

Colliers

# Versante HOTEL

METRO VANCOUVER INVESTMENT OPPORTUNITY

8499 BRIDGEPORT ROAD  
RICHMOND, BRITISH COLUMBIA, CANADA



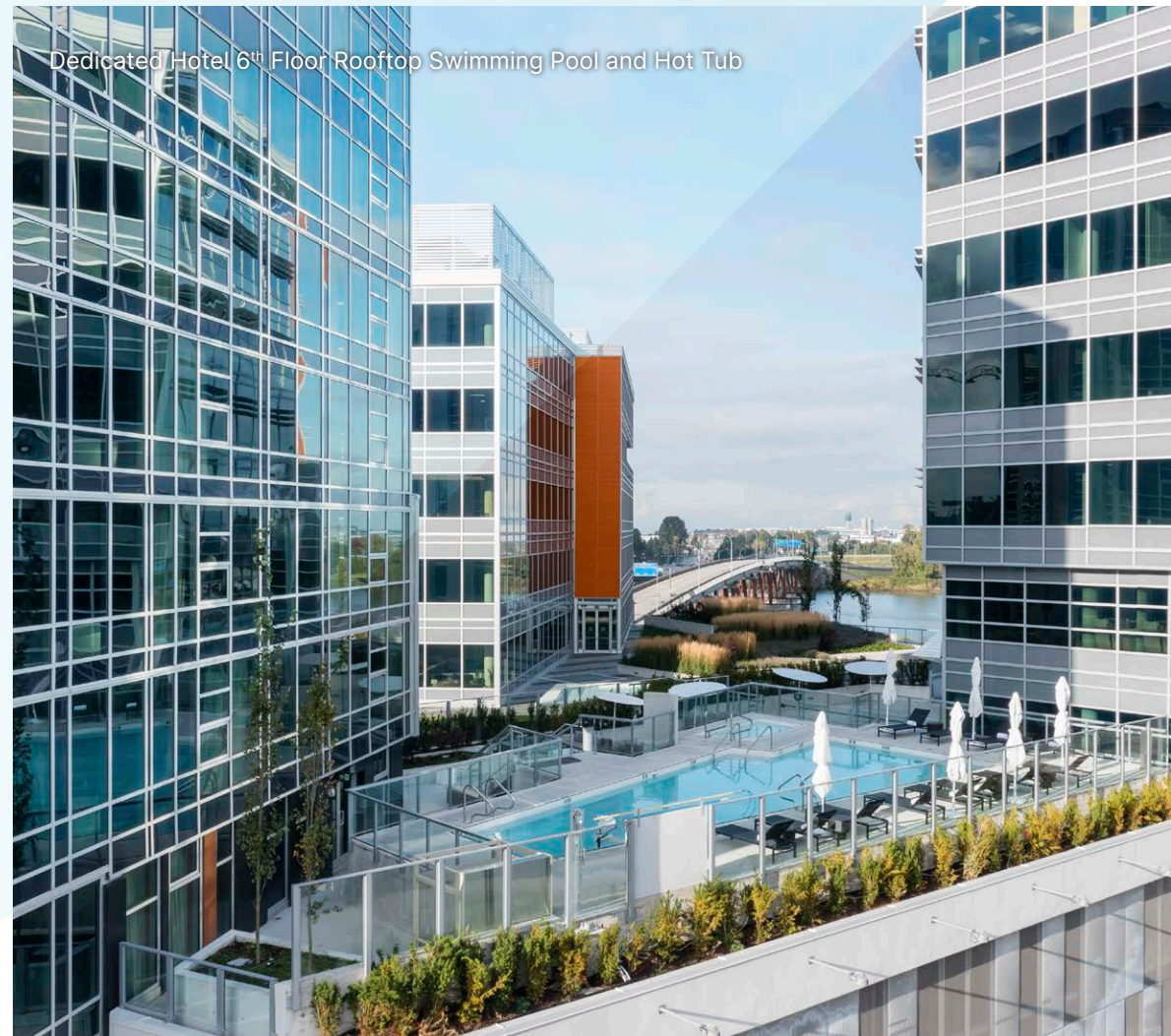


Hotel Exterior, and neighbouring  
International Trade Centre building



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Dedicated Hotel 6<sup>th</sup> Floor Rooftop Swimming Pool and Hot Tub



Icon Guest Room



Hotel Lobby



Suite Bathroom





# PROPERTY OVERVIEW

Address	8499 Bridgeport Rd, Richmond, BC
Legal Description	Air Space Parcel 2 Section 21 Block 5 North Range 6 West New Westminster District Air Space Plan EPP73985
PIDs	030-795-851 (Hotel) & 029-611-598 (Remainder Parcel)
Opened	July 2021
Hotel Parcel GFA	±91,519 SF
Keys	100
GFA/Key	±920 SF/Key
Floors	14 (1-14 inclusive)
Food & Beverage	Bruno Restaurant (all-day dining), ±4,566 SF <i>Currently operated by Club Versante and can be sold unencumbered.</i> Alaia (lounge), ±2,500 SF (plus ±650 SF patio) <i>Currently partially leased to Club Versante and can be sold unencumbered and repositioned.</i>
Meeting Space	±3,080 SF in three meeting rooms on a dedicated conference floor, with a large outdoor terrace
Dedicated Hotel Recreation	Year-round heated rooftop swimming pool & hot tub 24-hour Fitness Centre
Guest Room Features and Amenities	<ul style="list-style-type: none"><li>• Spa-inspired bathrooms with rainfall showers and heated floors; all but the base room category offer freestanding soaker tubs and double sink vanity</li><li>• Floor-to-ceiling windows with View Smart® tint</li><li>• Nespresso coffee and Tealeaves Teas</li><li>• Bathrobes, slippers and Dyson Supersonic hair dryer</li></ul>
Other	<ul style="list-style-type: none"><li>• Complimentary bicycle rentals</li><li>• House car and van shuttle transfers upon reservation</li></ul>
Hotel Parking	84 hotel dedicated parking stalls located on level 5 of the Remainder Parcel.
Labour	Non union



Hotel Guest Room

# The Offering At A Glance



## Top Hotel

Versante is an award-winning, top traveler-ranked hotel on TripAdvisor, honored with accolades for exceptional service, design excellence, and guest satisfaction.



## In-Place Cash Flow

The Property generates strong in-place top-and-bottom line cash flow, driven by average daily rates (ADRs) that are well ahead of its closest competition.



## Operating Upside

The overall market should continue to improve in the next few years, driven by major events (e.g., FIFA World Cup 2026), and ramp-up in international travel.



## Differentiated Product

Versante's design-centric identity, and prime location create a uniquely differentiated hotel product in a high-barrier global market environment.



## Modern Construction

Versante's modern construction incorporates sustainability and advanced technology to ensure efficiency, durability, and superior guest experiences.



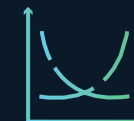
## Fully Unencumbered

The Hotel will be sold unencumbered by brand and management, providing maximum operational flexibility and potential to further enhance operating performance.



## CHIL Design

Interiors by well-respected CHIL Design blend bespoke aesthetics, premium materials, space planning to elevate guest comfort, brand identity and positioning.



## Efficiency Opportunities

There are a multitude of operational processes and revenue streams available to evaluate and reposition, providing significant upside potential for a new owner.





The Versante Hotel's location combines exceptional airport access, regional transit connectivity, walkable amenities, and proven market fundamentals—offering investors an irreplaceable position in one of Canada's most resilient and globally connected hospitality markets.





Dedicated Hotel 6<sup>th</sup> Floor Rooftop Swimming Pool and Hot Tub



## NEWLY CONSTRUCTED, HIGH QUALITY HOTEL

Opened in mid-2021, Versante Hotel is a newly constructed, purpose-built luxury lifestyle hotel that reflects a high standard of modern design. This premium hotel delivers a refined guest experience through thoughtful details such as floor-to-ceiling windows, spa-inspired bathrooms, and advanced in-room technology. Its bold aesthetic, and high-quality finishes set it apart as a best-in-class lifestyle hotel, purposefully designed to meet the expectations of today's discerning leisure and corporate travelers.

## STRONG IN-PLACE CASH FLOW WITH UPSIDE POTENTIAL

Versante Hotel consistently outperforms many Richmond-area hotels on average daily rate (ADR), with its unique room product, service levels, and a differentiated experience contributing to its strong RevPAR performance. Multiple revenue streams, including guest rooms, food & beverage (currently leased, but can be offered unencumbered), and efficient meeting spaces, provide diversified income and contribute to healthy operating margins.



CHIL Suite



Icon Room Bathroom



Signature Suite Furnishings



## RARELY OFFERED VANCOUVER AREA REAL ESTATE

The Offering presents a unique opportunity to acquire a premier, recently constructed hotel in North Richmond near the Vancouver International Airport (YVR). With a prime location, outstanding facility complement and great mix of nearby amenities, the Hotel provides strong potential upside for a new owner seeking to enter the high barrier to entry Greater Vancouver lodging market.

## STRONG PERFORMING LOCAL LODGING MARKET

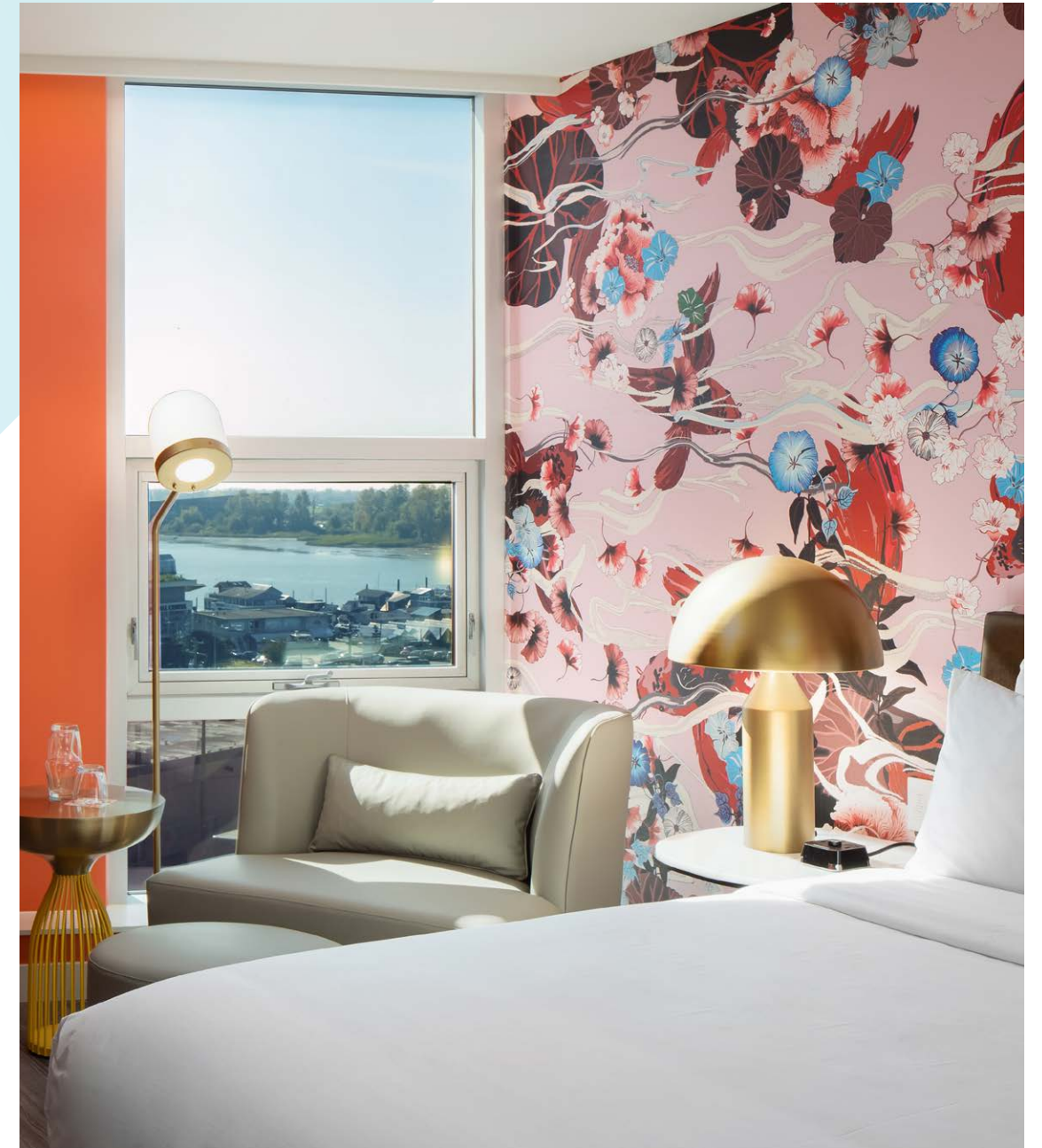
According to Smith Travel Research (STR) / CoStar, Richmond ranks as the #1 market in Canada for hotel occupancy, consistently outperforming other major cities due to its strong baseline of year-round demand and limited new hotel supply. Additionally, Richmond holds the third-highest Revenue Per Available Room ("RevPAR") in the country, trailing only downtown Vancouver and downtown Toronto.



Hotel Guest Room With Designer Poodle Lamp and Accessories



Bathrooms with Freestanding Designer Bathtubs



Typical Guest Room Decor



Richmond is a globally connected gateway city and one of Canada's most robust hotel markets, benefiting from its strategic proximity to Vancouver International Airport, one of the country's busiest and most internationally connected airports. As the first and last stop for millions of international travelers, Richmond captures a diverse and consistent flow of demand from business travelers, airline crews, leisure tourists, and long-haul transit passengers.





## EXCEPTIONAL LOCATION ATTRIBUTES

Versante Hotel boasts a prime, highly visible location at the gateway to Richmond, one of Metro Vancouver's most vibrant commercial and hospitality areas. Nestled within the renowned International Trade Centre (ITC) development and just steps away from two Canada Line stations, the Hotel offers excellent connectivity to Vancouver International Airport (YVR), only five minutes by car, Downtown Vancouver (20 minutes), and other key regional destinations via rapid transit or vehicle.

The Hotel is surrounded by a wealth of demand-generating attractions, including the nearby River Rock Casino Resort, Aberdeen Centre, Yaohan Centre, and a variety of restaurants and cultural sites that serve both international visitors and the local community. The Hotel also benefits from its proximity to the Richmond Night Market, McArthurGlen Designer Outlet, and Steveston Village.

Capitalizing on Richmond's strong tourism and corporate travel market, supported by YVR's status as a global air hub and the hotel's proximity to business parks, logistics centers, and tech campuses, Versante Hotel benefits from consistent demand. Its location within a prestigious mixed-use complex, featuring office towers and Club Versante amenities, further strengthens its potential for year-round occupancy across both business and leisure segments.

With exceptional access, visibility, and proximity to key demand drivers, Versante Hotel presents a unique opportunity to acquire a top-tier hospitality asset in a rapidly growing, high-barrier-to-entry market.



## OPERATING FLEXIBILITY

Offered unencumbered by management and brand, the Versante Hotel stands as a design-forward, high-caliber asset with distinctive character. A new owner may preserve the Versante positioning or introduce an alternate independent, regional or international flag, building on its bold design and existing base of demand.

This unencumbered status unlocks substantial value: partnership with a globally recognized upscale or luxury lifestyle brand can generate additional top-line premiums, broaden distribution channels and integrate the Hotel into a premier loyalty program.

Such optionality, whether to brand or remain independent, provides the latitude for a new owner to reposition the Property and capitalize on its irreplaceable central North Richmond location under any preferred banner.



Versante Suite Balcony



# Versante HOTEL

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