

High-Street Opportunity for Commercial and Residential Redevelopment

537-539 ST-CATHERINE WEST, MONTREAL

FOR SALE

Joe Rullier*

Executive Vice President
Commercial Real Estate Broker
+1 514 813 8636
joe.rullier@colliers.com
*Joe Rullier Inc

Colliers





Executive Summary

Colliers International (the “Agency”) is pleased to offer for sale the Property located at 537-539 Saint-Catherine Street West of Montreal, Quebec (the “Property”). This offering presents a unique opportunity to acquire two lots within a sought-after location in order to redevelop a mixed-use high intensity project.

This investment opportunity consists of the redevelopment of 119 residential and 5 retail at grade units, resulting in a net land residual of \$18M.

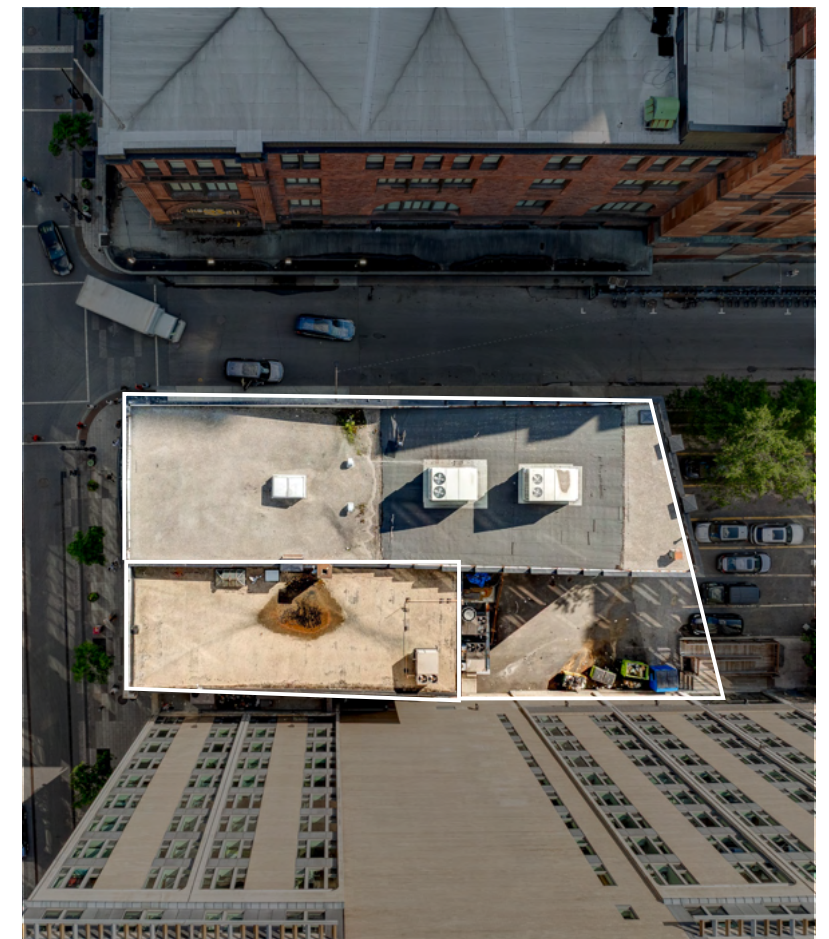
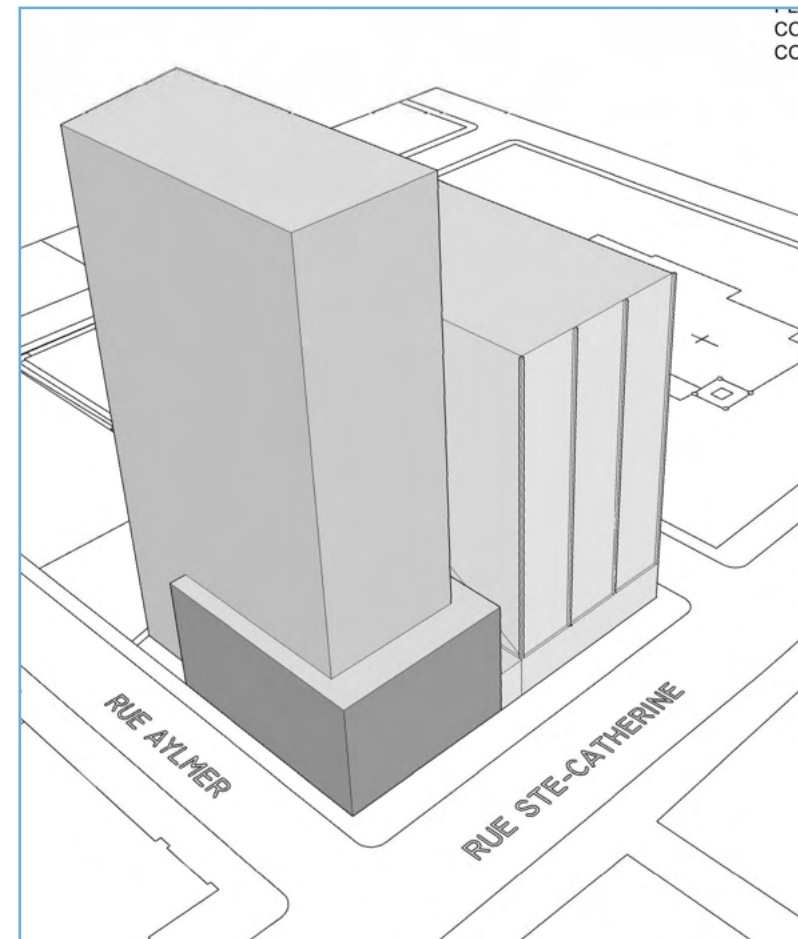
Located in the heart of downtown Montreal, 537 St-Catherine West offers exceptional visibility and foot traffic, immediate access to major transit lines, and proximity to retail, office, and institutional hubs—making it an ideal site for a high-impact redevelopment project.

Investment Highlights

- Prime Downtown Location
- Mixed-Use Redevelopment Potential
- Strong Market Fundamentals
- Value-Add Opportunity in a High-Growth Corridor

Property Overview

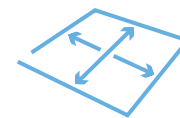
Address	537-539 Saint-Catherine Street West
Location	Montreal, Québec
Current Use	Restaurant, Sales Office
Zoning	M.9C
Usage	Mixed-Use High Intensity
Proposed Use	Residential with Retail at Grade



Asking Price
\$18,500,000

Existing Buildings | Municipal Evaluation (2021)

Units	537	539
Lot Numbers	1 340 557	1 340 556
Land Area	2,787 SF	6,153 SF
Floor Area	7,930 SF	4,840 SF
Land Value	\$1,696,500	\$6,365,900
Building Value	\$2,095,900	\$1,404,100
Property Value	\$3,792,400	\$7,770,000
Municipal Tax	\$113,694.46	\$238,638.84
School Tax	\$3,392.83	\$6,975.35



8,940 SF of Land



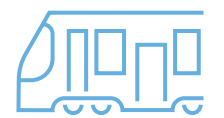
High Pedestrian Footfall



100,131 SF of Buildable Area



Proximity to Key Institutions



Exceptional Transit Access

About the Area

Downtown Montreal is a dynamic urban core where culture, commerce, and creativity converge—making it one of Canada’s most exciting destinations. Located along the iconic Saint-Catherine Street, 537-539 Saint-Catherine West sits at the heart of the action, surrounded by flagship retail stores, entertainment venues, and historic architecture. Just steps from McGill University and the Quartier des Spectacles, the area thrives with students, professionals, and tourists year-round. Residents and visitors alike enjoy a rich mix of international cuisine, boutique shopping, and vibrant nightlife. The nearby underground city and metro stations offer unbeatable connectivity, while cultural institutions like the Montreal Museum of Contemporary Art and Place des Arts are minutes away. With festivals in the summer and skating rinks in the winter, downtown Montreal is an ever-evolving neighborhood full of energy, diversity, and opportunity.

Demographics - 3km Radius



Population
218,807



Median Age
34.1



Average Household Income
\$112,661



Walk Score
100



Bike Score
90



Employment Rate
90.2%



Amenity Map

High-Visibility Corner in Montreal's Commercial Core


The immediate area surrounding 537-539 Sainte-Catherine West is rich with amenities that cater to both daily needs and lifestyle appeal. Tenants and visitors enjoy direct access to an array of well-known fashion retailers, flagship stores, and shopping centers, including the Eaton Centre and Complexe Desjardins. A diverse mix of dining options—from casual eateries and food halls to acclaimed restaurants and cafés—contribute to the district's vibrant atmosphere. Cultural institutions like the Musée d'art contemporain, the Montreal Symphony House, and numerous performance venues are all within walking distance, creating a dynamic environment that blends commerce, culture, and convenience. Multiple metro stations, BIXI bike docks, and pedestrian-friendly streets further enhance connectivity throughout the downtown core.



Highway 136
2 min | 1 km



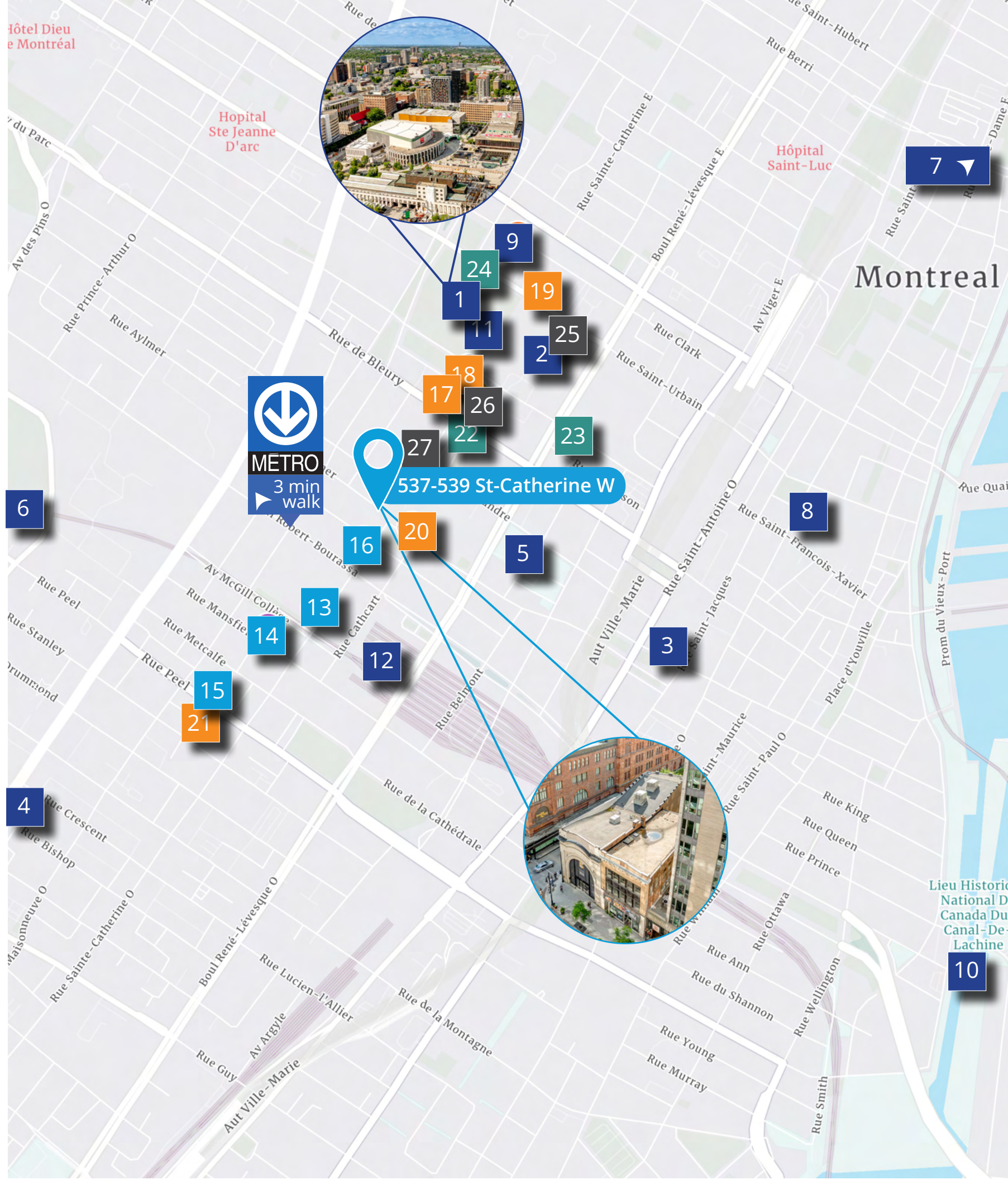
Airport
18 min | 19.3 km



Metro Station McGill
3 min walk

537-539 Sainte-Catherine West

☆ ATTRACTIONS		
1	Place des Arts	15 Les Cours Mont-Royal
2	Complexe Desjardins	16 Promenades Cathédrales
🍴 RESTAURANTS		
3	The UnderGround City (RÉSO)	17 Sesame
4	Montreal Museum of Fine Arts	18 Lola Rosa
5	St Patrick's Basilica	19 Le Café du Nouveau Monde
6	Mount Royal Park & Summit Lookout	20 Il Focolaio
7	Biosphère / Jean-Drapeau Park	21 Ferreira Café
🍺 PUBS & BARS		
8	Old Montreal & Notre-Dame Basilica	22 Nyk's Bistro Pub
9	Quartier des Spectacles	23 La Palma
10	Lachine Canal Path	24 Place Deschamps Bar à vin
☕ CAFÉS & QUICK BITES		
11	La Maison Symphonique	25 Chocolats favoris
12	Musée d'art contemporain	26 Anticafé Montreal
🛍️ MAJOR SHOPPING CENTERS		
13	Eaton Centre Montreal	27 Presse Café
14	Place Montreal Trust	



New Construction Development Projects Nearby



Le Livmore II
435 Rene-Levesque Boulevard W

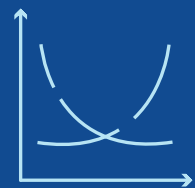


Mansfield Condos ▼
950 Sainte-Catherine Street W



Market Overview

Montréal's multi-family market narrative has continued to be impacted by the low supply and high demand for housing in and around the city. The main drivers of demand in the multi-family market are increased population and uncertainty in the single-family housing market, which are being amplified through an unstable interest rate environment and higher vacancy rates. Recent tariff announcements have dampened the momentum from the federal interest rate cut cycle however activity is still expected to pick up throughout the year. The 'Canada-Quebec Accord' and the immigration level plan set at the National Assembly of Quebec has the provinces target at 56,500 permanent residents for 2025. For the first time, Quebec announced a cap on international student applications through the Foreign Student program which is capped at 124,760 study permits.



Rental Demand to Outweigh Rental Supply for Next 5-10 Years

Vacancy rates in Québec (1.8%) remain below the national average of 2.2% as supply projects have continued to miss targets both provincially and nationally. In Montréal there was a reported 6% increase in housing starts in February however much more is needed to meet housing demand targets in the GMA.



Montreal Rents Remain Strong

Both new and existing apartments rents have risen in the past two years as the rental market continues to heat up. Average rent for all unit types in the GMA has remained strong with pressure stemming from the TAL (Tribunal administratif du logement) recommended increases. New supply has also hit the market and centrally located sites continue to attract interest. Declining interest rates have contributed to boost activity with many investors emerging from the sidelines and are looking to focus on stable and well-located assets. Lower cap rates are projected in the multifamily sector as long-term demand fundamentals remain in place.



Multifamily and Land Transaction Volume Continued Ascent

Over the past year, transaction volume in the multifamily space has risen over 38% with the total transaction tally also rising around 15% year-to-date. Residential land volume has also jumped 23% over the same period. With the combination of low inventory, low vacancy and high demand, Montréal is well positioned for continued growth this year and in the years ahead.

For more information about this offering please contact:

Joe Rullier*

Executive Vice President
Commercial Real Estate Broker
+1 514 813 8636
joe.rullier@colliers.com
*Joe Rullier Inc

Or click and sign one of the following confidentiality agreements:

[Confidentiality Agreement with collaborating broker](#)

[Confidentiality Agreement without collaborating broker](#)



Colliers International Montréal

1800 McGill College Avenue
Suite 400, Montréal
QC H3A 3J6
+1 514 866 1900

This document/email has been prepared by Colliers for advertising and general information only. Colliers makes no guarantees, representations or warranties of any kind, expressed or implied, regarding the information including, but not limited to, warranties of content, accuracy and reliability. Any interested party should undertake their own inquiries as to the accuracy of the information. Colliers excludes unequivocally all inferred or implied terms, conditions and warranties arising out of this document and excludes all liability for loss and damages arising there from. This publication is the copyrighted property of Colliers and /or its licensor(s). © 2025. All rights reserved. This communication is not intended to cause or induce breach of an existing listing agreement. Colliers International (Québec) Inc., Agence immobilière.

collierscanada.com

Accelerating success.