

SkyViews

Apartment Report - Fall 2013

DANNY'S CORNER



I trust you had an enjoyable summer! At the end of June, Skyview Realty had the privilege to co-host an evening of seminars for a group of owners in our industry. The topics ranged from CMHC's rental market survey to the current state of financing rates. We are looking to host more of these evenings in the future and if you would like to attend, kindly contact us.

One topic that was of great interest that evening was in the area of debt collections with tenants. Surana Baptiste shared some valuable insight into procedures that can help minimize the effect of rent arrears on multi-unit residential properties. I have asked Surana to share some of those tips with you in this newsletter's article.

Surana also talked about some recent changes at the Landlord Tenant Board. It appears the LTB process could become more difficult in the near future. Due to a legal precedent, the LTB may stop accepting representation at the Board from staff members such as property managers. Moving forward Landlords may be required to represent themselves when taking a tenant to the Board, or alternatively have to hire a paralegal to represent them. This change in procedure could become problematic for individual non-institutional landlords who have problem tenants but do not have the excess time to attend the Landlord Tenant Board themselves.

As we enter the final months of 2013, our industry is still very active and strong, despite a slight spike in financing rates. If you are interested in taking advantage of this activity, my team would be pleased to work with you in providing an evaluation and showing how Skyview Realty's unique selling process can benefit you. I welcome you to contact myself or any of my team members to learn more!

■ Danny Iannuzziello

6 Tips for Preventing Tenant Arrears

By Surana Baptiste, Suite Collections

The following six tips will assist you in avoiding tenant arrears and could be considered "best practices" when renting out your units to new tenants.

Having a clear collection policy and keeping your records up-to-date can go a long way to preventing your tenants from going into debt in the first place, and makes it easier to recover that debt if they do.

1) Keep a record of your tenants' information

Have your tenants complete a standard information form as part of their rental application, and record name, telephone number, banking information, credit rating and employment or tax records. This information will be invaluable should you need to seek debt payment in the future, and is easier to obtain when you are on good terms with your tenant.

2) Have a Rent Collection Policy and enforce it

Have a written Rent Collection Policy that clearly explains your expectations regarding when, where and by what method rent payments should be made, and your policy regarding grace periods (if allowable), and bounced/returned cheques.

Clearly explain the consequences of late payment or default in your Policy. Inform tenants of late payment fees, and be clear that you will take action

with a collections agency and/or the credit bureau if rent is not paid on time.

Educate prospective and current tenants about your Rent Collection Policy - inform tenants that late payment is costly to you, and that you will pass this cost on to them. Explain your Rent Collection Policy early in the tenant screening process, and have tenants acknowledge the policy with their signature.

3) Keep your records up to date

Have your tenants review their application file once a year (on the anniversary of their lease, or at the beginning of each new year), and have them update it if necessary. Take note of changes such as name, telephone number, bank changes and credit rating.

Photocopy your tenants' rent cheques each year, and keep them in their lease file for future reference.

4) Accept only full payments

Do not accept partial payments for rent. Keep your administration simple and insist that a single cheque is submitted for the full amount of the rent. Do not accept separate cheques from roommates.

5) Do not accept cash

Cash can be lost, misplaced or stolen, and it does not leave a paper trail. Do not accept it for payment of rent. A

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



Email: info@skyviewrealty.com

Website: www.SkyviewRealty.com

NOT INTENDED TO SOLICIT PROPERTIES ALREADY FOR SALE, NOT INTENDED TO INTERFERE WITH BUYER-AGENCY AGREEMENTS.

Preventing Tenant Arrears

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...no-cash policy also discourages undesirable tenants who may be involved in illegal business activities.

6) Act quickly on late payments

Do not wait to take action on late payments. Send a letter reminding tenants of your rent collection policy and the consequences of late

payment as soon as rent is late.

Update the tenant's file immediately. You will need current contact, banking, employment and credit information if you take your tenant to court or pursue payment with the help of a collection agency.

Contact your collection agency

immediately if your tenant is in breach of contract. Often a single phone call from collections is enough to let your tenants know that you take the terms of the rental contract seriously.

Article Provided by:

Surana Baptiste, Suite Collections

www.suitecollections.com

(416) 642-0291

1317-1325 Queen St E, Toronto



18 Suites

QUICK SALE AND CLOSING!
Sold at \$100,000 per Suite

Skyview Realty Ltd, Brokerage listed and sold this property located in the Leslieville/Beach area of Toronto. The building was in need of new management to bring out its true potential. With half of the tenants in significant arrears, the Vendor needed an experienced owner who could turn the property around. Skyview Realty was able to find the right buyer in a matter of a week. At the time of closing there was one vacant unit.

13 Mill St, Mississauga



33 Suites

MULTIPLE OFFERS! Highest Price Per Suite in Mississauga

Skyview Realty Ltd, Brokerage listed and sold this property located in Streetsville. The property was very well maintained by the family operating the building since the early 1990's. There was potential to add additional unit(s) on the ground floor. Skyview Realty had over 10 offers on the property within the first week of showings and sold the property at approx. \$170,000 per Suite. At the time of closing, only the superintendent's unit was vacant.

1750 Wilson Ave, North York



10 Suites

ENVIRONMENTAL REMEDIATION!
Sold at \$123,000 per Suite

Skyview Realty Ltd, Brokerage listed and sold this property near Jane and Wilson in North York. This building was owned and operated by one family since the 1960s. Capital items were all in good condition. The building was found to have soil contamination from a previous oil tank removal and Skyview Realty successfully coordinated with engineers to have the contamination cleaned up and close the property shortly thereafter. At the time of closing there were no vacancies at the building.

2014 Rental Increase Guideline: 0.8%

We Don't Just List Apartment Buildings...WE SELL THEM!

If you are considering selling your multi-unit residential property, give the Skyview Sales Team a call at 416-444-6545!



Dani Pizzoferrato
Sales Representative

Anne Meinschenk
Associate Vice President

Danny Iannuzziello
Broker of Record

Pat Villani
Associate Vice President

Arsalan Wathra
Sales Representative

PROPERTIES CURRENTLY OFFERED FOR SALE

TORONTO



TREAT AS CLEAR! **6.5% CAP RATE**

Principals Only Please

21 Maisonettes

- Asking \$3,570,000
- Asking \$170,000 per suite
- Tenants Pay Heat & Hydro
- 75% Units New Bathrooms & Newly Installed Ceramic Kitchen Floors
- End of Quiet Residential Street, Minutes to Retail Amenities
- 13 x Two Bedrooms
- 7 x Three Bedrooms
- 1 x Four Bedrooms
- Potential Upside on Rents
- 6.5% Cap Rate
- 23.1% R.O.I.
- Treat Financing as Clear
- Seller May Consider VTB

OSHAWA



LOCATED CLOSE TO AMENITIES **SOLID CONSTRUCTION**

Principals Only Please

21 Suites

- Asking \$1,995,000
- Asking \$95,000 per Suite
- Recent improvements include: New Sliding Patio doors, complete common area painting (2012), New Intercom
- Possibility to convert to individual meters
- 1 x Jr. One Bedrooms
- 6 x One Bedrooms
- 12 x Two Bedrooms
- 2 x Three Bedrooms
- 5.5% CAP rate
- 19.6% R.O.I.
- Treat Financing as Clear
- VTB 2nd Available

WELLAND



27.3% R.O.I. **CONDO STATUS**

Principals Only Please

52 Suites

- Asking \$4,628,000
- Asking \$89,000 per Suite
- Many Recent Upgrades to Complex Including Roofs, Sidewalks, Exterior Painting & Unit Upgrades
- Condo Quality Model Home Already Completed
- 44 x Three Bedrooms
- 8 x Four Bedrooms
- Complex is Condo Draft Plan Approved
- Tenants Pay Heat & Hydro
- 6.7% CAP Rate
- 27.3% R.O.I.
- Treat Financing as Clear!

TORONTO



LOCATION! LOCATION! LOCATION! **ABSOLUTELY IMMACULATE RARE 6 PLEX**

Principals Only Please

6 Suites

- Asking \$1,599,900
- Located in Desirable Neighbourhood
- Exceptional Rental Area
- Four Balconies
- Gleaming Terrazzo in Hallways, Landings, and Stairwell
- 1 x One Bedrooms
- 3 x Two Bedrooms
- 2 x Three Bedrooms
- Potential Tremendous Upside in Rents
- Park-like Setting
- Building Shows Pride of Ownership
- Treat Financing as Clear

TRENTON



PRICE REDUCED! **8.3% CAP RATE!!**

Principals Only Please

14 Suites

- Asking \$779,000
- Asking \$55,643 per suite
- Property Contains Four Semi-Detached Bungalows & 1 Six-Plex
- Potential Upside on Rents
- New Tenants Paying All their Own Utilities on Turnover
- 5 x One Bedrooms
- 9 x Two Bedrooms
- Waterfront Property on Bay of Quinte
- Excess Land at Rear of Property
- 8.3% CAP Rate
- 30.4% R.O.I.
- Treat Financing as Clear!

STONEY CREEK



ORIGINAL OWNERSHIP **GREAT LOCATION**

Principals Only Please

8 Suites

- Asking \$725,000
- Asking \$90,625 per suite
- Tenants Pay Own Hydro
- Built by Owner in 1960s
- Large, Bright Apartments
- Terrazzo Halls/Stairs
- Close to Amenities
- 8 x Two Bedrooms
- Large Lot, Excellent Location in Town
- 9 Parking Spaces
- 4 Concrete Balconies
- 5.8% Cap Rate
- 20.7% R.O.I.
- Treat Financing as Clear

COLLINGWOOD



PRICE REDUCED! **REDEVELOP POTENTIAL**

Principals Only Please

10 Suites

- Asking \$799,000
- Asking \$79,900 per Suite including the Two Commercial Units
- Nicely Kept Apartments
- All Tenants Pay Own Utilities (except 1 Unit)
- Corner Property
- 8 x One Bedrooms
- 2 x Commercial Units
- Property Already Severed into Two Parcels
- 6.9% CAP Rate
- 20.6% R.O.I.
- Treat Financing as Clear
- Seller Will Consider VTB

SCARBOROUGH



PURPOSE BUILT 2004! **OWNER BUILT!**

Principals Only Please

6+2 Suites

- Asking \$1,150,000
- Asking \$143,750 per Suite
- Building Shows Pride of Ownership
- Six Units have Jacuzzi Bath Tubs
- Tenants Pay Own Gas and Submetered Hydro
- 3 x One Bedrooms
- 5 x Two Bedrooms
- Legal 6-Plex + 2 Non-Registered Units on Lower Level
- 5.9% CAP Rate
- 22.9% R.O.I.
- Treat Financing as Clear

CHATHAM



RENOVATE TO YOUR DESIRE **CHOOSE YOUR TENANTS**

Principals Only Please

13 Suites

- Asking \$599,000
- Asking \$46,077 per Suite
- Building is Currently Vacant
- Three Suites have been Extensively Renovated, Condo Quality and Decor
- 2 Bedroom Suites Feature Large Balconies and Two Storeys
- 7 x One Bedrooms
- 6 x Two Bedrooms
- Recent Improvements include Roof, Parking, Boiler, Hot Water Tanks, Railings, Balconies, etc
- 9.1% CAP Rate (Projected)
- Treat Financing as Clear

industry report

trends and services

**SKYVIEW'S
RECOMMENDED
SERVICES**

WEEKLY E-MAIL BLASTS

Sign-up and begin receiving:

- Weekly Multi-Residential Property Listings
- Industry Related Articles
- News, Resources, and Valuable Links
- Updates on Sold Properties in Your Area



Send us Your Email Address Today!
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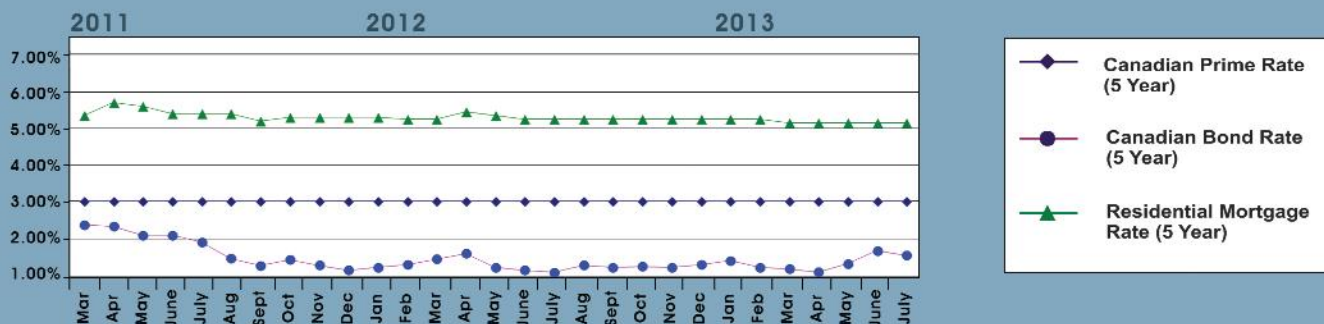
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MULTI-UNIT RESIDENTIAL - RECENT TRANSACTIONS

2521-2543 LAKE SHORE BLVD W Etobicoke	May 15, 2013	396 Units @ \$141,809	\$56,156,535
300 MONTRAVE AVE Oshawa	May 31, 2013	14 Units @ \$95,000	\$1,330,000
629 HURON ST London	May 31, 2013	66 Units @ \$46,212	\$3,050,000
35 GREENBRAE CIRCUIT Scarborough	May 31, 2013	70 Units @ \$103,127	\$7,218,895
1750 WILSON AVE North York	Jun. 3, 2013	10 Units @ \$123,000	\$1,230,000
147 SINGLETON DR Belleville	Jun. 10, 2013	19 Units @ \$52,632	\$1,000,000
500 GILBERT AVE York	Jun. 11, 2013	29 Units @ \$75,862	\$2,200,000
236-242 HIGHFIELD RD Toronto	Jun. 12, 2013	12 units @ \$106,250	\$1,275,000
2850 KEELE ST North York	Jun. 14, 2013	12 Units @ \$126,667	\$1,520,000
45 ELIZABETH ST Etobicoke	Jul. 2, 2013	11 Units @ \$131,818	\$1,450,000
13 MILL ST Mississauga	Jul. 3, 2013	33 Units @ \$166,667	\$5,500,000
64 ROEHAMPTON AVE St. Catharines	Jul. 4, 2013	130 Units @ \$95,385	\$12,400,000
560-570 WAVERLY ST N Oshawa	Jul. 8, 2013	53 units @ \$154,151	\$8,170,000
710 LAWRENCE RD Hamilton	Jul. 11, 2013	24 Units @ \$72,917	\$1,750,000
587 AVENUE RD Toronto	Jul. 11, 2013	22 Units @ \$227,273	\$5,000,000
2900 KEELE ST North York	Jul. 16, 2013	12 Units @ \$135,833	\$1,630,000
9 KINGSBRIDGE CT North York	Jul. 16, 2013	72 Units @ \$123,000	\$8,856,000
715 MAIN ST E, 100 SHERMAN AVE S Hamilton	Jul. 18, 2013	31 Units @ \$75,484	\$2,340,000

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WATCH ON INTEREST RATES



SkyViews

Fall 2013

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