

# FOR SALE

3960 FRANCIS ROAD, RICHMOND, B.C.

SINGLE-TENANT BANK W/ DRIVE-THRU | RECENT TENANT RENEWAL AND RENOVATIONS

NO 1 ROAD (13,365 VPD)



DRIVE-THRU

DRIVE-THRU EXIT

FRANCIS ROAD (7,279 VPD)

- ✓ RECENT 5-YEAR RENEWAL EFFECTIVE OCTOBER 1, 2024
- ✓ TENANT COMPLETING SIGNIFICANT RENOVATIONS

Marcus & Millichap

# OPPORTUNITY

The Vendor has exclusively engaged Marcus & Millichap REIS to market its 100% freehold interest in 3960 Francis Road, Richmond, B.C. (the “Subject Property”). The Subject Property is positioned on a high-exposure corner within a commercial node, surrounded by schools, parks, and a variety of retail services. It is leased on a quadruple-net (NNNN) basis to The Canada Trust Company (“TD Bank”), a strong national corporate covenant.

-  Positioned on a prominent corner directly across from Safeway anchored Seafair Centre, the Subject Property is positioned in a established commercial node, serving an affluent suburban community.
-  Quadruple-net (NNNN) lease. The tenant is responsible for all expenses, including structural maintenance, repairs, and replacements, leaving no ongoing obligations for the landlord.
-  TD Bank is in the process of completing substantial renovations with project completion scheduled for Fall 2025, in addition to its long-term commitment to the Subject Property through its longstanding tenancy since 1980.
-  Leased to The Canada Trust Company (“TD Bank”), one of Canada’s largest financial institutions, with a market capitalization of ~CAD \$175 billion and assets exceeding CAD \$2 trillion (2025).



# SALIENT DETAILS

<b>Address:</b>	3960 Francis Road, Richmond, B.C.
<b>Legal Description:</b>	LOT 350, BLOCK 4N, PLAN NWP47002, SECTION 27, RANGE 7W, NEW WESTMINSTER LAND DISTRICT
<b>PID:</b>	006-174-906
<b>Zoning:</b>	<a href="#">CN - Neighbourhood Commercial</a>
<b>Site Size:</b>	15,263 SF (0.35 Acres)**
<b>Year Built:</b>	Built 1962, redeveloped 1978-80, now undergoing major renovation.
<b>Leasable Area:</b>	4,260 SF
<b>Environmental:</b>	A Phase I Environmental Site Assessment (ESA) was completed in July 2025. Copies of this ESA report are available upon execution of the Confidentiality Agreement ("CA").
<b>Tenant:</b>	THE CANADA TRUST COMPANY ("TD Bank")
<b>Lease Expiration:</b>	September 30, 2029
<b>Renewal Options:</b>	1 x 5 Years*
<b>NOI:</b>	Oct 1, 2024 to Sept 30, 2026: \$233,650 (\$52.50 PSF) Oct 1, 2026 to Sept 30, 2029: \$238,560 (\$56.00 PSF)
<b>Price:</b>	\$5,590,000
<b>Cap Rate:</b>	4.00%



\*At Fair Market Rent - Not less than prior basic rent.  
\*\*Source: BC Assessment.

# TD TENANT HIGHLIGHTS



TD Bank is the 2nd largest Canadian bank by total assets, total deposits, and market capitalization.



TD Bank has a market capitalization of over CAD \$175 billion.



Over \$2 trillion CAD in total assets and \$530 billion CAD in assets under management (as of Oct. 31, 2024).



More than 2,200 branches serving 27.9 million customers across North America.



**TD COMPLETING SUBSTANTIAL  
INTERIOR / EXTERIOR RENOVATION  
INCLUDING NEW SIGNAGE**



# LOCATION OVERVIEW



# Marcus & Millichap

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CONFIDENTIALITY AGREEMENT

NO 1 ROAD (13,365 VPD)

FRANCIS ROAD (7,279 VPD)



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