



For Sale: Self-Storage with excess land

1710 Concession Road

Cambridge, Ontario



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1710 Concession Road

Lennard Commercial Realty Brokerage (the “Advisors” or “Lennard”) has been retained on an exclusive basis by the Vendor to offer for sale 100% interest in Self-Storage business and property located at 1710 Concession Rd, Cambridge (the “Property”). The offering represents a rare opportunity to acquire long standing stable business with excess land for development.

Property Highlights

- > High Quality Business with stable income
- > Excess Land upside for additional storage development.
- > Excellent opportunity for dynamic pricing

For more information on this asset, please contact:



Cole Braithwaite, CCIM*
Vice President Investment Services
905.917.2051
cole@lennard.com

Lennard:

Lennard Commercial Realty, Brokerage
201-60 Columbia Way, Markham
905.752.2220
lennard.com

*Sales Representative

Property Highlights

1710 Concession Road located in Cambridge, Ontario



Building Size
15,150 SF



Frontage
624.66 ft.

Lot Size
2.59 acres



Asking Price
\$2,995,000



Zoning
M2



Asset Type
**Industrial Land /
Self Storage**



Area Influences
**Major Highway /
Public Transit**

Self-Storage Units

Size	Count
4x4.5x3.5	5
4x4.5x5.5	5
4x4.5x9	15
5x10	28
5x15	26
10x10	34
10x15	26
10x20	9
10x25	9
Total	157



Zoning: M2

Permitted Uses

- General industrial uses (other than a motor vehicle repair shop, or auto body repair shop, an auto service mall, an establishment for the display, sales and service of motor vehicles and motorized equipment, a bonded customs warehouse or a courier or delivery service) where no outdoor storage is provided and all operations are entirely conducted within wholly enclosed buildings
- A factory sales outlet a factory sales outlet in accordance with section 3.4.1.1 (see next page)
- Offices offices in accordance with section 3.4.1.2 (see next page)
- A day nursery or day care centre
- a use permitted in all industrial zones in accordance with section 2.1.1 (see next page)
- an accessory use, building or structure

Source: City of Cambridge Zoning By-Law



Zoning: M2

Permitted Uses (continued)

3.4.1 Regulations Applicable in All Industrial Use Class Zones

1. Factory Sales Outlets

Notwithstanding the provisions of section 3.4.3 of this by-law, any manufacturing industry established in any industrial use class zone may sell to the general public at retail the products manufactured or assembled by the establishment on the premises from a factory sales outlet located within the building in which such products are manufactured if the gross leasable floor area of such factory sales outlet does not exceed 20% of the total floor area of the building.

2. Offices in Industrial Zones

The office floor area required by an industrial use specified in section 3.4.2 for its own executive and administrative purposes or to accommodate in-house technical and professional services may be located:

- (a) in the same building as the industrial use;
- (b) in a separate building on the same lot as the building occupied by such industrial use provided that all buildings on the same lot are held in single ownership or by participants in a condominium corporation or cooperative;
- (c) in an industrial mall;
- (d) in an office building permitted in an M1 zone;
- (e) in a trailer located on the same lot and situated on such lot in accordance with the regulations prescribed in section 3.4.3.2 of this by-law; provided, however, that any trailer used for the purposes of providing office accommodation for an industrial use shall be considered as an expedient and temporary use pending the completion of construction of permanent office accommodation within a building on the lot.

2.1 Land Use

2.1.1 Uses Permitted in All Zones

Notwithstanding the provisions of section 3 of this by-law, nothing in this by-law shall apply to prevent the use of land or the erection, location or use of any building or structure, in any zone,

1. for any purpose of the City, the Regional Municipality of Waterloo, Government of Ontario or Government of Canada or any department, agency, board of commission thereof including Ontario Hydro and the Hydro-Electric Commission of Cambridge and North Dumfries, or, any privately owned or other public service utility, pipeline company or broadcasting company or for any facility, other than administrative offices, sales outlets, studios, garages, depots or yards of a privately owned company; provided, however, that
 - (a) the requirements of section 3 of this by-law for maximum lot coverage, minimum setbacks and minimum yards for the zone in which such lands are located are not contravened;
 - (b) the minimum parking, loading and landscaping requirements of sections 2.2, 2.3 and 2.4 of this by-law are complied with;
2. [deleted]
3. for the purpose of providing private home day care in any dwelling unit which is also used for residential occupancy;
4. for the purpose of providing living accommodation of a bachelor or one bedroom dwelling unit only for a watchman or caretaker in a building used or intended to be used for a nonresidential purpose in an N-class or M-class zone, provided such dwelling unit is not located on the ground floor of a building in a commercial use class zone;
5. for the purpose of making or operating a wayside pit or wayside quarry pursuant to the Pits and Quarries Control Act and regulations made thereunder;
6. [deleted]
7. for the purpose of providing a crisis intervention home.

Source: City of Cambridge Zoning By-Law



J-4 Self Storage Financial Analysis

Sales	2025	2024	2023	2022	2021
J-4 Self Storage	\$200,323.00	\$191,691.00	\$195,111.00	\$179,270.00	\$181,360.00
Expenses					
Wages and benefits	\$72,359.00	\$73,419.00	\$62,823.00	\$60,658.00	\$61,357.00
Property Taxes and Insurance	\$41,611.00	\$39,548.00	\$38,194.00	\$37,204.00	\$40,099.00
Repairs and maintenance	\$6,423.00	\$22,983.00	\$10,191.00	\$5,528.00	\$9,083.00
Vehicle and travel expenses	\$11,444.00	\$8,228.00	\$10,268.00	\$8,744.00	\$6,126.00
Depreciation	\$2,285.00	\$2,381.00	\$2,793.00	\$2,946.00	\$3,268.00
Office and telephone	\$2,770.00	\$2,956.00	\$3,649.00	\$1,850.00	\$3,260.00
Advertising and promotion	\$2,512.00	\$2,648.00	\$3,490.00	\$2,947.00	\$2,890.00
Utilities	\$2,285.00	\$2,381.00	\$2,615.00	\$2,399.00	\$2,356.00
Bank charges and interest	\$1,436.00	\$1,499.00	\$1,392.00	\$1,540.00	\$1,683.00
Purchases and supplies	\$940.00	\$900.00	\$905.00	\$1,124.00	\$135.00
Professional Fees	\$490.00	\$210.00	\$2,535.00	\$820.00	\$790.00
Total	\$144,555.00	\$157,153.00	\$138,855.00	\$125,760.00	\$131,047.00
Earnings	\$55,768.00	\$34,538.00	\$56,256.00	\$53,510.00	\$50,313.00

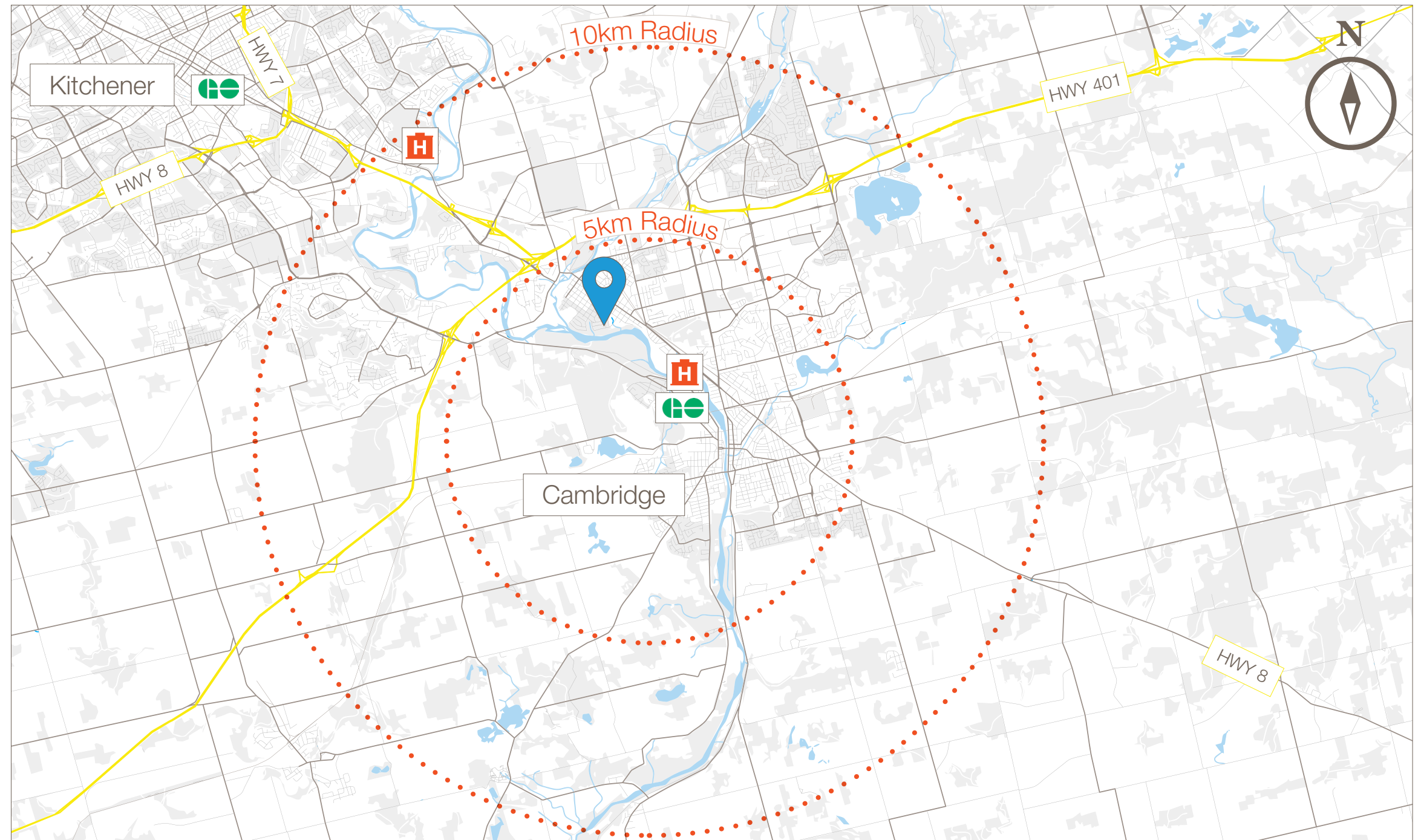


Location Overview

Cambridge

Cambridge is a modern city with a rich architectural heritage still clearly seen today. Cambridge is now the second largest community within Waterloo Region. This is partly due to our strong economy and culture. Cambridge is united by its heritage, rivers, cultures and common future.

-  Population
138,479
Greater KWC
707,000
-  Average Household Income (5km)
\$102,875.92
-  Average Age (5km)
41.3
-  **Drive Times**
Toronto | 1 hour 11 mins | 97 km
Hamilton | 40 mins | 44 km
Kitchener / Waterloo | 28 mins | 28 km
-  **1710 Concession Road**



Neighbouring Amenities

Restaurants

1. Silver Spoon
2. Cambridge
3. ZAZ Bistro
4. Fiddle & Firkin
5. Tommy's Pizza & Wings

Education

6. Preston High School
7. St. Joseph Catholic Elementary School
8. St. Micheal Catholic Elementary School
9. Parkway Public School
10. Coronation Public School

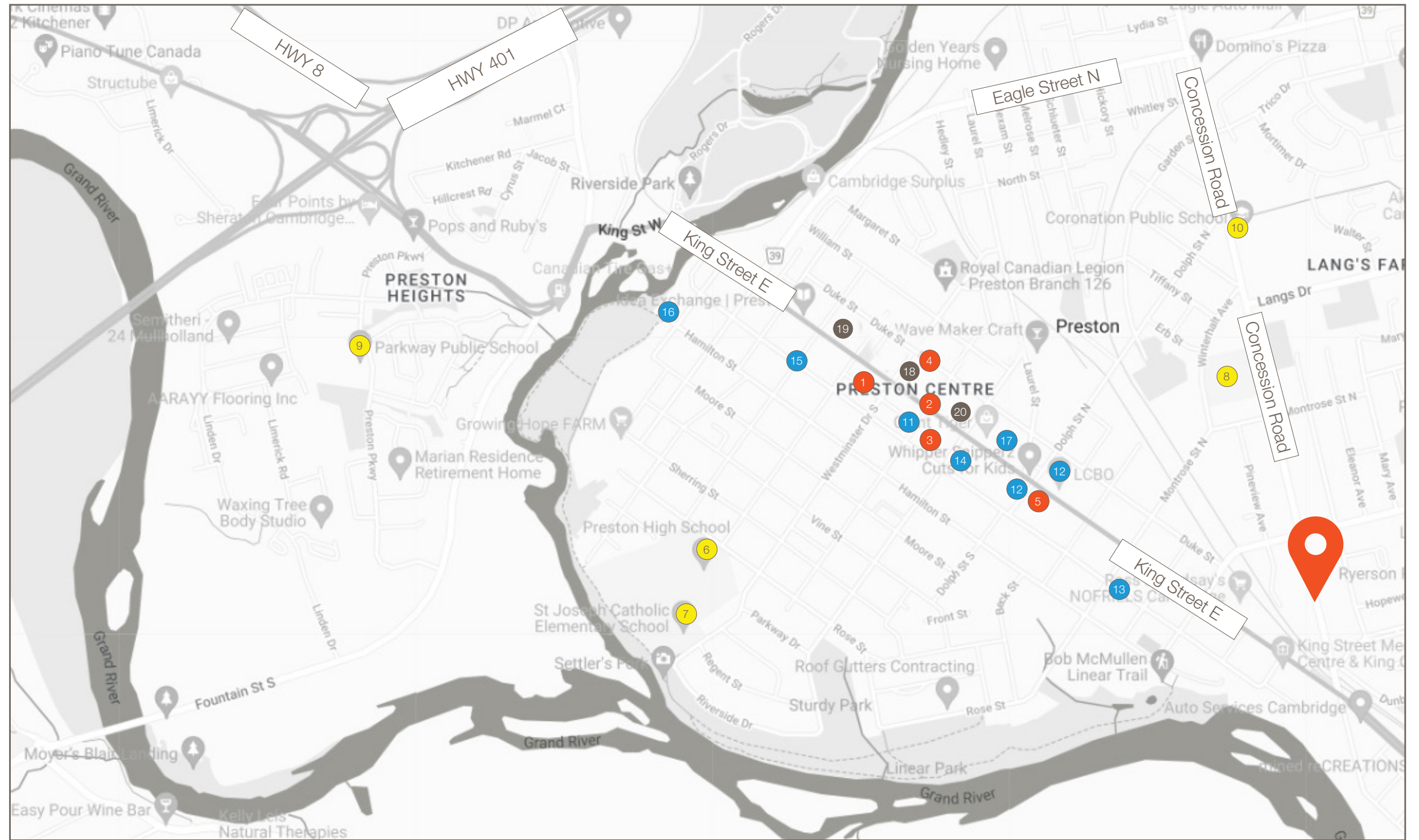
Shopping & Grocery

11. Giant Tiger
12. LCBO
13. NoFrills
14. Home Hardware
15. The Tool Shop
16. The Beer Store
17. Top Market Family Farms

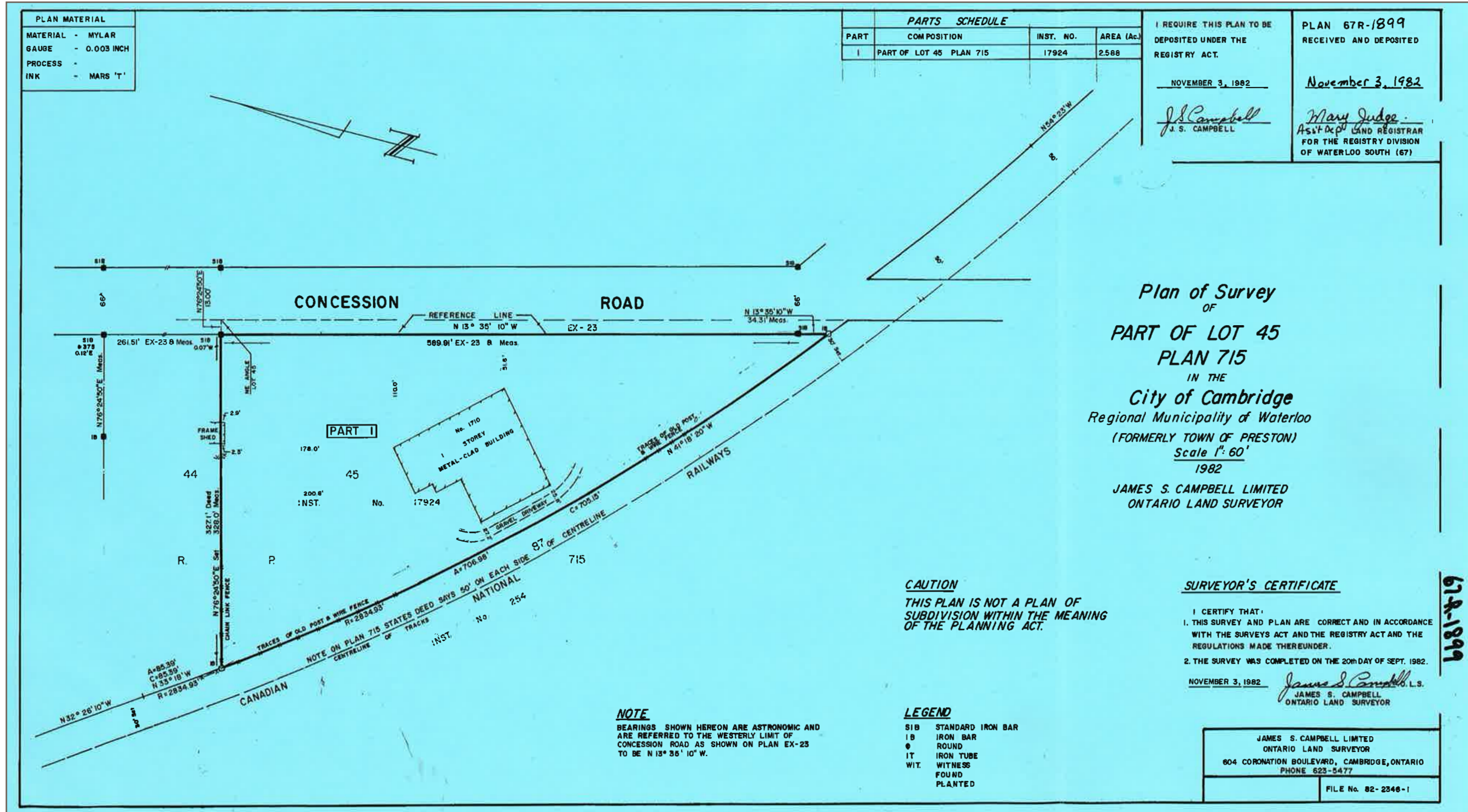
Financial Institutions

18. TD Canada Trust
19. CIBC
20. Bank of Montreal

 1710 Concession Road



Survey Map



PLAN MATERIAL
 MATERIAL - MYLAR
 GAUGE - 0.003 INCH
 PROCESS -
 INK - MARS 'T'

PARTS SCHEDULE			
PART	COMPOSITION	INST. NO.	AREA (Ac.)
I	PART OF LOT 45 PLAN 715	17924	2.588

I REQUIRE THIS PLAN TO BE DEPOSITED UNDER THE REGISTRY ACT.
 NOVEMBER 3, 1982
J.S. Campbell
 J. S. CAMPBELL

PLAN 67R-1899
 RECEIVED AND DEPOSITED
 November 3, 1982
Mary Judge
 Asst. Dep. LAND REGISTRAR
 FOR THE REGISTRY DIVISION
 OF WATERLOO SOUTH (67)

Plan of Survey
 OF
PART OF LOT 45
PLAN 715
 IN THE
City of Cambridge
 Regional Municipality of Waterloo
 (FORMERLY TOWN OF PRESTON)
 Scale 1" = 60'
 1982
JAMES S. CAMPBELL LIMITED
 ONTARIO LAND SURVEYOR

CAUTION
 THIS PLAN IS NOT A PLAN OF
 SUBDIVISION WITHIN THE MEANING
 OF THE PLANNING ACT.

SURVEYOR'S CERTIFICATE
 I CERTIFY THAT:
 1. THIS SURVEY AND PLAN ARE CORRECT AND IN ACCORDANCE WITH THE SURVEYS ACT AND THE REGISTRY ACT AND THE REGULATIONS MADE THEREUNDER.
 2. THE SURVEY WAS COMPLETED ON THE 20th DAY OF SEPT. 1982.
 NOVEMBER 3, 1982
James S. Campbell O.L.S.
 JAMES S. CAMPBELL
 ONTARIO LAND SURVEYOR

NOTE
 BEARINGS SHOWN HEREON ARE ASTRONOMIC AND ARE REFERRED TO THE WESTERLY LIMIT OF CONCESSION ROAD AS SHOWN ON PLAN EX-23 TO BE N 13° 35' 10" W.

LEGEND
 SIB STANDARD IRON BAR
 IB IRON BAR
 O ROUND
 IT IRON TUBE
 WIT. WITNESS FOUND PLANTED

JAMES S. CAMPBELL LIMITED
 ONTARIO LAND SURVEYOR
 604 CORONATION BOULEVARD, CAMBRIDGE, ONTARIO
 PHONE 623-5477
 FILE No. 82-2346-1

67R-1899



Offering Process

This Confidential Investment Memorandum (“CIM”) has been prepared by the Advisors and is being delivered to prospective purchasers to assist them in deciding whether they wish to acquire the Property. This CIM does not purport to be all inclusive or to contain all the information that a prospective purchaser may require in deciding whether or not to purchase the Property. This CIM is for information and discussion purposes only and does not constitute an offer to sell or the solicitation of any offer to buy the Property. This CIM provides selective information relating to certain physical, locational and financial characteristics of the Property.

The information on which this CIM is based has been obtained from various sources considered reliable. Neither the Vendor nor the Advisors make any representations, declarations or warranties, express or implied, as to the accuracy or completeness of the information or statements contained herein or otherwise and such information or statements should not be relied upon by prospective purchasers without independent investigation and verification. The Vendor and Advisors expressly disclaim any and all liability for any errors or omissions in the CIM or any other written or oral communication transmitted or made available to prospective purchasers. Prospective purchasers should conduct their own independent investigation and verification of the information provided herein, and should seek legal, accounting, tax and engineering advice as necessary.

If any information relating to the Property, in addition to the information provided in this Confidential Investment Memorandum, is provided at any time, orally or otherwise, by the Vendor or the Advisors or anyone acting on their behalf, such information is provided as a convenience only without representation or warranty as to its accuracy or completeness and such information should not be relied upon by prospective purchasers without independent investigation and verification.

Confidentiality

By accepting this CIM, prospective purchasers agree to hold and treat this CIM and its contents in the strictest confidence. Prospective purchasers will not, directly or indirectly, disclose or communicate or permit anyone else to disclose or communicate this CIM or any of its contents or any part thereof to any person, firm or entity without the prior written consent of the Vendor and Advisors. Prospective purchasers will not use or permit this CIM to be used in any manner detrimental to the interests of the Vendor, Lennard or their affiliates or for any other purpose than a proposed purchase of the Property. The recipient of this CIM agrees to provide the Advisors with a list of those persons to whom this CIM or any information contained herein is provided.

The terms and conditions in this section with respect to confidentiality and the disclaimer contained under final page of the memorandum will relate to all sections of the CIM as if stated independently therein.

Indemnification

Recipients of this CIM acknowledge that they are principals or investment advisors in connection with the possible acquisition of the Property and agree that they will not look to the Vendor or the Advisors or any of their affiliates for any fees or commissions in connection with the sale of the Property other than the co-operating fee being offered.

In no event shall any prospective purchaser or any of its agents or contractors contact any governmental authorities concerning the Property, or make any physical inspection or testing of the Property, without the prior written consent of the Vendor or Advisors. At any time prior to the Completion of the proposed transaction, the Vendor may request additional information from interested parties relevant to the transaction. The Vendor reserves the right to end the sale process or to cease discussions with any and all parties at any time without notice.

Process

Based on the information contained in this CIM, and other information that may be made available by the Advisors upon request, interested parties are invited to submit an offer to address the following requirements:

1. The purchase price and deposits for the Property
2. Proposed timeline and the terms of due diligence and closing
3. Confirmation that the Property will be purchased on an “as is”, “where is” basis
4. Name of the ultimate beneficial owners of the Purchaser

After review of the offer, it is the intent of the Vendor to enter into a binding Agreement of Purchase and Sale for the Property with a selected party.

None of the initial proposals, regardless of their form and content will create any binding legal obligation upon the Vendor or the Advisors.

Prospective purchasers should note that the Vendor is under no obligation to select any of the offers.

Sale Conditions

The Property and any fixtures, chattels and equipment included with the Property are to be purchased on an “as is, where is” basis. There is no warranty, express or implied, as to title, description, condition, cost, size, quantity or quality thereof chattels and equipment belonging to the tenant shall specifically be excluded in the Purchase.

Any information related to the Property which have been or will be obtained from the Vendor, Advisors or any other person, have been prepared and provided solely for the convenience of the prospective purchaser. Neither the Vendor nor the Advisors make any representation or warranty that such information is accurate or complete. Such information shall not form part of the terms of an Agreement of the Purchase and Sale, unless otherwise agreed in writing by the Vendor.

Submission Process & Timing

Proponents are invited to submit their offers to Lennard Commercial at any time. Offers will be reviewed on a first come first serve basis.

Offers should be directed to:

c/o Lennard Commercial
60 Columbia Way, Suite 201 Markham, ON L3R 0C9
Attention: Cole Braithwaite

Proposals or Offers to purchase will be evaluated based upon, but not limited to, the structure proposed by the prospective Purchaser, the net proceeds to the Vendor, the prospective Purchaser's ability to complete the transaction, the time lines and proposed closing conditions. The Vendor is not obliged to accept any offers and reserves the right to reject any or all offers received.

The Advisors and the Vendor intend to review all offers as soon as possible following the submission date. Following the review, the Vendor will, at their discretion, choose a short list of potential purchasers based on offer criteria. Once the short list has been chosen, Lennard will contact the proponents and provide them with feedback on their offer.



Cole Braithwaite*

Vice President

905.917.2051

cole@lennard.com

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201-60 Columbia Way, Markham

905.752.2220

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*Sales Representative • Statements and information contained herein are based on information furnished by principals and sources we deem reliable; however, we make no representation or warranty as to the accuracy, completeness or current status of such information and assume no responsibility for any errors, omissions, or misstatements. All information should be independently verified by the recipient. Lennard Commercial Realty, Brokerage