



SKYVIEW

REALTY LTD., BROKERAGE

SkyViews

Apartment Report - Spring 2012

DANNY'S CORNER



Our industry is still vibrant with activity! We are continuing to see financing interest rates at significant lows and this is still fueling a great number of apartment building transactions. According to Vito Campisi of MCAP, at the

time of writing this article, the 10-year term financing rates are around 3.0%, with 5-year term financing around 2.55%. With rates at this level, it's a great time to achieve significantly higher values for your properties. Buildings that are free and clear of financing or with mortgage renewals coming up are a hot commodity for our buyers.

In this issue of 'Skyviews', I have asked my long-time friend Ron Glasser, a dedicated Insurance Broker in our industry, to provide some valuable advice regarding Risk Management in your multi-unit residential business. In my experience of evaluating properties all across the province, I find there are a lot of people who are overpaying for their current insurance coverage. Typically, a building of 100+ units should expect an annual insurance expense of approximately \$85 per unit. Smaller buildings with 10-15 units should anticipate premiums closer to \$155 per unit. While overpaying is bad enough, I also find some who are underinsured for their properties. I would recommend you examine your insurance plan to ensure you are covered for items such as employee dishonesty, counterfeit currency, earthquake shock, business contents. Also, check that your full building value is protected by your policy.

As always, Skyview believes in providing you with the highest level of customer service. Should you have a question regarding the market or your properties, or need a recommended service provider, we welcome your phone call or email. If you are thinking of selling your building, allow us to show you how Skyview's 30 years of experience can be the difference maker in your next transaction!

■ Danny Iannuzziello

A Good Risk Management Programme is like Money in the Bank!

by Ron Glasser

Risk management can be complex for a large corporation, but it's not necessarily so for small and medium sized business. Risk Management involves the evaluation, management and economic control of risks that threaten the assets or earnings of your business.

In order to evaluate the risks faced by your business, your first task is to identify them and measure them. Classify them as property, earnings and liability threats. Then look around at all your property and make a list of those assets and earnings which are at risk.

Buildings, equipment, inventory and vehicles are obvious property risks. Appraisals and valuations will give you the measure of the financial threat they represent. Examine your company's operations and products to discover possible liability exposures to the public, other third parties or employees. To deal with the risks, you should have an effective loss prevention programme.

Fire and natural disasters are likely to have the most severe impact. Regular inspections, preventive maintenance, upgrading and good housekeeping are keys to safeguarding your facilities. Fire-protection measures such as sprinkler systems give you tangible benefits in this respect. Keep up-to-date on all local and area by-laws and regulations which govern the repair and rebuilding of damaged buildings. Be aware too of the zoning of your premises and any changes that are legislated.

When you review your liability risks, take into account possible bodily injury, property damage, advertising injury and personal injury. That latter term applies to harm caused by libel or slander (except in advertising), false arrest, detention, imprisonment or malicious prosecution, wrongful entry or eviction or other invasion of

the right of privacy. Make sure that in and around your premises is as safe as you can make it. In this case, check for un-even walkways, pot holes, walking obstructions and anything that could cause a trip and fall. Also, proper documentation of snow plowing, sanding and salting is imperative. When an occurrence happens and is reported to management, proper documentation is also imperative.

See that your properties are safe and healthy for all your employees. This includes their protection against sexual harassment and discrimination as well as their physical safety. You should be familiar with all legislation and regulations which govern employees in the workplace. Oversights could prove costly. Damaging lawsuits against you might impair your company's finances. They will certainly hurt its image.

Automobiles present their own liability problems, influenced by the jurisdictions in which you operate them. Do not overlook leased, rented, hired and employee-owned vehicles as well as owned automobiles. Look out for the use of such vehicles by family members not in your employ.

When your Risk Management programme is in place, you are then able to assess which risks you and your business can bear comfortably. You can transfer to others some of those that remain. Use legal agreements as much as possible to pass risks to sub-contractors and suppliers. For example, you can require them to sign "Hold Harmless" or "Waiver" agreements to assume some of your liabilities. Beyond these, your insurance should provide coverage for most eventualities.

R.A. (Ron) Glasser

Senior Associate Broker

Dan Lawrie Insurance Brokers Ltd.

1-800-661-1518

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.



Vacancy Rates: 2007 - 2011

FOR APARTMENT BUILDINGS, 6 UNITS AND ABOVE

AREA	VACANCY RATE (%)					AREA	VACANCY RATE (%)					AREA	VACANCY RATE (%)				
	2007	2008	2009	2010	2011		2007	2008	2009	2010	2011		2007	2008	2009	2010	2011
Aurora, Newmarket, Stouffville	1.3	2.2	1.7	2.1	1.0	Kingston	**	**	**	1.0	1.1	Peterborough	**	**	**	4.1	3.5
Barrie	3.2	3.5	3.8	3.4	1.7	Kitchener/Waterloo/Cambridge	**	**	**	2.6	1.7	Pickering/Ajax/Uxbridge	1.7	1.6	0.6	0.6	2.8
Belleville	**	**	**	4.4	3.5	London	**	**	5.0	5.0	3.8	Richmond Hill/Vaughan/King	1.5	1.2	2.1	1.9	0.9
Bradford, West Gwillimbury	3.3	2.5	5.1	0.7	0.6	Markham	0.3	1.1	1.6	1.3	0.3	Scarborough	3.7	2.3	2.3	2.3	1.3
Brampton	1.9	3.1	3.3	1.9	1.4	Midland	3.0	3.0	3.8	5.6	4.6	St Catharines-Niagara	4.0	4.3	4.4	4.4	3.2
Brantford	2.9	2.4	3.3	3.7	1.8	Milton, Halton Hills	1.6	2.5	3.5	1.9	1.6	Stoney Creek Grimsby	3.7	3.4	3.2	3.8	3.1
Burlington	1.7	1.4	2.4	1.3	1.0	Mississauga	2.7	2.2	3.0	1.8	1.3	Toronto	3.2	2.0	3.1	2.1	1.4
Clarington	**	3.7	3.6	3.4	2.1	Niagara Falls	3.2	5.2	6.1	4.1	3.1	Welland	4.8	2.5	2.6	6.8	2.8
Collingwood	2.6	2.3	4.2	0.9	3.3	North York	4.2	2.2	3.2	2.1	1.4	Whitby	**	2.5	1.9	1.5	0.8
Dundas Town	1.9	2.0	2.4	1.9	2.2	Oakville	2.1	1.1	2.0	1.3	1.2	Windsor	**	**	**	10.9	8.1
Etobicoke	4.6	2.4	4.2	2.2	1.8	Orangeville	3.7	2.7	6.0	2.3	1.5	Woodstock	**	**	**	5.8	3.2
Guelph	**	**	**	3.4	1.1	Orillia	3.0	3.0	4.3	2.6	4.3	York Region	1.0	1.5	1.8	1.8	0.8
Haldimand	4.3	**	4.9	1.1	2.5	Oshawa	3.7	4.2	4.2	3.0	1.8						
Hamilton	3.5	3.2	4.0	3.7	3.4	Ottawa	**	**	**	1.6	1.4						

** DATA Not Available Source: CMHC

ETOBICOKE

SOLD



27 Suites

This building was listed and sold by Skyview Realty Ltd, Brokerage. Located in a good neighbourhood of South Etobicoke, the building had great rental upside with rents below average for the area. The property was self-managed by the Seller and had a good on-site superintendent. Hydro was paid by tenants. At the time of closing, there were no vacancies.

Your Building Could Be the Next 'SOLD'!

Contact Skyview to Get Started

HAMILTON

SOLD



74 Suites

Skyview Realty Ltd listed and sold this five-storey apartment building backing onto the Hamilton Mountain, overlooking the City of Hamilton. The Building featured a very good tenant profile with many long term tenants. The property was well maintained by the long term owner and property management company. Many rents were well below market. At the time of closing, there were a few vacancies in the building.

ARE YOU THINKING OF SELLING?

Below is a partial list of services that our team at Skyview Realty, Ltd. Brokerage will provide for you.

- Provide you up front with a market evaluation of your building.
- Determine an asking price which is acceptable to you.
- Describe how to prepare your building for the best exposure in the market place.
- Prepare a marketing information package to be presented to all prospective purchasers.
- Create a dynamic marketing plan.
- Marketing directly to all prospective purchasers of apartment buildings.
- Follow up and represent the building to qualified potential builders.
- Negotiate an agreement of purchase and sale.
- Advise on various clauses pertinent to the purchase and sale of a prospective building.
- Facilitate the transaction during the due diligence process to ensure a smooth closing.
- Maintain the relationship even after close by providing resources and assistance.

By using Skyview Realty, Ltd. Brokerage, you don't just sell your apartment building, you experience a sense of comfort that you are making a proper decision each step of the way.

My team and I look forward to sharing that experience with you. We can be contacted at anytime through our office at (416) 444-6545.

- Danny Iannuzziello, Broker of Record

"We Don't Just List Apartment Buildings, We Sell Them!"

TORONTO



UPPER BEACHES!

Principals Only Please

62 Suites in 6 Properties

- Asking \$6,500,000
- Asking \$104,839 per Suite
- Properties include 3 Rooming Houses, Two Combined Triplexes, One Four-Plex, and One House
- Owned and Managed by Long Term Owner
- Future Potential for Redevelopment, Pending City Approval
- Potential to Purchase Additional Single House for Full Block Frontage on Gerrard
- 54 x Bachelors
- 7 x 1 Bedrooms
- 1 x 4 Bdrm House
- Over 245' of Frontage on a Busy Street with Transit at the Doorstep
- Located in a Desirable Neighbourhood wedged between Beaches & Danforth
- Motivated Seller - Bring All Offers
- Treat Financing as Clear

COLLINGWOOD

PRICE REDUCED!



Principals Only Please

Sixplex, Duplex, & 2 Commercial

- Asking \$810,000
- Asking \$81,000 per suite incl.
- Well kept apartments
- Close to popular retail stores: Shoppers, Pizza Hut, McDonalds and Tim Hortons
- Tenants pay utilities (except 1 unit) incl. heat, hydro & water
- Thermal Windows
- Corner Property on Main Thoroughfare
- 2 x Commercial Units
- 8 x 1 Bedrooms
- Property is already severed into two (2) parcels
- 6.9% CAP
- 20.6 % R.O.I
- Treat property as clear
- Seller willing to hold a second mortgage for 10% of the purchase price for qualified buyer.

TRENTON

EXCESS LAND!



Principals Only Please

14 Suites

- Asking \$815,000
- Asking \$58,214 per suite
- Waterfront Property on Bay of Quinte
- 4 Semi-Detached Buildings
- 1 Six-Plex Building
- Potential Upside on Rents
- Tenants Pay Own Heat and Hydro on Turnover
- Good Tenant Profile
- 5 x One Bedrooms
- 9 x Two Bedrooms
- Thermal Windows
- Boat Launch & Excess Land
- 7.1% CAP Rate
- 24.5% R.O.I.
- Treat Financing as Clear
- Seller Will Consider VTB
- More Pictures at www.skyviewrealty.com

KINGSVILLE

PRICE REDUCED!



Principals Only Please

18 Suites and 14 Commercial

- Asking \$1,995,000
- Approx. 15,219 sq. ft. commercial space in 14 units
- Investment Property Located on Main Street
- Serviced with Elevator & Wide Stairwells
- Roof approx 7 yrs. old
- Thermal Windows
- Commercial area Sprinklered
- 2 x 1 Bedrooms
- 14 x 2 Bedrooms
- 1 x 3 Bedrooms
- 1 x 4 Bedrooms
- Units have Large Balconies
- Wheel Chair Accessible
- 7.6% CAP Rate based on July 31, 2011 year end
- Treat property as clear
- Purchaser to arrange financing

NORTH YORK

GREAT LOCATION



Principals Only Please

11 Suites

- Asking \$1,350,000 FIRM
- Asking \$122,727 per Suite
- Located close to highway 401 and Bathurst
- Great Rental Neighbourhood
- Terrazzo Flooring throughout Common Areas
- Thermal Windows
- Hydro Paid by Tenants
- HWG Boiler, approx. 3 years Old
- 1 x One Bedrooms
- 10 x Two Bedrooms
- Property includes Surface parking plus 2 Double Garages and 1 single Garage
- Tar & Gravel Roof less than 10 Years Old
- 5.6% CAP Rate
- 17.0% R.O.I.
- Treat Financing as Clear

ST. CATHARINES

Easy Access to QEW



Principals Only Please

11 Suites

- Asking \$785,000
- Asking \$71,364 per suite
- Located 10 min from Downtown
- Located in Residential Neighbourhood.
- Concrete Block construction
- Parking lot asphalted in 2003
- Large two Bedroom suites
- Well landscaped property with tenant Curb Appeal
- 5 x One Bedrooms
- 6 x Two Bedrooms
- Potential upside on one bedroom rents
- YWCA Program in effect for 5 units
- 6.7 % CAP Rate
- 27.4 % R.O.I.
- Treat Financing as Clear
- Seller Will Consider VTB

ETOBICOKE

SOLD CONDITIONAL



Principals Only Please

68 Suites

- Asking \$8,420,000
- Asking \$123,824 per Suite
- Recent Improvements include Balcony Waterproofing, Irrigation System and Elevator Cab
- Three Bedroom Suites feature One and a Half Washrooms
- Three Excess Parking
- Thermo Window
- 2 x Bachelors
- 26 x One Bedrooms
- 33 x Two Bedrooms
- 7 x Three Bedrooms
- Upside on Rents - Many Rents well Below Market
- Long Term Owner (1960's)
- 5.2% CAP Rate
- 19.4% R.O.I.
- Treat Financing as Clear

ETOBICOKE

SOLD CONDITIONAL



Principals Only Please

63 Suites

- Asking \$8,400,000
- Asking \$133,333 per Suite
- Well Maintained Building
- Recent Improvements including Balcony Railings & Waterproofing, Irrigation System, and New Water Main
- Suites Feature Larger than Average Bedrooms
- Potential to Submeter
- 17 x One Bedrooms
- 35 x Two Bedrooms
- 11 x Three Bedrooms
- Upside on Rents - Many Rents well Below Market
- Long Term Owner (1960's)
- 5.2% CAP Rate
- 19.6% R.O.I.
- Treat Financing as Clear

NORTH YORK

SOLD FIRM



Principals Only Please

119 Suites

- Asking \$15,350,000
- Asking \$130,085 per Suite
- Located close to Downsview Park & New Hospital at Keel/Wilson
- Large Management Office on Ground Floor could be converted back to Two Suites
- Many Updates with RRAP Program in 1990s
- Some Long Term Tenants
- 1 x Bachelors
- 65 x One Bedrooms
- 41 x Two Bedrooms
- 11 x Three Bedrooms
- Ample Parking with Visitor Income
- Long Term Owner and property Mgmt company
- 5.0% CAP Rate
- 16.7% R.O.I.
- Treat Financing as Clear

industry report

trends and services

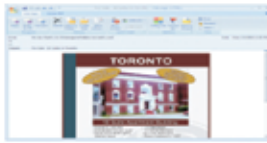


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SERVICES

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



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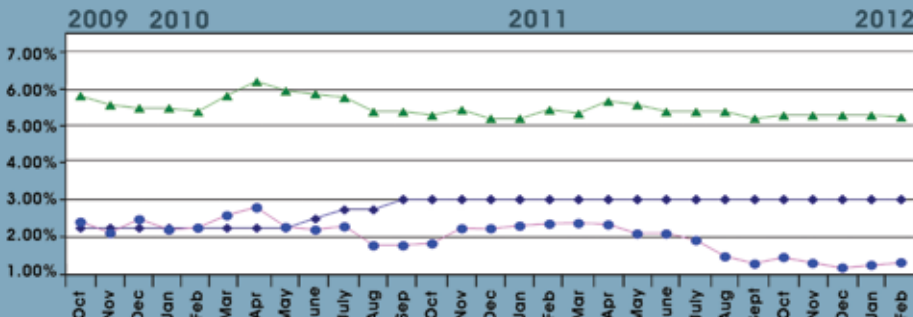
"Innovative Financial Products with Exceptional Client Services"

MULTI-UNIT RESIDENTIAL - RECENT TRANSACTIONS

26 ALBERT AVENUE Etobicoke	Dec. 14, 2011	23 Units @ \$ 82,609	\$ 1,900,000
190 NONQUON RD Oshawa	Dec. 15, 2011	75 Units @ \$ 75,000	\$ 5,625,000
6 GRANDSTAND PLACE East York	Dec. 15, 2011	60 Units @ \$ 99,167	\$ 5,950,000
44 CENTRAL AVENUE EAST Brockville	Dec. 19, 2011	35 Units @ \$ 84,857	\$ 2,970,000
64 GRAND AVENUE London	Dec. 09, 2011	28 Units @ \$ 49,107	\$ 1,840,000
44, 54, 64 GENEVIVE CRESENT London	Dec. 21, 2011	60 Units @ \$ 56,167	\$ 3,370,000
4070 OLD DUNDAS STREET York	Dec. 22, 2011	48 Units @ \$ 80,208	\$ 3,850,000
7 OSLER CT Hamilton	Jan. 04, 2012	21 Units @ \$ 66,190	\$ 1,390,000
180 HAIG ROAD Belleville	Jan. 09, 2012	128 Units @ \$ 55,726	\$ 7,132,961
890 JANE STREET York	Jan. 12, 2012	140 Units @ \$ 67,143	\$ 9,400,000
75 IRWIN ROAD Etobicoke	Jan. 18, 2012	52 Units @ \$110,577	\$ 5,750,000
450 WINONA DRIVE York	Jan. 18, 2012	124 Units @ \$ 71,976	\$ 8,925,000
307 THE KINGSWAY Etobicoke	Jan. 19, 2012	26 Units @ \$130,769	\$ 3,400,000
551 EGLINTON AVENUE E Toronto	Jan. 26, 2012	54 Units @ \$110,577	\$ 5,750,000
200 JAMESON AVENUE Toronto	Jan. 30, 2012	100 Units @ \$ 87,000	\$ 8,700,000
380 GIBB STREET Oshawa	Jan. 31, 2012	126 Units @ \$ 92,460	\$11,650,000
1-37 KINGSCOURT ROAD Clarington	Feb. 01, 2012	18 Units @ \$113,278	\$ 2,039,000
62 MILL STREET Woodstock	Feb. 16, 2012	39 Units @ \$ 96,154	\$ 3,750,000
3015 & 3017 QUEEN STREET E Scarborough	Feb. 22, 2012	105 Units @ \$130,000	\$13,650,000
3000 QUEEN STREET E Toronto	Feb. 22, 2012	30 Units @ \$128,333	\$ 3,850,000

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

WATCH ON INTEREST RATES



- ◆ Canadian Prime Rate (5 Year)
- Canadian Bond Rate (5 Year)
- ▲ Residential Mortgage Rate (5 Year)

SkyViews

Spring 2012

PUBLICATION:

Our newsletter is published quarterly: (January, March, June, and September).

ADVERTISING:

For advertising rates and article suggestions, please contact the marketing department or email info@skyviewrealty.com

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