

OUR ACHIEVEMENTS

RETAIL LEASING & SALES



SITINGS REALTY LTD.

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SHELDON SCOTT

Personal Real Estate Corporation
Sittings Realty Ltd

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As of 2023, Sheldon and his Team have
Leased 5.25 Million SF
Sold \$1.3 Billion

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Section 1

Sitings Realty

SITINGS REALTY LTD.

Sitings is a retail firm based in Vancouver, BC that has successfully leased and sold commercial retail space in Western Canada for the past 25 years. With over 140 years of combined experience, the company has a talented group of 11 brokers who are at the forefront of the Western Canadian retail market. Sitings has managed assignments throughout Western Canada in markets as urban as Downtown Vancouver and in towns as sparse as Portage La Prairie, MB. As a firm solely focused on retail, Sitings goal is to better the business outcomes of its clients.

Their successes include the lease-up of over 75 prominent retail developments such as Langley Power Centres I, II, III; Millstream Village; Wesbrook Village; Belmont Market; Northgate Village; Nordel Crossing; and Garibaldi Village to name a few.

Sitings has also been instrumental in the roll-out of several retail tenants including the Reitmans, Penningtons, RW&CO., Dollar Giant (now Dollar Tree), Michaels, Golf Town, David's Bridal, Linens 'N Things, and Office Depot.

With respect to marketing and sale assignments, Sitings' projects include all types of shopping centres, land for retail development, commercial strata, and mixed-use developments.



The company's scope of work includes:

- + Leasing and sale of convenience, neighborhood and community shopping centres.
- + Leasing and sale of high-profile street-front properties.
- + Leasing and sale of specialty projects such as entertainment centres, power/super centres, strata, and mixed-use developments.
- + Tenant representation including expansion, relocation, and disposition.

Sitings Realty has simple goals:

- + To assist Landlords with the leasing of their properties in a timely and efficient manner.
- + To assist Tenants with their expansion, relocation, and/or downsizing requirements.
- + To assist Vendors with the sale of their properties at the highest possible selling price in a timely and efficient manner.
- + To assist purchasers with their investment requirements.

Sitings Realty employs brokers with a combined experience of over 140 years and specialize in the leasing and sale of retail properties.



Section 2

Sheldon and **His Team**



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SHELDON SCOTT

PARTNER

PERSONAL REAL ESTATE CORPORATION

With over 34 years of experience, Sheldon has an extensive and solid background in commercial real estate, specializing in the leasing and sale of retail properties. He focuses on landlords and their objectives to lease space; tenants seeking expansion locations or entry into various markets; and, property owners and their goals to divest or acquire assets. His strong relationships with national and local companies in addition to his understanding of the market are his competitive advantages.

Sheldon has worked hard to earn the respect of his clients, peers and competitors and in fact, from 2013 – 2015 served as the elected chair of the Commercial Division of the Real Estate Board of Greater Vancouver.



arjen@sitings.ca
604.416.5583

ARJEN HEED

SENIOR ASSOCIATE

Arjen joined Sitings in 2023 with 7+ years of experience in Greater Vancouver's real estate market. Arjen has carved out a niche in the leasing and sale of retail properties across Greater Vancouver. Arjen's expertise was honed during his tenure at the University of Calgary's Haskayne School of Business, culminating in his graduation with a Bachelor of Commerce in Finance.

Arjen excels in solving complex real estate challenges, from project leasing to tenant representation and valuation. His multifaceted experience positions him as a sought-after asset for tenants, landlords, investors, and developers. Since 2018, he has facilitated almost \$110 million in sales and negotiated 550,000 square feet of lease transactions, solidifying his expertise and success in the industry.



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KAYLA MORROW

SENIOR ASSOCIATE

Kayla started her commercial real estate career in 2018 and specializes in the leasing and sale of retail properties. She provides project marketing services and carries out tenant mandates, primarily focused on urban markets.

Through understanding her client's goals, Kayla ensures their real estate solutions reflect their overall business strategy by equipping them with the right tools and information for continued success. She has a passion for facilitating complementary tenant mixes that benefit one another while catering to the demand generated from the surrounding trade area.

Kayla is a graduate of the University of Victoria's Gustavson School of Business, where she specialized in entrepreneurship and had since earned the 2022 Colliers Rookie of the Year award and was elected as a 2022-2023 Colliers North American Emerging Retail Leader.

Section 3

Project Marketing

LYNN VALLEY CENTRE

1199 Lynn Valley Road, North Vancouver



- + **Landlord:** Madison Pacific Properties Inc.
- + **Rentable Area:** 6,344 SF with Drive-Thru
- + Sitings retained to lease/pre-lease 16 units on a phased basis
- + Pre-lease commitments successfully secured with Starbucks, Scotiabank, BlueShore, Van Pet, Mobile Q, Domino's, Stillhavn, Beenhaven Kids, Quesada Tacos, Music World, 123Dentist, Subway, Lynn Nails, and Lynn Art Framing
- + Second floor office units remain available

TSAWWASSEN COMMONS

4949 Canoe Pass Way, Tsawwassen



- + **Landlord:** Forgestone Capital and Triovest Realty Advisors
- + **Rentable Area:** 550,000 SF
- + Over 95% leased
- + Secured Club16, CEFA Childcare, KalTire, Live Well, Kamome Sushi, Mucho Burrito, and many others to successfully reach pre-leasing requirements
- + One of the most notable new retail nodes underway in Metro Vancouver

SOLO DISTRICT

4007 Rosser Avenue, Burnaby, BC



- + **Landlord:** Appia Developments c/o Bosa Development
- + **Rentable Area:** 119,157 SF
- + Phase 4 now pre-leasing

LONSDALE SQUARE

Between 21 & 22 Street, North Vancouver, BC



- + **Landlord:** Darwin/Minto Properties (M4 at Lonsdale Square) Limited Partnership
- + **Rentable Area:** 6 Units: 8,567 SF
- + **Availability:** Project fully leased as of July 2023

EAGLE LANDING

8443 Eagle Landing Parkway, Chilliwack, BC



- + **Landlord:** Eagle Landing Development GP Ltd.
- + **Rentable Area:** 450,000 SF
- + **Availability:** 1 Unit: Up to 5,575 SF

FRASER COMMONS

725 SE Marine Drive, Vancouver, BC



- + **Landlord:** Serracan Development Group
- + **Rentable Area:** 12 Units: 19,533 SF
- + **Availability:** 1 Unit: 1,783 SF

1080 MARINE DRIVE

North Vancouver, BC



- + **Landlord:** Staburn 1080 Marine Limited
- + **Saleable Area:** 4 Units: 7,000 SF
- + **Availability:** 2 Units: Up to 3,347 SF

10608 151A STREET

Surrey, BC



- + **Landlord:** Northland Properties Corporation
- + **Rentable Area:** 1 Unit: Up to 5,670 SF + Patio

MARINE GATEWAY

497 SW Marine Drive, Vancouver, BC



- + **Landlord:** PCI Developments Corp.
- + **Rentable Area:** 220,000 SF
- + 100% pre-leased
- + Anchored by T&T Supermarket, Cineplex VIP Theatres, Shoppers Drug Mart, Winners, and a number of financial institutions
- + Home to the Marine Drive Canada Line Station
- + 247,000 SF of office space
- + 461 residential units

BURRARD LANDING

1055 Canada Place, Vancouver, BC



- + **Landlord:** PCI Developments Corp.
- + **Rentable Area:** 95,000 SF
- + 100% leased
- + Secured major tenants including: Cactus Club, Tap & Barrel, Mahony & Son's Irish Pub, Club16, Chop Steakhouse, Vancouver Island Ferry Corporation, Harbour Air, and De Dutch
- + Implemented a lease strategy to remerchandise key components of the project in 2021/22. Successfully secured Chop Steakhouse, a dermatology clinic, and Quesada Taco Shop
- + Replaced various vacancies as a result of COVID-19

1208 TRANQUILLE ROAD

Kamloops, BC



- + **Landlord:** A & A Construction Ltd.
- + **Rentable Area:** 4,835 SF with Drive-Thru
- + **100% Leased:** Starbucks, Pizza Pizza, and KFC

32073 SOUTH FRASER WAY

Abbotsford, BC



- + **Landlord:** Madison Pacific Properties Inc.
- + **Rentable Area:** 6,344 SF with Drive-Thru
- + **100% Leased:** Starbucks, Church's Chicken, Pizza Pizza, and Donair

1795 BEACH AVENUE

Vancouver, BC



- + **Landlord:** Quord Holdings Ltd.
- + **Rentable Area:** 9,255 SF
- + **100% Leased:** CRAFT Beer Market

15288 FRASER HIGHWAY

Surrey, BC



- + **Landlord:** KKBL No. 490 Ventures Ltd.
- + **Rentable Area:** 5,554 SF
- + **100% Leased:** Prospera Credit Union (Renewal & Extension), and Neurophysics Physiotherapy

POLYGON GALLERY

101 Carrie Cates Court, North Vancouver, BC



- + **Landlord:** Polygon Gallery
- + **Rentable Area:** 1,943 SF
- + **100% Leased:** Nemesis Coffee

43 CHILKOOT WAY

Whitehorse, YT



- + **Landlord:** Jim Pattison Developments Ltd.
- + **Rentable Area:** 14,145 SF
- + **100% Leased:** Dollarama

GREYSTONE VILLAGE

1601 Burnwood Drive, Burnaby, BC



- + **Vendor:** S. Daniele Investments Ltd.
- + **Purchaser:** Local Investors/Users
- + **Rentable Area:** 27,586 SF
- + **Price:** \$18,500,000

PITT MEADOWS CENTRE

12137 Harris Road, Pitt Meadows, BC



- + **Vendor:** Jade Agencies Ltd.
- + **Purchaser:** Local Investors/Users
- + **Rentable Area:** 33,000 SF
- + **Price:** \$12,000,000

ROYAL SQUARE MALL

800 McBride Boulevard, New Westminster, BC



- + **Vendor:** R.S. Commercial Properties Ltd.
- + **Purchaser:** Persian Investor
- + **Rentable Area:** 61,373 SF
- + **Price:** \$18,400,000

GARRISON VILLAGE

Vedder & Keith Wilson Road, Chilliwack, BC



- + **Vendor:** Canada Lands CLC Limited
- + **Purchaser:** Local Investor
- + **Rentable Area:** 48,097 SF
- + **Price:** \$11,750,000

METRAL STATION

6332 - 6338 Metral Drive, Nanaimo, BC



- + **Vendor:** Pacific Capital Real Estate Corp.
- + **Purchaser:** Local Investor
- + **Rentable Area:** 32,401 SF
- + **Price:** \$11,350,000

MC2 (COMMERCIAL STRATA)

489 SW Marine Drive, Vancouver, BC



- + **Vendor:** Intracorp
- + **Purchaser:** Various Investors/Users
- + **Rentable Area:** 8,977 SF
- + **Price:** \$8,668,900

METRO PLACE (COMMERCIAL STRATA)

4468 Beresford Street, Burnaby, BC



- + **Vendor:** Intracorp
- + **Purchaser:** Local Investors/Users
- + **Rentable Area:** 6,330 SF
- + **Price:** \$8,545,000

SILVER (COMMERCIAL STRATA)

4390 Beresford Street, Burnaby, BC



- + **Vendor:** Intracorp
- + **Purchaser:** Various Investors/Users
- + **Rentable Area:** 5,797 SF
- + **Price:** \$9,670,000

Section 4

Partnerships

Sheldon and his team are proud to have established an on-going relationship with the following notable Landlords. A brief summary about them follows:

PCI DEVELOPMENTS



PCI is a privately owned Vancouver B.C. based real estate developer & investor. Since 1982, PCI has invested in and/or developed over 6 million square feet of real estate, including some of Metro Vancouver's most prominent urban landmarks.

Mandate(s)

- + PCI granted Sheldon his first ever listing
- + Since then, Sheldon has sold and leased a myriad of space for the company
- + Most recently, Sheldon successfully pre-leased PCI's major projects: Marine Gateway and Burrard Landing

BOSA DEVELOPMENT & APPIA GROUP OF COMPANIES



Bosa Development is an organization recognized internationally for their success in pioneering new markets by creating developments that are catalysts for change. The development company builds amenity-rich residential and mixed-use communities.

Mandate(s)

- + Bosa chose Sheldon and his team to pre-lease the Solo District in Burnaby because of his expertise in the area of mixed-use projects
- + Solo leased well and as a result, Bosa engaged Sheldon to re-merchandise Lynn Valley Centre in North Vancouver

GWL REALTY ADVISORS



GWL Realty Advisors provide real estate services including portfolio management, acquisition, and dispositions, development, and asset property management, and leasing services across the full range of office, industrial, retail, and multi-residential asset classes.

Mandate(s)

- + Sheldon was approached by GWL to assist in the planning and pre-lease of Northwoods Village in North Vancouver
- + Northwoods Village, a grocer anchored shopping centre of 65,000 SF was fully leased within 6 months of completion

Other landlords Sheldon has worked with include:



Additional Landlords:

A & A Construction Ltd., bcIMC Realty Corporation, Berezan Group, Choice Properties Limited, Colliers Property Management, Delesalle Holdings, Empire West Equities, Fairborne, Fiera Real Estate, First Capital, Gracorp, Grappa Investments, Hanjin Investment Group, Hollyburn Properties, Hudson's Bay, HY Louie Co., Intercity Developments Ltd., Jade Agencies Ltd., Janda Groups Holdings Inc., Mann Capital., ONNI, Pan West Group, Polygon Gallery,Porte Real Estate Ventures Limited, Quay Property Management Corp, Quorum Construction, RiverRock Properties, S. Danielle Investment Ltd., Sechelt Indian Band, Serracan, Shato Holdings, SmartCentres, Solterra Development Group, Squiala First Nation, Sun Village Investments, Triovest Realty Advisors, and Vancouver City Savings Credit Union.

Sheldon has long standing relationships with numerous well established retailers including:

CLUB16 TREVOR LINDEN FITNESS



Club16 Trevor Linden Fitness operates more than 16 locations under the Club16 and She's Fit brands. Sheldon has enjoyed a very strong relationship with the founder of Club16/She's Fit since 1990, when it was "Just Ladies Fitness".

Mandate(s)

- + Sheldon has been an integral part of the company's expansion strategy
- + Sheldon assists Club16 with leases, lease renewals, acquisitions, and general real estate advice

Results

- + Club16: 16 locations & She's Fit: 3 locations
- + Orangetheory Fitness: 10 locations before the company was sold in 2021

DE DUTCH PANNEKOEK HOUSE



De Dutch is a casual dining restaurant that specializes in breakfast, brunch and lunch. They started in 1975 and Sheldon has been actively working with them since 1990.

Mandate(s)

- + Seek locations for flagship restaurants. Existing Restaurants are likely to be relocated and expanded on lease expiry therefore Sitings scouts areas one year in advance for opportunities
- + Introduction of any new shopping centre developments in Metro Vancouver to De Dutch

Results

- + Sheldon has successfully secured 5 locations and assisted with various lease renewal negotiations

COMMUNITY SAVINGS



Community Savings Credit Union is a full service financial institution. They are BC's 12th largest credit union, with assets totaling close to \$800M. They have 7 branches in the Lower Mainland and Victoria, and have a team of over 80 employees.

Mandate(s)

- + Sheldon was retained to assist Community Savings with lease renewals in Burnaby, Surrey, and New Westminster
- + Sheldon is close to a deal with the Community Savings' to relocate a long-standing branch in New Westminster

Results

- + All leases are successfully renewed. In addition, a deal is progressing for new space in New Westminster

PARTNERSHIPS | RETAILERS

Other notable retailers with whom Sheldon is proud to work with include:



TAP & BARREL



CACTUS CLUB CAFE



Additional Retailers:

123Dentist, 7-Eleven, Anytime Fitness, Artis Dental Centre, Bank of Nova Scotia, Barcelos Chicken, BC Liquor Stores, BlueShore Financial, CEFA Daycare, Chopped Leaf, Church's Chicken, CIBC, Clancy's Meats, Coal Harbour Rejuvenation Dermatology, Coast Capital Savings, Colony Restaurant, Dairy Queen, Deas Island Dance Centre, Domino's Pizza, Donair Affair, Donnelly Hospitality Management, EasyHome, Enterprise Rent-A-Car, Evolution Beauty, Express News, F45 Fitness Studio, Fortune Seafood Restaurant, Fraser Health Authority, Freshii, FreshSlice Pizza, G7F Credit Union, GolfTown, Great Clips, H & R Block, Harry's Fish and Chips, Henry's Cameras, Kal Tire, Kelly O'Bryan's Restaurant, KFC, Live Well Fitness, M&M Meat Shops, Mary Brown's, Mobile Q, Mucho Burrito, Music Works, Nemesis Coffee, Neptune Seafood Restaurant, Noodle Box, Nook Restaurant, Once Upon A Child Clothing, Orange Theory Fitness, Osmows Grill, Panago Pizza, Papa Murphy's Pizza, Peninsula Runners, Pizza Pizza, Popeyes Vitamins, Quesada Taco Shop, Quiznos, Red Wings Shoes, Return It, Ride Cycle Club, Rona Inc., Royal Bank of Canada, Save-On-Foods, Scan Designs, Simply Pho Vietnamese Cuisine, Sobey's, South Van Medical Clinic, Starbucks Coffee, Stilhavn Realty, Subway, Sungiven Foods Canada Inc, The Bank of Nova Scotia, Trees Cheesecake + Organic Coffee, Vacuum Works, Value Village Stores, Van Pet, Vancouver All Star Cheerleading, Vermander Natural Health Physio, Waypoint Insurance, and Wonderland Entertainment.