or as to the accuracy or completeness of the information contained herein, and same is submitted subject to errors, omissions, change of price, rental or other conditions, withdrawal without notice, and to any special listing conditions imposed by the Seller. Any projections, opinions or estimates are subject to uncertainty and do not signify current or future property performance.

## EXCLUSIVE BROKER

IMMEUBLES GLORIA COMMERCIAL INC.’s (the “Agency”) services have been retained in exclusivity by the Seller for the sale of the Property. Since the Agency is bound by a brokerage contract with the Seller, it does not represent or defend the buyer’s interests. The prospective buyer acknowledges having been informed that the Agency represents solely the interests of the Seller, but must treat the prospective buyer fairly, i.e. they shall provide objective information relevant to the transaction, notably regarding the rights and obligations of all parties to the transaction. The prospective buyer also acknowledges having been informed of his right to be represented by another real estate broker through a brokerage contract to purchase. The Seller’s Agency shall not claim any remuneration or fees from the buyer. The remuneration of the Seller’s Agency shall be established in accordance with the brokerage contract signed by the Seller.

## CONTACT US FOR MORE INFORMATION ABOUT THE PROPERTY.




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## THE AGENCY

Immeubles Gloria is a leading real estate agency in the Greater Montreal area with over 30 years of experience specializing in investment properties (multi-residential, semi-commercial, and commercial). Known for our expertise in marketing and transaction management, we deliver transparent, professional service and strong financial guidance to help clients buy and sell with confidence.

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