



# High profile retail/office site for sale

72-76 Main Street, Cambridge

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# 72-76

## Main Street

### Building size

9,400 sf

### Lot size

0.219 acres

### Zoning

Commercial (C1RM1)

### Occupancy

Partially leased:  
Pharmacy on Main Street  
\$39,200 annual semi gross rent  
Lease expiry: June 30, 2025

### Listing price

\$2,300,000

## Overview

High profile 9,400 sf retail / office (two floors) plus 5,282 sf basement (not included in size) situated on 0.291 acres. Ideally located on the high profile corner of Ainslie Street North and Main Street offering excellent exposure. Main floor consists of 6,500 sf along with 2,900 sf of mezzanine / second floor space.

- High profile corner location located on a main intersection of Downtown Galt steps from the Ainslie Grand River Transit hub and proposed future LRT station
- Previously used by Bank of Nova Scotia and exceptionally maintained
- Centrally located to the Waterloo Region, Hamilton, Niagara, London, Windsor, Toronto
- Commercial (C1RM1) zoning permitting a wide range of uses
- Existing income from a 2,800 sf pharmacy
- 1,100 sf of vacant walk up second floor office space available
- Exceptional owner/occupier or investor opportunity in a revitalized Downtown Galt node
- Average daily traffic count: 19,753



# 72-76 Main Street



## Property details

<b>Municipal address</b>	72-76 Main Street, Cambridge, Ontario N1R 1V7
<b>Legal description</b>	LT 1-5 PL 450 CAMBRIDGE; PT LT 5 N/S MAIN ST E PL 615 CAMBRIDGE AS IN 438999 & 438001; T/W 438999 & 439001; S/T 365239; S/T EXECUTION 98-01541, IF ENFORCEABLE; CAMBRIDGE
<b>Total building size</b>	9,400 sf Main floor: 6,500 sf Second floor: 2,900 sf - including mezzanine Basement: 5,282 sf
<b>Land area</b>	0.219 acres
<b>Date of construction</b>	1971 / 1972
<b>Structural frame</b>	<p>The structure is concrete-framed, consisting of cast-in-place reinforced concrete slabs supported by reinforced concrete columns and walls. Where visible on the basement level, the foundation walls are poured concrete.</p> <p>The structure is assumed to be conventionally reinforced. Where exposed for review inside 74 Main, the second-floor roof structure consists of a corrugated metal roof deck supported on open web steel joists and load-bearing masonry walls. The basement floor is a concrete slab-on-grade.</p>
<b>Building envelope</b>	<p>The exterior walls are primarily cast-in-place concrete, on the south and west elevations. Secondary cladding elements include:</p> <ul style="list-style-type: none"><li>- Concrete block walls at the north elevation, and at the ground-floor extension of 76 Main on the north side</li><li>- Stucco wall panel and soffit above the main entrance to 76 Main on the south side</li></ul> <p>Sealant is installed at joints within the masonry cladding, and at window and door perimeters</p>
<b>Perimeter</b>	439.63 ft
<b>Lot measurements</b>	105.12 ft x 44.89 ft x 0.69 ft x 69.55 ft x 37.66 ft x 36.83 ft x 68.74 ft x 77.89 ft
<b>Parking</b>	Not applicable
<b>Zoning</b>	<p>C1RM1 is a compound zone of C1 (Commercial) and RM1 (Multiple Residential). Compound zones allow any permitted use exclusively or in combination from all the zones in the compound zone symbol.</p> <p><b>Permitted uses C1:</b> Wide range of uses inclusive of Retail Commercial Establishments, Service Commercial and Commercial-Recreational. Please see the City of Cambridge by-law for further guidance.</p> <p><b>Permitted uses RM1:</b> Residential Development with a maximum density (dwelling units per net residential hectare) 250 with a maximum height of 15 metres. Please see the City of Cambridge by-law for further guidance.</p>

## Property details continued

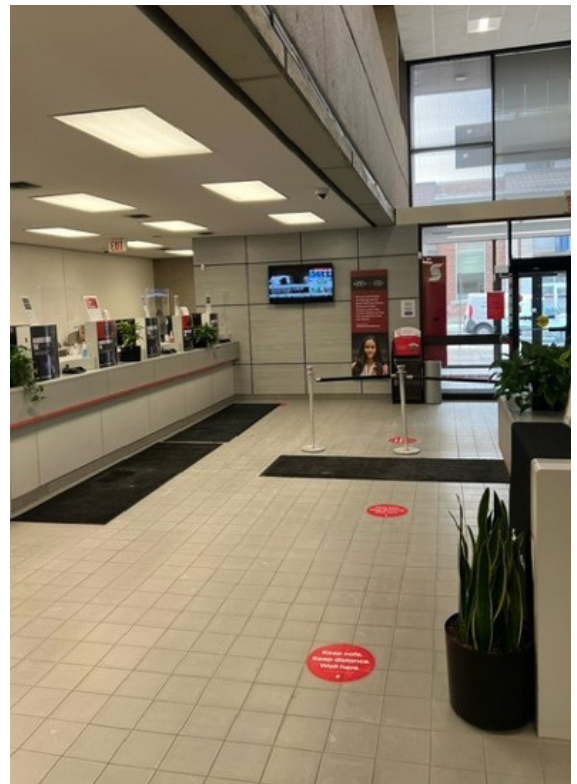
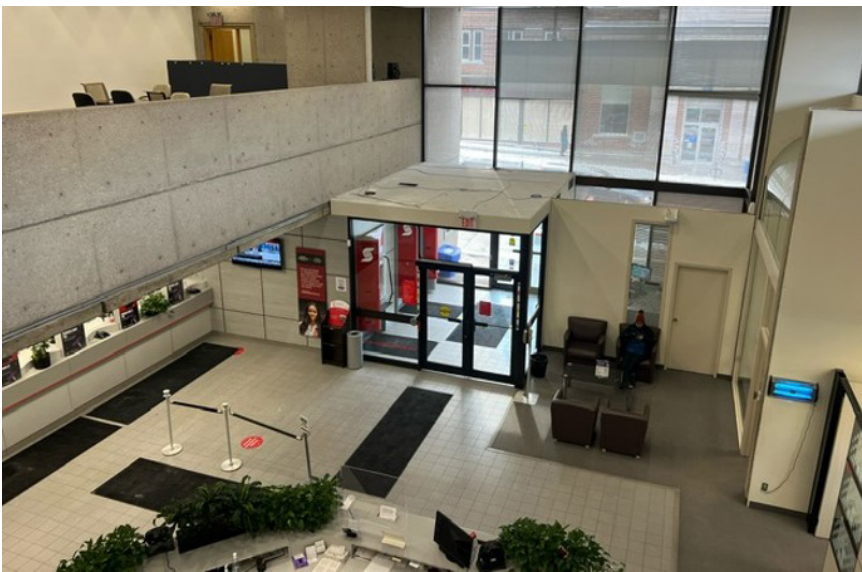
<b>Windows</b>	<p>There are windows on the south and west elevations, and at the second floor of the north elevation. There are punched windows on the mezzanine and second-floor levels, and “storefront” curtain wall systems on the ground floor. Windows are fixed, with aluminum frames and single-glazed glass panels. Glazing at the original building/main bank branch area includes:</p> <ul style="list-style-type: none"><li>- Aluminum-framed window wall systems with IGUs at the east and west elevations; and</li><li>- Three single-glazed, aluminum-framed punched windows on the south elevation</li></ul>
<b>Roof</b>	<p>There are two main flat roof levels comprised of three distinct areas (arbitrary numbering):</p> <ul style="list-style-type: none"><li>- Roof #1: West side of the upper roof, above 72 Main</li><li>- Roof #2: East side of the upper roof, above 74 Main (second floor)</li><li>- Roof #3: Lower roof at the north side extension of 76 Main</li></ul> <p>All three roofs have conventional assembly modified bitumen membranes with an exposed, granulated cap sheet. Membrane flashing are covered by prefinished sheet metal. Internal area drains provide drainage.</p>
<b>Fire safety</b>	<p>The building is not equipped with central fire alarm or suppression systems. There are portable fire extinguishers throughout. Emergency lighting is provided by battery-powered fixtures and exit signs. Smoke/heat detectors in the tenant spaces connected to the security system</p>
<b>HVAC - 72 Main</b>	<p>Heating, cooling and ventilation is primarily provided by a modular air handling unit (AHU) in the west basement mechanical room. According to its data plate, the AHU was manufactured by York in 2018 (model no. XTI-051X0750) and has a 7.5-hp supply fan equipped with a VFD. The unit is equipped with a hot water heating coil and a DX cooling coil. The associated condenser unit is on the roof. It has a rated cooling capacity of 25 tons and uses R-410A refrigerant. Outdoor and exhaust air ducts are believed to extend up to the roof level.</p> <p>Heating for the hydronic loop is provided a gas-fired, non-condensing boiler manufactured by Camus (model no. MFNH-800-E-02) in 2007.</p> <p>According to its data plate, it has a rated heating input capacity of 800 MBH and heating output capacity of 680 MBH. It has a dedicated controller with outdoor air temperature reset. The boiler flue venting extends up the roof level. The hydronic heating loop is believed to serve the following equipment</p> <ul style="list-style-type: none"><li>- Heating coil in the AHU;</li><li>- Hot water radiators below the windows on the south and west elevations; and</li><li>- Hot water cabinet heater in the south stairwell</li></ul> <p>The central heating systems includes the following components:</p> <ul style="list-style-type: none"><li>- Circulating pump rated at 2 hp;</li><li>- Chemical treatment consisting of a manual pot feeder and cartridge filter; and</li><li>- Expansion tank</li></ul> <p>Secondary HVAC includes:</p> <ul style="list-style-type: none"><li>- Two ceiling-hung electric unit heaters in the south stairwell</li><li>- Dedicated outdoor air supply fan in the west mechanical room, rated at 0.25 hp; and</li><li>- Inline washroom exhaust fan in the west mechanical room</li></ul>
<b>HVAC - 74-76 Main</b>	<p>Heating, cooling and ventilation is primarily provided by two air handling units (AHUs) in the east basement mechanical room:</p> <ul style="list-style-type: none"><li>- AHU-1: No data plate visible, but assumed to be original and manufactured by Trane. It is believed to serve the basement level of 74-76 Main and the ground floor of 76 Main. The unit is equipped with a hot water heating coil. There is a DX cooling coil in the supply air ductwork, with the associated condenser unit on the lower roof. The lower roof was not accessed, but the condenser unit is believed to be original and not operational. It uses R-22 refrigerant</li><li>- AHU-2: Manufactured by Trane (model no. SUA-1005B) in 1971. It is believed to serve the second floor of 74 Main. The unit is equipped with a hot water heating coil and DX cooling coil. The associated condenser unit is on the upper roof, which was not operational at the time of our review. According to its data plate, it was manufactured in 1971 and uses R-22 refrigerant. We were unable to confirm the rated cooling capacity.</li></ul>

## Property details continued

<b>HVAC - 74-76 Main</b>	<p>Heating for the hydronic loop is provided a gas-fired, non-condensing boiler manufactured by Laars (model no. HH 0600) in 2003. According to its data plate, it has a rated heating input capacity of 600 MBH and heating output capacity of 486 MBH. The boiler flue venting extends up the roof level. The hydronic heating loop is believed to serve the following equipment:</p> <ul style="list-style-type: none"><li>- Heating coils in the AHUs</li><li>- Hot water radiators below the windows on the north and south elevations of the second floor</li><li>- Hot water cabinet heater in the south stairwell</li></ul> <p>The central heating system includes the following components:</p> <ul style="list-style-type: none"><li>- Circulating pump rated at 2 hp</li><li>- Chemical treatment consisting of a manual pot feeder and cartridge filter</li><li>- Expansion tank</li></ul> <p>There is a rooftop exhaust fan serving the washrooms</p>
<b>Water systems</b>	<p>Domestic cold water is supplied to the building underground, presumably from a buried municipal water main below Main Street. Based on site observations, there is a single main incoming service that splits to feed 72 Main and 74-76 Main.</p> <p>The two branch lines enter in the basement-level east and west mechanical rooms (serving 74-76 Main and 72 Main, respectively). Both incoming lines are 2" in diameter and are equipped with meters and backflow preventers. There are secondary backflow preventers for the make-up water to the hydronic heating systems. Domestic hot water (DHW) systems include the following:</p> <p><b>72 Main:</b> Gas-fired, tank-type heater in the west mechanical room, manufactured by A.O. Smith in 2021 (model no. AV40N 400). According to its data plate, it has a rated heating input capacity of 40 MBH and a rated storage capacity of 151 L. The system is equipped with a small expansion tank and fractional horsepower DHW re-circulation pump.</p> <p><b>74-76 Main:</b> Gas-fired, tank-type heater in the east mechanical room, manufactured by GSW in 2000 (model no. JW402NA). According to its data plate, it has a rated heating input capacity of 38 MBH and a rated storage capacity of 151 L. The system is equipped with a fractional horsepower DHW re-circulation pump.</p>
<b>Power</b>	<p>Electricity is supplied to the building underground. There are two separate incoming electrical feeds: one serving 72 Main and one serving 74-76 Main. There is a locked hydro vault and two pad-mounted transformers at grade on the north side of the building. No drawings were provided and we did not have access to the hydro vault, so we are unable to confirm which transformer(s) the incoming services are fed from. According to one of their data plates, the exterior transformers are rated at 500 kVA each and step a portion of the 27.6 kV service from the grid down to 347/600V and appear to be relatively modern installations. The transformers and any equipment in the locked hydro vault are assumed to be the responsibility of the local utility provider.</p> <p><b>72 Main:</b> The incoming service enters in the main electrical room on the west basement level and is equipped with a 200A fused disconnect switch and a bulk meter. The main distribution panel is rated at 400A, 347/600V, 3-phase, 4-wire and includes breakers for the stairwell unit heaters, snowmelt sub-panel, mechanical room splitter panel and low-voltage distribution panel (via a 45 kVA transformer). Additional distribution equipment includes two splitter panels, three circuit-breaker panels and individual fused disconnect switches for select equipment.</p> <p>There is a dedicated circuit-breaker panel in the basement serving an electric snow melt system. We assume the snow melt system is/was located below the unit-paved walkways along the south and west sides, but we were unable to confirm if the system still exists and is functional. The breaker feeding the snow melt panel was shut off at the time of our review, as was the snow melt controller.</p> <p><b>74-76 Main:</b> The incoming service enters in the main electrical room on the east basement level and is equipped with a 100A fused disconnect switch and a bulk meter. The main splitter panel is rated at 125A, 347/600V, 3-phase, 4-wire. It feeds the low-voltage distribution panel (via a 45 kVA transformer) and mechanical room splitter panel. Additional distribution equipment includes three circuit-breaker panels and individual fused disconnect switches for select equipment.</p>
<b>Recent repairs</b>	<ul style="list-style-type: none"><li>- 2021: Replaced DHW tank heater serving 72 Main</li><li>- 2018: Replaced upper west roof area (roof #1)</li><li>- 2018: Replaced exterior sealant joints</li><li>- 2018: Replaced main exterior entrance doors</li><li>- 2018: Replaced AHU serving 72 Main, including associated components and controls</li><li>- 2018: Replaced sanitary and storm water sump pumps; and</li><li>- 2018: Exterior LED lighting upgrade</li></ul>

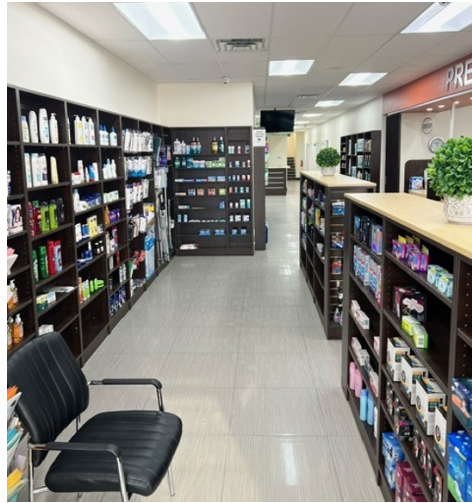


Scotiabank unit





Pharmacy unit



Second storey office unit

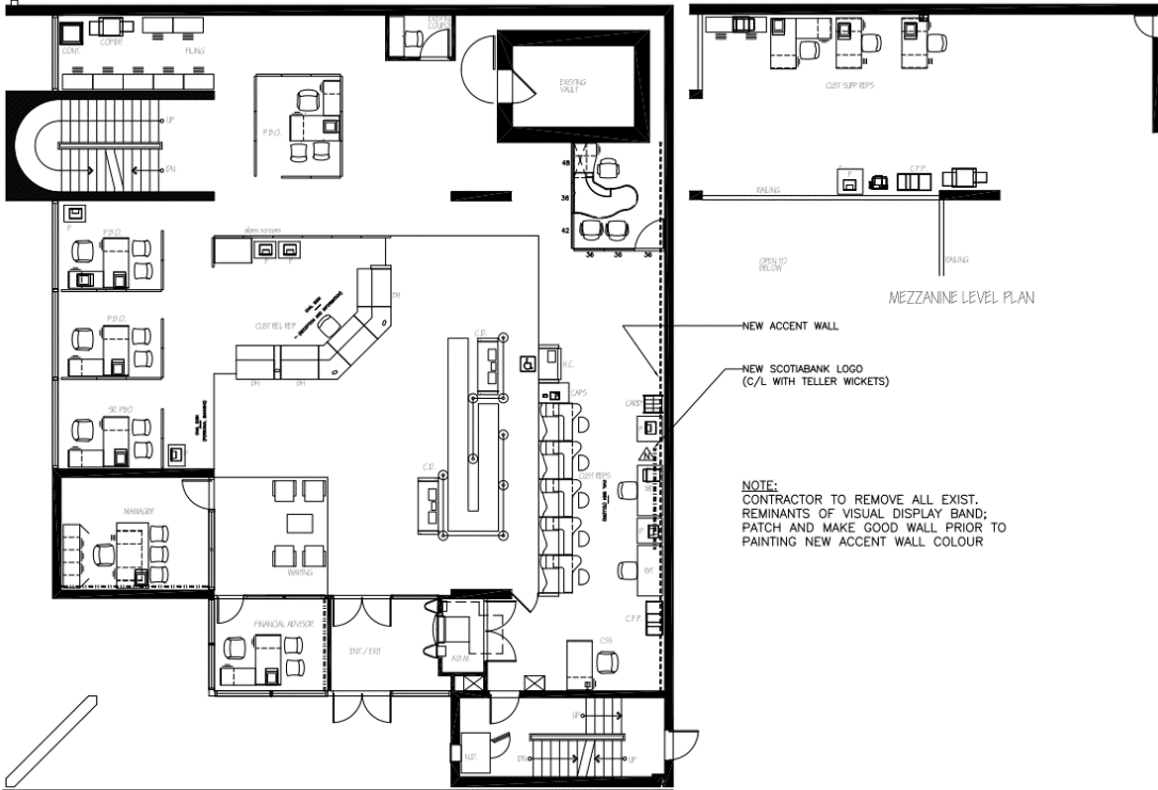


Basement area

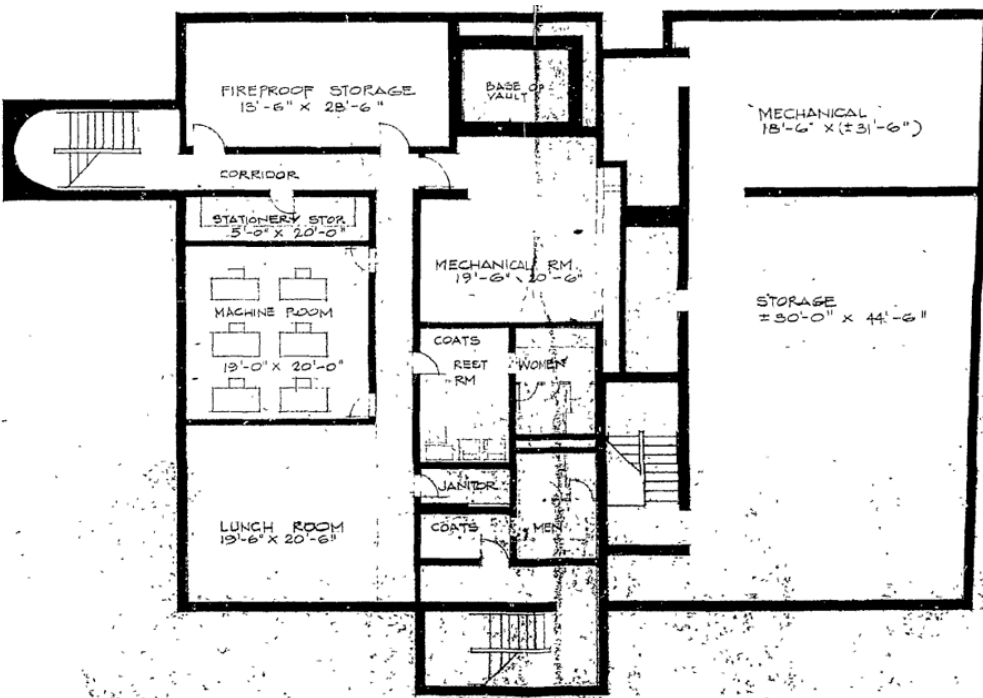


# Floor plan

## Main level floor plan



## Lower level floor plan







# Cambridge Ontario

## Location & demographic overview

Cambridge, Ontario is picturesque city located in the regional municipality of Waterloo, and it is part of the Tri-Cities in Southern Ontario. It is well known for its rich history, diverse culture, and vibrant community. The population of Cambridge is approximately 146,840 people and continues to experience steady growth.

Cambridge is one of the fastest growing and strongest economic areas in Canada. Over the past years, on average, \$365.5 million has been invested annually in building construction, with about one third towards the new residential sector. Cambridge's thriving business climate is why many businesses are choosing to locate and expand here. This section provides details on the community and many reasons why the City of Cambridge is your location for success.

Demographics in Cambridge, Ontario, are quite diverse. The City is known for its multicultural population, with a mix of ethnicities including Canadian, British, German, Italian, Dutch, and Portuguese communities. The population is relatively young, with a significant portion belonging to the working age group.

In terms of income, the median household income in Cambridge tends to be slightly higher than the national average, owing to the presence of various industries and a relatively stable job market. The median household income is around \$101,052.

The key business sectors in Cambridge, Ontario are diverse and contribute significantly to the local economy. The City has a strong manufacturing base, with several major companies operating in sectors such as automotive, aerospace, advanced manufacturing, and technology. Some

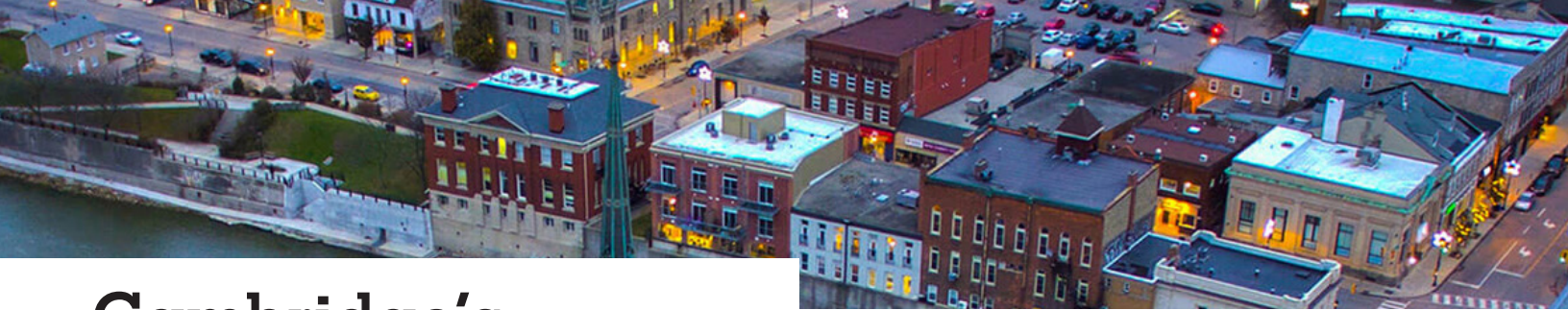
prominent companies include Toyota Motor Manufacturing Canada, Rockwell Automation, ATS Automation, and several others. These industrials play a vital role in providing employment opportunities and contributing to the overall economic growth of the City.

Furthermore, Cambridge has been witnessing a gradual shift towards a more diverse economy, with an emphasis on sectors such as healthcare, education, and professional services. The presence of various retail centres, restaurants, and entertainment venues also contributes to the local economy, catering to the needs of both residents and visitors.

## Transportation

Cambridge has a well-developed road system within the City. Highways 401, 8, and 24 traverse the City connecting to five interchanges to Highway 401, facilitating access to this major transportation route from the three industrial areas in the City.

City	Market size	Distance (km)	Drive time (hours)
Guelph	135,474	18.9	30
Kitchener	210,000	17.5	25
Woodstock	36,000	51.6	35
Niagara Region	424,000	118	90
London	377,000	104	70
Brantford	94,000	30.8	29
Hamilton	610,000	50.2	45
Toronto	3,900,000	93.5	76
Montreal	1,100,000	618.7	390



# Cambridge's economic profile

According to Statistics Canada, the City has 12,904 businesses in all sectors, which is an 11% increase from 2021. Small businesses (with nine or fewer employees) employ about 70% of the labour force.

Cambridge's labour force is categorized within the Kitchener-Cambridge-Waterloo CMA (Census Metropolitan Area) for reporting purposes for unemployment data. Cambridge's unemployment rate is typically under that of the provincial and national values.

Cambridge's economic base is diversified with strengths in manufacturing, automotive, textiles, plastics, agri-food and the technology sectors.

A consumer market of over 500,00 people live and work in the region, with a labour pool of over 296,000.

## Top industries

**16,737** Manufacturing

**9,897** Retail trade

**7,477** Health care & social assistance

**6,058** Construction

## KEY FACTS

**146,840**

POPULATION

**39.0**

MEDIAN AGE

**2.7**

AVERAGE HH SIZE

**54,041**

HOUSEHOLDS

**\$101,052**

MEDIAN HH INCOME

**158,047**

PROJECTED 2028  
POPULATION

**Manufacturing**

MAIN INDUSTRY

**68%**

LABOUR FORCE  
PARTICIPATION RATE





# Cambridge's strategic location

#	Border crossing	Distance (km)	Drive time (hour)
1	Niagara Falls	118.8	1hr 23min
2	Sarnia	243	2hr 16min
3	Fort Erie / Buffalo	184	2hr 44min
4	Windsor / Detroit	206	2hr 55min

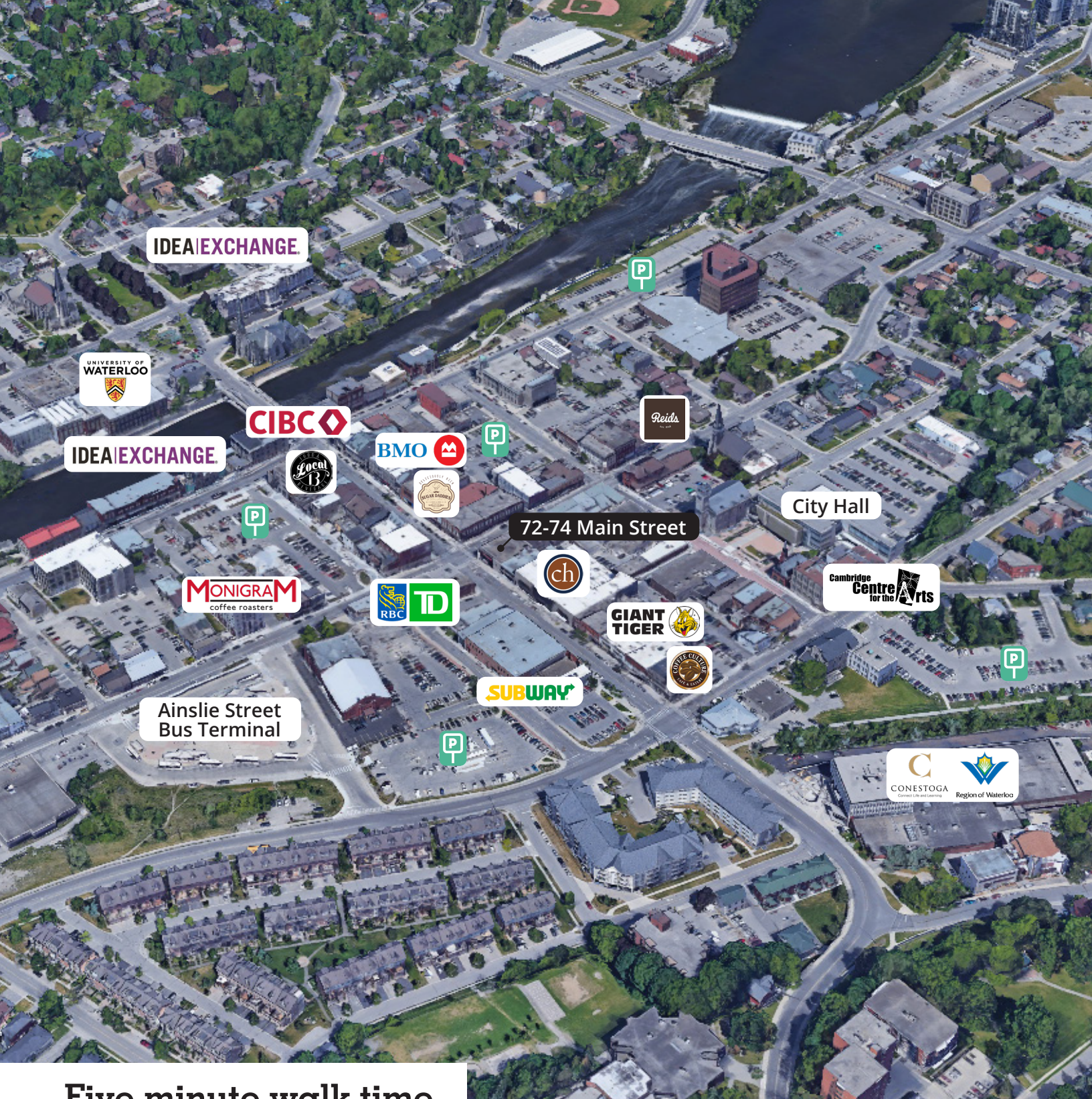
**Four** Universities & colleges within a 40 minute drive time

**146,840** 2023 Residents & growing based on Environics

**6M** Potential customers within a three hour drive time

**30km<sup>2</sup>** Broadband & wifi connectivity





## Five minute walk time radius stats

 **3,163** Daytime population

 **\$57,907** Median income

 **25-29** Largest age group

**Six**  
Municipal parking lots

**Sixteen**  
Restaurants

**One**  
Transit station

**Two**  
Post secondary campuses





## Get more information

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