



SkyViews

Apartment Report - Spring 2026

CLIFF'S CORNER



Welcome to the Spring Edition of our newsletter! If you are like me, you are welcoming any signs of spring after a long winter here in Ontario.

One of the biggest struggles I hear from landlords throughout the province, is finding quality applicants for vacant apartments. In recent months, this has become even tougher as we see less turnover of units and a significant amount of competition in marketing vacant units to those who are looking to move.

For this reason, I have included an article from Jeffrey Taylor who produces a newsletter with Landlord tips and advice. While some of the suggestions he offers in this article about marketing units may be geared just towards independent owner/operators, it is a good reminder to review your marketing strategies regularly to ensure you are capturing the eyes of those potential tenants that could work for you. When we see a change in the market, it's a good time to review what does and does not work in our marketing efforts.

As always, we are here to help you in your multi-unit residential business. Reach out anytime if you'd like to discuss your unique property needs.

Cliff Ford

Sales Representative,
Director of Sales & Marketing

YOU HEARD IT FROM THE EXPERTS...

LACK OF RENTERS OR LACK OF MARKETING?

By Jeffrey "Mr. Landlord" Taylor

One of the biggest challenges I often hear from landlords is that it is hard to find good renters. I just completed teaching my two-day landlording bootcamp, and I emphasize that one of the biggest reasons landlords have trouble filling vacancies is that they do not implement enough marketing methods. Most often the problem in filling vacancies is NOT that there are few good renters but instead, there is a lack of good marketing. That landlords do not implement enough or do not implement multiple marketing approaches.

So when I saw the concern for lack of good renters pop up again on our Q&A Forum, I was pleased to see a response by one Pennsylvania landlord who seeks to implement the training and principles he has learned from me. The Pennsylvania landlord turned the challenge on its head

and asked the rental owner discussing the concern and challenge of finding good renters: **What are five ways that you are actively looking for leads?**

The rental owner, I guess was not sure how to respond to that question so he asked the Pennsylvania landlord the same question in return. And the Pennsylvania landlord replied as follows:

- * I offer a referral bonus reminder to all my quality residents.
- * I visit the HR at the local hospital and college in a nearby town.
- * I utilize business cards at every restaurant I dine at. The card says we pay a bonus for successful referrals (I try to drop off at least 20 business cards daily at various places).

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IF YOU ARE THINKING OF BUYING OR SELLING, PLEASE CALL (416) 444-6545 FAX (416) 444-6997



Lack of Renters or Lack of Marketing? *continued from page 1*

* I use a street sign in front of my rental places and again on street corners.

* I have a lead ad/rental business mention in the Church newsletter.

* I put up a QR code in the windows of each of my rental place so people can go directly to my application.

* I ask elected officials for a referral.

* I inform my contractors when I have a rental place coming up.

* I inform neighbors that they can pick their neighbors.

* I would suggest that you find your local center of knowledge - for our small town it is the coffee shop and the hardware store. Let the operators know you have a rental place.

* Tell your barber and your wife's hair dresser. Ask to leave business cards there.

* For most of these approaches, you don't even need a place open so you can feed your waiting list for the next time that you do have an opening.

Now, not all of these approaches may work for you. If you have a place in a transitional neighborhood, you might not want to use signs, for example.

The key take away is to use multiple approaches and constantly market for tenants and for new homes.

Article Provided by:

Jeffrey "Mr. Landlord" Taylor

Sign up for more of his monthly tips and advice by visiting:

www.mrlandlord.com

2026 Rental Increase Guideline: 2.1%

MEET THE SKYVIEW SALES TEAM



Danny Iannuzziello
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Pat Villani
Sales Representative,
Associate Vice President

WE DON'T JUST LIST APARTMENT BUILDINGS... WE SELL THEM!

ETOBICOKE

SIGNIFICANT UPSIDE

WELL MAINTAINED



- Asking \$6,200,000
- Asking \$269,565 per Suite
- Located in South Etobicoke, close to the Gardiner Expressway
- TTC Transit Stop at the Front Door
- Significant Upside on Turnover of Units
- New High Efficient Boilers installed in 2020
- Thermoplastic Polyolefin Roof installed in 2015
- 9 x 1 Bedrooms
- 13 x 2 Bedrooms
- 1 x 3 Bedrooms
- Individual Hydro Meters for all Units
- Surface Parking and Garages at Rear
- Potential to Add Additional units in Storage Room and Garages Area
- Treat financing as clear

23 Suites

SAULT STE. MARIE

ATTRACTIVE FINANCING

GREAT SUITE MIX



- Asking \$14,250,000
- Located close to the waterfront with views of the river
- Great Upside on Rents!
- Built in the 1980's
- Hydro paid by owner - potential to convert to smart metering
- 81st unit is currently in the process of being built
- 1 x Bachelors
- 48 x One Bedrooms
- 24 x Two Bedrooms
- 8 x Three Bedrooms
- Ex. 1st Mtg of approx. \$8.8 million at 3.2% until 2032 to be assumed
- Seller will provide VTB 2nd mortgage at \$2.2 million at 3.2% interest only

81 Suites

NORTH YORK

GREAT LOCATION!



- Asking \$1,995,000
- Asking \$332,500 per Suite
- Great Upside in Rents!
- Well Located at Bathurst and Lawrence
- Parking Includes 4 Garages at Rear of Property and surface parking in the lane and front of building
- 1 x Bachelors
- 1 x One Bedrooms
- 2 x Two Bedrooms
- 2 x Three Bedrooms
- Great tenant profile with families
- All units except Bachelor pay their own hydro
- Treat Financing as Clear

6 Suites

NORTH YORK

WELL MAINTAINED

POTENTIAL FOR 2 UNITS



- Asking \$2,250,000
- Asking \$375,000 per Suite
- Great Upside in Rents!
- Located within a two minute walk from TTC Subway Stop
- Large Units with Good Layouts
- Some Units have additional ensuite bathroom
- 1 x One Bedrooms
- 3 x Two Bedrooms
- 2 x Three Bedrooms
- Architectural Plans available to convert Garages into Two Duplex Units at Rear
- Treat Financing as Clear

6 Suites

INDUSTRY REPORT

**SKYVIEW'S
RECOMMENDED
SERVICES**

WANT AN OFFER?

Skyview Realty has a good number of active and qualified buyers who are looking for multi-unit residential buildings throughout Ontario.

If you are considering selling your property, we may be able to bring you an offer immediately. For more information, contact us at 416.444.6545 or info@skyviewrealty.com

WE HAVE BUYERS!

Ady Steen

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It's about you

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MULTI-UNIT RESIDENTIAL - RECENT TRANSACTIONS

125 Somerset St W, Ottawa	Mar. 4, 2026	33 Suites @ \$268,182	\$8,850,000
1126-1154 Adelaide St N, London	Feb. 25, 2026	558 Suites @ \$183,692	\$102,500,000
3030 Prospect St, Burlington	Feb. 20, 2026	103 Suites @ \$295,388	\$30,425,000
132 Berkeley St, Toronto	Feb. 20, 2026	177 Suites @ \$336,158	\$59,500,000
18-20 Bradmon Dr, St. Catharines	Feb. 4, 2026	79 Suites @ \$210,127	\$16,600,000
357 Hoffman St, Kitchener	Feb. 4, 2026	47 Suites @ \$223,404	\$10,500,000
12 Park St E, Mississauga	Feb. 3, 2026	60 Suites @ \$363,917	\$21,835,000
449 Crawford St, Toronto	Jan. 30, 2026	9 Suites @ \$263,889	\$2,375,000
10-12 Fraserwood Ave, North York	Jan. 19, 2026	12 Suites @ \$400,000	\$4,800,000
485 Kingston Rd, Toronto	Jan. 7, 2026	117 Suites @ \$221,368	\$25,900,018
14 Coleman St, Carleton Place	Dec. 22, 2025	24 Suites @ \$342,708	\$8,225,000
53 & 65 Speedvale Ave W, Guelph	Dec. 18, 2025	219 Suites @ \$347,032	\$76,000,000
59 Roncesvalles Ave, Toronto	Dec. 16, 2025	38 Suites @ \$352,632	\$13,400,000
75 Forty-Second St, Etobicoke	Dec. 16, 2025	28 Suites @ \$225,000	\$6,300,000

SOURCE: Realtrack Inc. www.realtrack.com 1-877-962-9033

WATCH ON INTEREST RATES



SOURCE: www.bankofcanada.ca

SkyViews
Spring 2026

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