

FOR SALE

325 ERAMOSA ROAD, GUELPH, ON

SURROUNDED BY A FULL SUITE OF AMENITIES

PRIME MIDRISE MIXED-USE DEVELOPMENT OPPORTUNITY



Presented by The Cogan Group | [MarcusMillichap.ca](https://www.MarcusMillichap.ca)

Marcus & Millichap



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EXECUTIVE Summary

01



- 2.13-acre rectangular site situated in a central location of north Guelph
- 153 feet of frontage on Eramosa Road and 641 feet of frontage on Stevenson Street North
- Improved with a 7,740 square foot, single tenant automotive building
- As of right land use designations allow 129 units and 10-storeys
- Approximately 1.5 kilometres from Guelph Central GO providing direct access to Union Station (Toronto) and Kitchener
- Less than 1 km from Guelph General Hospital, one of the highest ranked facilities in Canada
- Surrounded by national retailers including Zehrs, Food Basics, Shoppers Drug Mart, Rexall, TD Bank, and Starbucks
- Immediately adjacent to John F. Ross Collegiate (public high school)
- Less than 250-metres from Ottawa Crescent Public School
- Within easy walking distance of downtown Guelph (1.3 kilometres)
- Asking price of \$8,500,000, VTB available to qualified proponents
- Offers presented and addressed upon receipt
- Do not visit the business without express consent from the Advisor

PROPERTY

Description 02



The Subject Property comprises 2.13 acres of high-density land in a central location in north Guelph. Situated on Eramosa Road, a major throughfare and within 1.5 kilometers of Guelph Central GO, residents will benefit from smooth connectivity to the City of Toronto, Kitchener and the tri-city area.

Existing land use designations allow the development of 129 residential units (150 units per hectare) to 10 storeys, with retail uses at grade. The property is currently improved with a 7,740 square foot, single tenant automotive building which is fully occupied by the Vendor’s business.

Situated less than 1 kilometre from Guelph General Hospital, the property is a perfect location for retirement, assisted living or long-term care.

Conventional condominium development would benefit from the central location of the property, which offers easy access to downtown Guelph via Eramosa Road. This is also a great place to raise a family, with the local Secondary School abutting the property and the local Public School just a couple of blocks away.

The site can also support triple A retail. It is surrounded by national retailers including Zehrs, Food Basics, Shoppers Drug Mart, Rexall, TD Bank, Starbucks and Tim Hortons.



Legal Address:
325 Eramosa Road



Neighbourhood:
Waverley / Two Rivers
(situated on border)



Municipality:
City of Guelph



Region:
Wellington County



Legal Descriptions:
PT LT 7 PL 128 AS IN MS29928 EXCEPT PTS 1 & 2 61R10670; S/T EASE ON PTS 5 & 6 61R10670 AS IN MS29928; S/T EASE ON PT 6 61R10670 AS IN MS49795

Official Plan Designation:
Mixed-Use Corridor 1



Maximum Density:
150 units per hectare

Maximum Height:
10 Storeys

Property Area:
2.13 Acres

Frontage on Eramosa Road:
153 Feet

Frontage on Stevenson Street North:
641 Feet

Land Use Designations

03



SHAPING GUELPH OFFICIAL PLAN AMENDMENT 80

- On July 11, 2022, the Council of the City of Guelph adopted Official Plan Amendment 80 to conform to provincial plans and policies and conform to A Place to Grow: Growth Plan for the Greater Golden Horseshoe (2019)
- OPA 80 was approved by the Minister of Municipal Affairs and Housing on April 11, 2023
- Amendment 80 provides the policy and schedule changes for the Shaping Guelph: Official Plan Review
- 325 Eramosa Road is within a strategic growth area and intensification corridor (Mixed-Use Corridor 1), which would allow maximum height of 10 storeys and maximum net density 150 units per hectare

9.4.4 MIXED-USE CORRIDOR 1 & 2

Policy 2: The Mixed-use Corridor designation is divided into Mixed-use Corridor 1 and Mixed-use Corridor 2 on Schedule 2 with specific height and density permissions which reflect site characteristics.

Policy 8: Development proposals that would decrease the existing commercial gross floor area of a commercially zoned site within the Mixed-use Corridor (1 and 2) designation by more than 25 per cent or that would provide commercial gross floor area at less than .15 FSI on a commercially zoned site will require a Commercial Function Study in accordance with the policies of this Plan.

PERMITTED USES

Policy 9: The following uses may be permitted in the Mixed-use Corridor (1 and 2) designation, subject to the applicable provisions of this Plan:

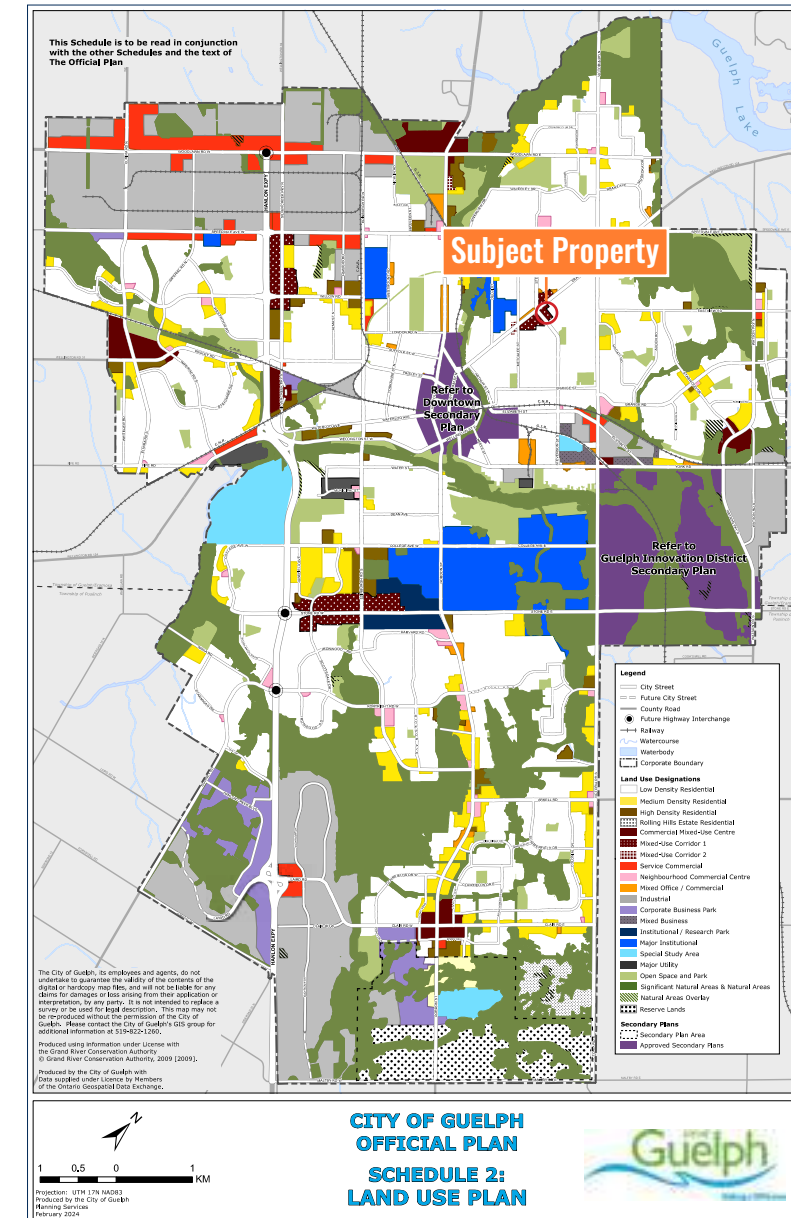
- commercial, retail and service uses
- office
- entertainment and recreational commercial uses
- cultural and educational uses
- institutional uses
- hotels
- live/work
- medium and high-density multiple unit residential buildings and apartments
- urban squares and open space

Policy 10: The permitted uses can be mixed vertically within a building or horizontally within multiple-unit mall buildings or may be provided in free-standing individual buildings. Where an individual development incorporates a single use building in excess of 5,575 square metres (60,000 sq. ft.) of gross floor area, the site shall also be designed to provide the opportunity for smaller buildings amenable to the provision of local goods and services to be located near intersections and immediately adjacent to the street line near transit facilities. These smaller buildings shall comprise a minimum of 10% of the total gross floor area within the overall development.

HEIGHT & DENSITY

Policy 11: The maximum height for the Mixed-use Corridor 1 designation is ten (10) storeys and the maximum height for the Mixed-use Corridor 2 designation is six (6) storeys.

Policy 12: For freestanding residential and residential within mixed-use buildings, the maximum net density is 150 units per hectare and the minimum net density is 100 units per hectare for the Mixed-use Corridor 1 and Mixed-use Corridor 2 designations.

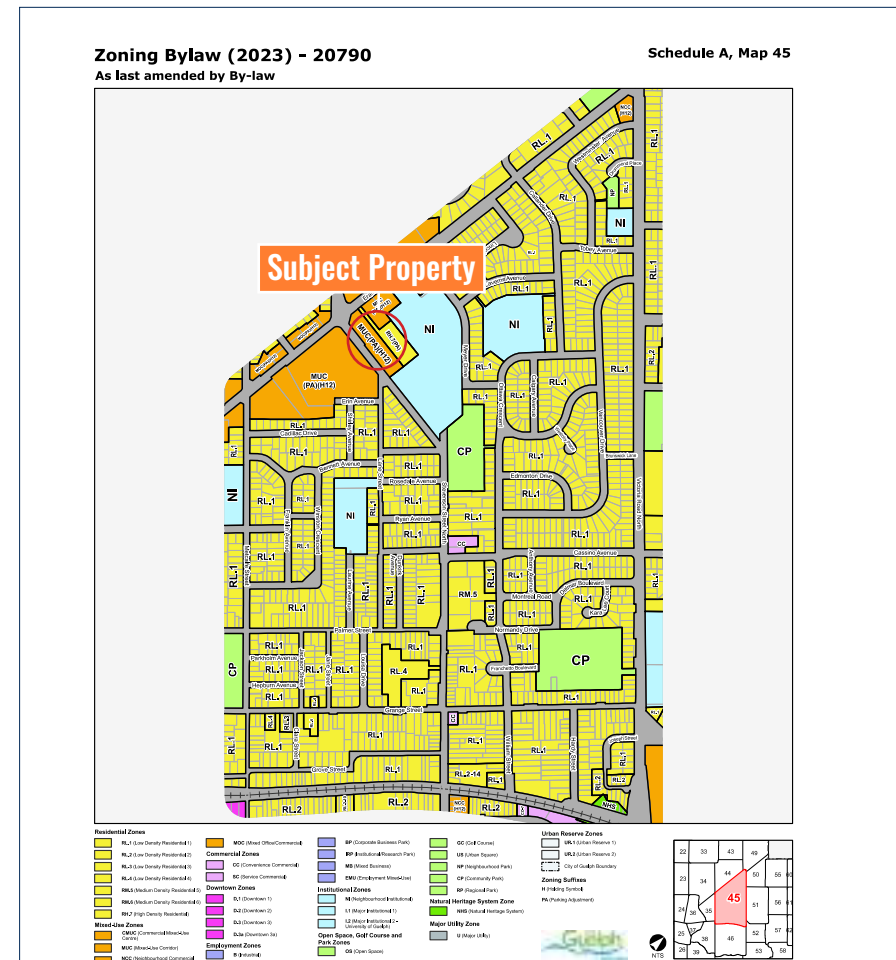


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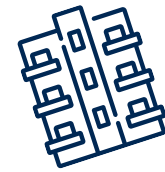
- MUC (PA) (H12)
- Mixed-Use Corridor
- (PA) - Parking Adjustment
- (H12) - Holding Provision

The purpose of this zone is to provide for a mix of residential and non-residential uses within the city's mixed-use corridors.



LOCAL

Development Activity



04

1. 55 Baker Street (Windmill Developments)

- Two 15 storey towers plus one public library
- 353 units
- Approved

2. 93 Arthur Street (Fusion Homes)

- Phase 1: 10 Storeys, 150,464 SF, 133 Units COMPLETE
- Phase 2: 11 Storeys, 136,959 SF, 132 Units COMPLETE
- Phase 3: 11 Storeys, 150,982 SF, 124 Units COMPLETE
- Phase 4: 14 Storeys, 190,284 SF, 193 Units UNDER CONSTRUCTION
- Phase 5: 74,021 SF, 118 Units

3. 303-317 Speedvale Avenue East (Habitat for Humanity)

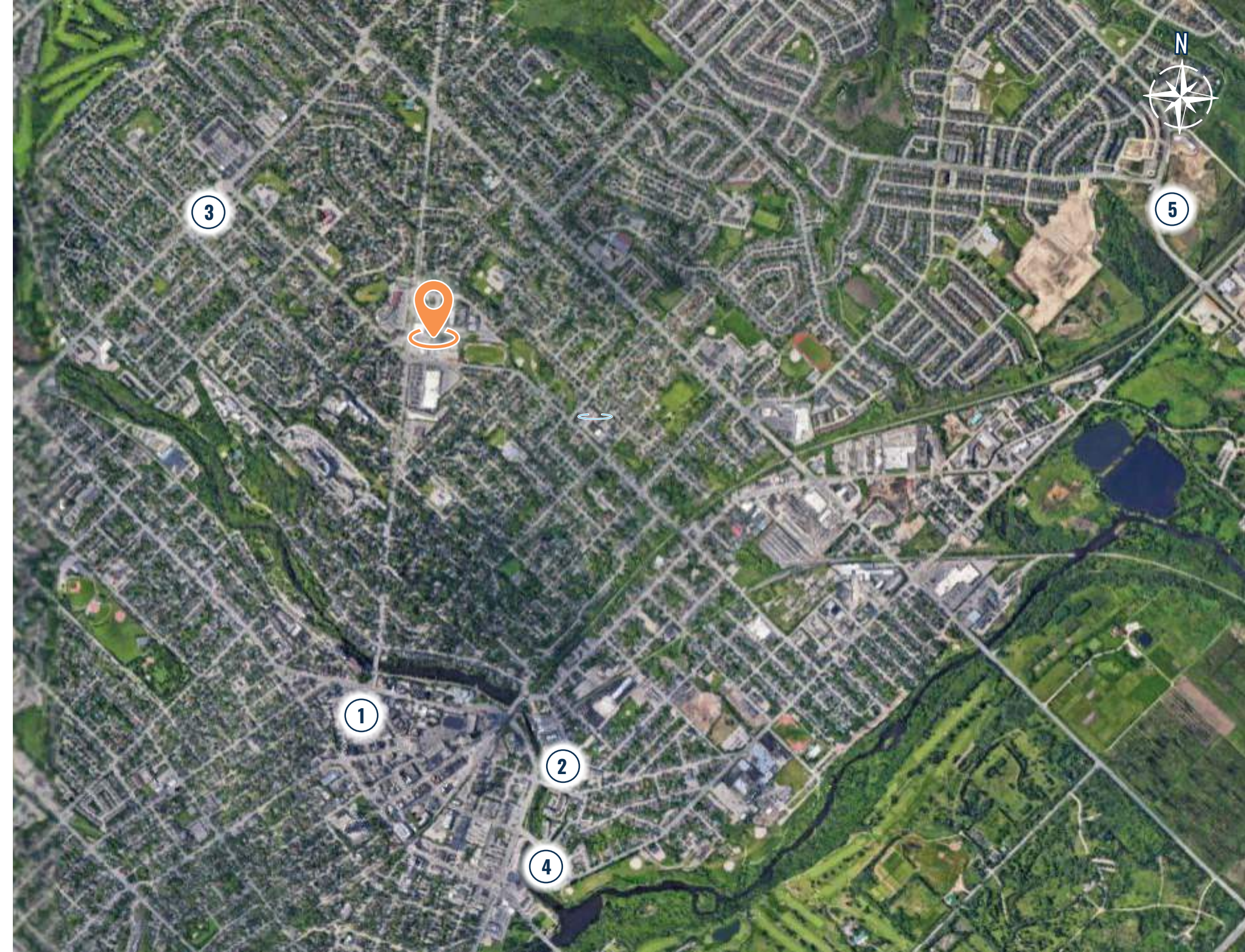
- 6 storeys, 48 Units
- 51,294 SF
- Under Review

4. 71 Wyndham Street South (Tricar Group)

- Completed 2024
- 14 storeys, 140 units

5. 115 Watson Parkway North (Tercot Communities)

- 13, 12, 11, 10 Storeys
- 1,070 dwelling units (873 condo, 190 townhouses)
- 783,413 SF condo, 208,148 SF towns; TOTAL: 991,561 SF
- Under Review



LOCAL
Market
Overview

05



Guelph, Ontario, often called “The Royal City,” is a vibrant community in the heart of Southwestern Ontario, offering promising opportunities for real estate investors and developers. Known for its rich history and charming downtown, Guelph boasts a unique blend of architectural beauty and modern amenities, making it an attractive location for residential and commercial development. The city is home to the University of Guelph, a prestigious institution renowned for its agricultural and veterinary programs, which contributes to a stable rental market driven by students and faculty. This academic presence lends a youthful and dynamic atmosphere to the city, with numerous cultural and recreational activities available for residents and visitors alike.

Guelph’s commitment to sustainability and green initiatives is evident in its extensive parks, trails, and green spaces, which enhance the quality of life and add value to residential properties. In addition to its natural beauty, Guelph has a thriving arts and cultural scene, hosting various festivals throughout the year, such as the Guelph Jazz Festival and the Hillside Festival, attracting artists and audiences from all over. The vibrant downtown core, filled with unique shops, cafes, and restaurants, offers a diverse array of culinary delights, making it a desirable location for retail and mixed-use developments. Guelph’s strong sense of community, reflected in its numerous local markets and community events, fosters a welcoming and inclusive atmosphere, which is appealing to prospective homebuyers and tenants. With a growing demand for housing, Guelph presents an excellent opportunity for real estate investment, blending small-town charm with urban sophistication.

| Demographics (5 KMS) | 2023 |
|--------------------------|-----------|
| Total Population | 104,493 |
| Total Households | 42,211 |
| Average Household Size | 2.44 |
| Median Age | 39.1 |
| Average Household Income | \$115,610 |



The area within a 1-kilometer radius of 325 Eramosa Road in Guelph, presents a compelling development opportunity for several reasons:

Comprehensive Retail Amenities

The Eramosa Shopping Centre and surrounding retail outlets provide easy access to groceries (Zehrs and Food Basics), pharmacy services (Shoppers Drug Mart and Rexall), and other essentials. The convenience of having these amenities nearby ensures that residents can meet their daily needs with minimal travel.

Community Atmosphere

The area’s strong sense of community, reflected in its local markets, shops, and frequent community events, creates an inviting and supportive environment for retirees. A welcoming atmosphere can significantly enhance the quality of life for young families and seniors, making it an attractive place to live.

Nearby Schools

John F. Ross Collegiate Vocational Institute is a notable secondary school known for its strong academic programs and extracurricular activities. King George Public School caters to younger students, offering a nurturing environment with a focus on holistic education. These are examples of schools that contribute to the vibrant educational landscape of the neighborhood, making it a desirable area for families.

In summary, the combination of accessible retail and healthcare amenities, diverse dining options, a strong sense of community, ample recreational opportunities, and a safe, supportive environment makes the area around 325 Eramosa Road in Guelph an ideal market for various development types. These factors collectively enhance the quality of life for residents and provide a compelling proposition for investors and developers in the condominium, rental and senior living sectors.

Healthcare Accessibility

Proximity to multiple pharmacies and medical services ensures that healthcare needs are easily and quickly met, which is a critical consideration for senior living facilities. The presence of nearby healthcare providers enhances the sense of security for potential residents and their families.

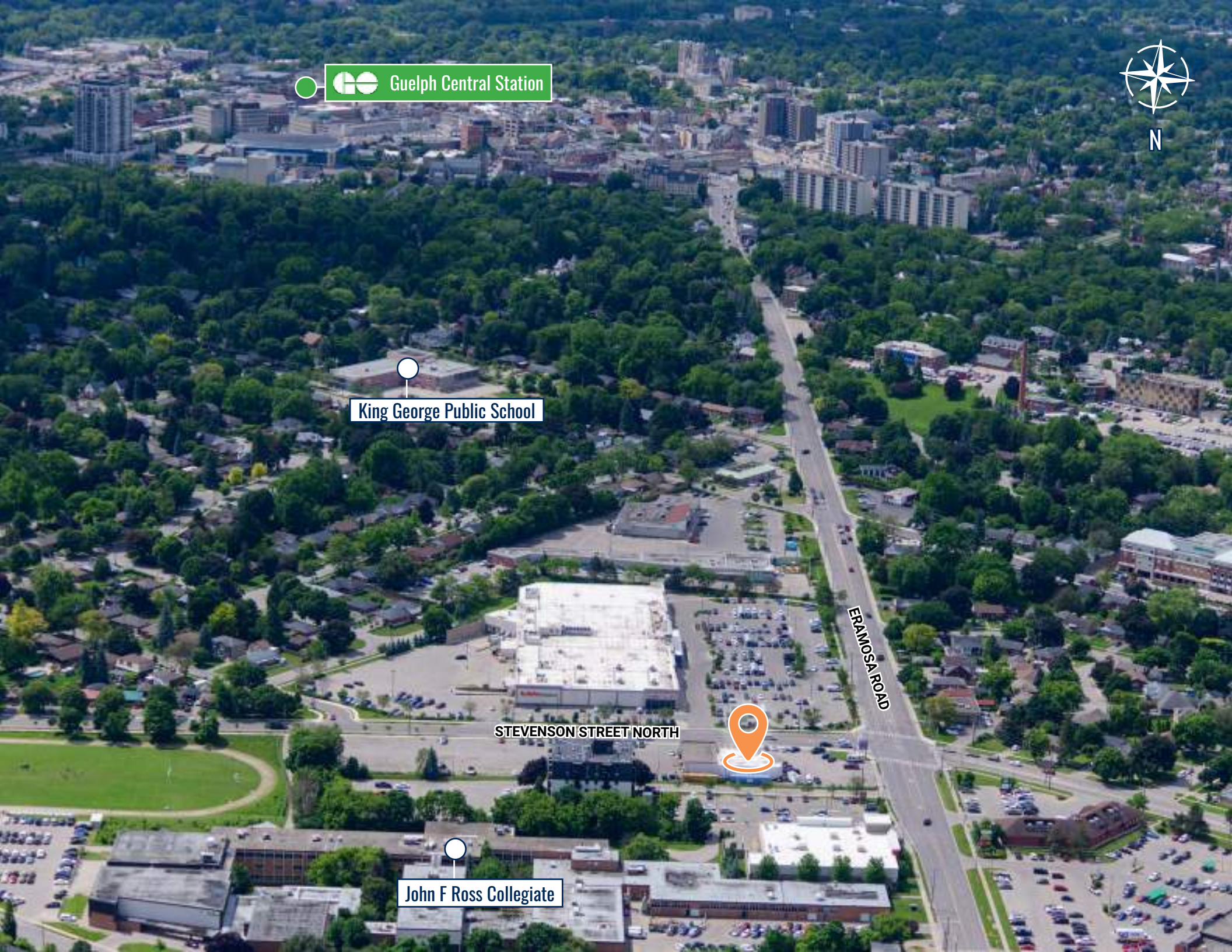
Recreational Opportunities

Guelph’s commitment to sustainability and green initiatives is evident in its extensive parks, trails, and green spaces. These amenities provide excellent opportunities for outdoor activities, which are important for maintaining physical health and well-being.

Safety and Comfort

Guelph is known for its safe and friendly neighborhoods, which are crucial factors for retirees seeking a peaceful and secure living environment. The area’s infrastructure and community support systems are well-suited to the needs of all residents.







ADVISORY

Team Overview



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Nick Cogan Broker 416 585 4673 nick.cogan@marcusmillichap.com

Nick Cogan specializes in land development and investment sales from Marcus & Millichap's Toronto Office. With twenty years of real estate experience, Mr. Cogan has developed a diverse background and knowledge base in the GTA including brokerage and management of large mixed-use land portfolios; development acquisitions; negotiations; and, project management. His versatility allows him to rapidly identify the highest and best use of prospective development sites with a clear understanding of the needs and priorities of both vendors and developers, manage offerings and negotiations with outstanding professionalism and provide extensive GTA market knowledge.

With a solid understanding that real estate is a relationship-driven business, Mr. Cogan has always been focused on cultivating existing and creating new relationships throughout his career. Prior to joining Marcus & Millichap, Mr. Cogan worked with Primecorp Commercial Realty where he focused on Investment sales throughout Ontario, Realnet Canada where he managed a team of researchers for the commercial real estate market and Wycliffe International where he managed acquisitions and participated in development management in the GTA and Niagara.



David Cornaviera Sales Representative 416 585 4664 david.cornaviera@marcusmillichap.com

David Cornaviera specializes in land development and investment sales at Marcus & Millichap's Toronto Office. David helps clients with strategies to build and preserve wealth using real estate assets. This includes long-term investment planning and a complete strategic review of client property and portfolios.

Committed to building quality relationships, David's lead generation, specific to client objectives, matches the most qualified sellers and buyers to facilitate transactions. With access to Marcus & Millichap's vast resources including their unique platform, detailed market reporting, and specialized personnel, David goes beyond traditional practices to create value for his clients."



Lazaar Nicol Sales Representative 416 585 4669 lazaar.nicol@marcusmillichap.com

Lazaar Nicol specializes in commercial real estate investment sales. He brings an in-depth knowledge of Toronto's commercial real estate market through specialization of both geography and asset type. Lazaar is uniquely qualified to provide insight into the dynamics of multiple areas and their evolving market. Through hard work, market knowledge and his keen sense of changing trends, he is able to provide his clients with unprecedented investment analysis, marketing, and negotiating.

Lazaar has built a vast network of motivated investors and property owners during his career through his involvement in the Danforth community. He can provide a comprehensive opinion of value, direct access to motivated investors, and recommendations of lenders that offer the most competitive rates.

OFFERING Process



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This Investment Summary (“IS”) is being delivered to prospective Purchasers to assist them in deciding whether they wish to acquire the Property. This IS 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 IS 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 IS provides selective information relating to certain physical, locational, and financial characteristics of the Property. The information on which this IS is based has been obtained from various sources considered reliable. Neither the Vendor nor Advisor 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 Advisor expressly disclaim any and all liability for any errors or omissions in this IS 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 IS, is provided at any time, orally or otherwise, by the Vendor or Advisor 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 their own independent investigation and verification.

Process - Offers Reviewed Upon Receipt

Based on information contained in this IS, information contained in the Data Room, information that may be made available by Advisor upon request and Property tours, interested parties are invited to submit an offer at any time.

Neither the Vendor nor Advisor make any representation or warranty, or any agreement whatsoever, that the Vendor will accept any of the offers or any agreements of purchase and sale, before or after negotiations, which may be extensive. Neither the Vendor nor Advisor shall compensate any participant for any

costs incurred in its participation in the process.

Confidentiality

By accepting this IS, prospective Purchasers agree to hold and treat this IS 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 IS or any of its contents or any part thereof to any person, firm or entity without the prior written consent of the Vendor and Advisor. Prospective Purchasers will not use or permit this IS to be used in any manner detrimental to the interests of the Vendor or Advisor or their affiliates or for any purpose other than a proposed purchase of the Property. The recipient of this IS agrees to provide Advisor with a list of those persons to whom this IS or any information contained herein is provided. The terms and conditions in this section with respect to confidentiality and the disclaimer contained apply to all sections of the IS as if stated independently therein.

Property Inspection

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, whose consent may be withheld.

In no event shall any prospective purchaser or any of its agents contact or communicate with any employee of the existing business at any time.

Indemnification

In exchange for specific good and valuable consideration, including, without limitation, the delivery of this IS, the receipt and sufficiency of which is hereby acknowledged, the prospective Purchaser hereby agrees to indemnify the Vendor, the Advisor and their respective affiliates against any compensation, liability or expense (including solicitor’s and their own client costs), arising from claims by any other party with whom the prospective Purchaser has had dealings (excluding the Advisor) in connection with the offering of the Property by the Vendor, or in connection with a breach by the prospective Purchaser of its obligations as described herein.

OFFERING Process



07

CONTINUED

Data Room Material

A data room has been set up for this transaction. Prospective Purchasers are strongly encouraged to access the data room to make their offers as unconditional as possible. Information contained in the data room will include items such as this IS, environmental report, planning reports, surveys, and leases. Advisor has made data room material available online; access is restricted to those who have executed a Confidentiality Agreement (CA) and have been issued a user login and password.

Offering Guidelines

An offer should outline the terms for the purchase of the Property and should include, at a minimum, the following information, and items:

1. Purchase price with deposits;
2. Name of the ultimate beneficial owners of the Purchaser, including their respective percentage interests;
3. Evidence of the Purchaser’s financial ability to complete the transaction;
4. Confirmation the Property will be purchased on an “as is, where is” basis;
5. Terms and conditions of closing, including a schedule of timing and events to complete the transaction;
6. An address, email address and fax number for the delivery of notices to the Purchaser;

The Vendor reserves the right to remove the Property from the market and to alter the offering process described above and timing thereof, at its sole discretion.

Offers should be directed to:

c/o Marcus & Millichap
200 King Street West, Suite 1210
Toronto, Ontario M5H 3T4

Attention:
Nick Cogan

Review of Offers

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 timelines and proposed closing conditions. The Vendor is not obliged to accept any offer and reserves the right to reject any or all offers received.

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, expressed or implied, as to title, description, condition, cost, size, quantity, or quality thereof.

Exclusive Agents Acting for Vendor

All inquiries regarding the Property or any information contained in this IS should be directed to Marcus & Millichap as the Exclusive Agent for the Vendors.



Marcus & Millichap

THE COGAN GROUP

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Mark Paterson
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