

DANNY'S CORNER



Welcome back from the Summer break! Typically our industry takes a step back from the hustle and bussle but this year has been an exception. There has been a significant increase in activity with many new listings and

property sales continuing into the Summer months.

In July, the Bank of Canada dropped its overnight rate to 0.50%. In June, one could get a 10-year term mortgage at a rate of 3% but at the time of preparing this newsletter, that same term would be closer to 2.5%. This month the Bank of Canada will be meeting again to determine if there will be a further reduction to the overnight rate.

Video surveillance of our properties is an important topic for landlords to consider. Not only does a proper security system protect our assets from crime, it can reduce liability, allow for easier management and provide our tenants with peace of mind. We have provided an article in this newsletter about the changes in video surveillance technology and how it can benefit your investment properties.

In our last newsletter issue, I mentioned Skyview Realty's partnership with Reena to raise funds for replacing appliances in their group homes. Reena is an incredible organization working with individuals with developmental disabilities. We feel blessed to be able to support them through the apartment industry. I am excited to announce that we have already surpassed 50% of the target fundraising! I welcome you to visit our website to learn more about the campaign at skyviewrealty.com/skyview_reena.html. Hopefully you will see the importance of this campaign and be moved to participate in any way you can.

As always, my Skyview team and I are here to assist you in your investment property endeavours. Please contact us should you wish to learn more about what Skyview can do for your business and further success!

- Danny Iannuzziello

Mobile Surveillance for Rental Properties

By Ellen Arndt, VideoSurveillance.com

As a commercial property owner, one of your chief responsibilities is to protect the property's value, which includes attracting the maximum number of building tenants. Making sure tenants are satisfied and adhere to building rules is a full-time job. Through the use of increasingly sophisticated and user-friendly video surveillance, such goals are more achievable.

Video surveillance has become more scalable and flexible than ever before. Mobile monitoring apps give users the ability to tap into their video system and see live recordings from a remote location, saving time and reducing property visits.

If you manage a multi-building site, like a corporate park, then a wireless internet protocol (IP) camera system might be the best fit. This nouveau generation of security-with mobile apps in tow- offers long-distance coverage of your property, as opposed to running network cables, which is not always possible between multiple buildings. Due to the high cost of trenching, it's typically impossible to run network cables in these types of installations.

Mobile surveillance gives users instantaneous and unlimited access to the security camera system directly from a smart device (eg. iPhone, Android or tablet) as long as the user is connected to the internet. Thus, no PC or laptop is needed to monitor your property. If you're unable to visit your property or want to save time in general, you can pull up the mobile app - as you would any other app on your phone- and see all of your camera views right in front of you.

If needed, building managers can search through recorded footage to check up on the day's activities, easily sliding through multiple camers views and configuring them in different display modes for utmost convenience. Building managers can also capture and send image snapshots via MMS to local authorities to use as evidence when reporting an incident. This feature is inherent to IP video technology, which is rapidly replacing the use of outdated closed circuit television video (CCTV).

Mobile video surveillance apps are provided free of cost by virtually all manufacturers of video management software and network video recorders. There are several camera body styles to choose from, including bullets, domes and covert cameras. Traditional bullet cameras have a recognizable shape and are typically more obvious to passersby, whereas dome cameras have a more aesthetic appeal and are more discreet in their appearance. Also, many IP cameras today are vandal-resistant and tamper-proof to ensure that the camera is well protected against deliberate acts of damage.

Balance Monitoring with Tenant Privacy

As property managers begin to either implement or update their monitoring strategies, it is important to consider the balance between surveillance and tenant privacy, while considering the benefits.

First and foremost, there should be a clear understanding of Canada's guidelines for the use of covert video surveillance in public places. To comply with privacy laws, commercial property managers should have visible signage outside the front of the property to alert the public of its presence. If people object to the use of video surveillance, they can choose not to enter the premises. Also, transparency with potential tenants is key. Property managers should note in their lease agreement the use of on-site video surveillance cameras. If the system is expanded in the future or cameras are moved, the lease agreement should be updated to highlight these changes. And while it may seem obvious, cameras should never be placed in areas where a high level of privacy is expected, such as a washroom or in the tenant's rented space.

Decrease Liability

Unfortunately, accidents are an all too real threat that can happen at any time. Strategically placed security cameras throughout the property can provide an

...Continued on Page 2

impartial picture of an accident or seemingly dangerous situation, giving an unbiased look into what actually happened. This in turn helps thwart frivolous liability lawsuits. It's also worth noting that some insurance companies are more inclined to reduce their premiums if they are aware that you have a video surveillance system on the property. Video surveillance can also capture environmental damage. For instance, if a tree were to fall onto one of your units, video evidence of the incident will save significant time when dealing with an insurance provider.

Check in on Staff and Contractors

Ensuring that contractors and staff arrive on schedule is critical for the upkeep of your property. By reviewing live and recorded video, you'll know if your employees are productive and fulfilling their day to day duties. You'll also be able to look at the work performed by contractors (eg. maintenance crews or groundskeepers) to determine if it meets your expectations.

Identify Unruly or Illegal Tenant Behaviour

With video surveillance, you can easily monitor tenant activity. You'll be able to pull up live video on your mobile device to check if tenants are smoking on the property, vandalizing or abusing building property, or loitering in unauthorized areas. Video surveillance cameras will also deter non-tenants from coming onto the property to use amenities, such as onsite gyms, pools or parking spaces.

Capture Criminal Acts on Camera

No property is immune to crime, which is why having a video surveillance system on the property is an absolute must. Security cameras are the ideal solution for recording any criminal activity that occurs, including vandalism, illegal dumping (eg. tossing rubbish or recyclables onto the property), harassment, vehicle theft or trespassing.

To identify criminals, consider investing in high-definition IP security cameras over CCTV cameras. Unlike CCTV camera systems, IP camera systems with HD resolution render high quality images with rich detail, making it easier to identify criminal acts and suspicious characters.

High quality image resolution is another feature of contemporary monitoring systems. High definition (HD) significantly increases the level of detail in every image for easier recognition of objects and persons. Older analog CCTV systems deliver nondescript features that are not in alignment with today's video surveillance technology.

Improve Parking Lot and Garage Security

Security cameras should monitor not only the building grounds but the parking lot or garage as well. A modern video surveillance system should be capable of capturing license plate numbers, which can be used as evidence in the case of an accident or vehicular theft. License Plate Recognition (LPR) video analytics is a pioneering feature on IP camera systems that enables property managers to store and search license plate numbers.

Property managers will find that the features available today on video surveillance systems can help allay the stress of managing one or more commercial buildings. Your job will become easier and tenants will experience greater peace of mind.

Article by Ellen Arndt, Communications Manager for VideoSurveillance.com | 1-866-945-6808

2016

Rental

Increase

Guideline:

2.0%

TORONTO

PRIME LOCATION

YONGE & EGLINTON

Principals Only Please

3 Suite Legal Duplex & Basement Apt

- Asking \$1,695,000
- Rare Opportunity in Desirable Davisville Village
- Owned by Same Family for More Than 25 Years
- Most Amenities Within Walking Distance
- Owner will Deliver Vacant Possession

- 3 x Two Bedrooms
- Spacious Units
- Short Walk to Subway & Yonge St.
- Double Garage Parking Plus Surface Spaces
- Excellent for Family Use
- Treat Financing as Clear

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!



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Sales Representative



Anne Meinschenk
Associate Vice President



Danny Iannuzziello
Broker of Record



Cliff Ford
Director of Sales & Marketing



Pat Villani
Associate Vice President



Arsalan Wathra
Sales Representative

PROPERTIES CURRENTLY OFFERED FOR SALE

HAMILTON

UPSIDE
ON TURN

UPDATED
UNITS



Principals Only Please

21 Suites

- Asking \$1,795,000
- Asking \$85,476 per suite
- Approx. 85% of All Units Have Updated Electrical & Plumbing
- Most Kitchens & Bathrooms Updated
- Professionally Managed & Landscaped
- Tenants Pay Their Own Hydro
- 3 x Bachelor
- 9 x One Bedrooms
- 9 x Two Bedrooms
- Lots of Useable Vacant Space in the Lower Level
- Brick Balconies
- 5.7% CAP Rate
- 25.1% R.O.I.
- Treat Financing as Clear

EAST HAMILTON

CONDO
CONVERTED

BORDERS
STONE CREEK



Principals Only Please

293 Suites + Commercial

- Asking \$31,500,000
- Asking \$106,780 per Suite
- Two Buildings w/ Connected UG Parking & Approx. 42 Garages with Garage Doors
- Buildings Energy Efficiency Upgrades Include New Gas Heating Systems, Gas Hot Water Systems, Separate Hydro Meters & LED Lighting
- 78 x 1 Bedroom
- 148 x 2 Bedroom
- 62 x 3 Bedroom
- 3 x 4 Bedroom
- 2 x Commercial Unit
- 5.0% CAP Rate
- 20.2% R.O.I.
- Ex. 1st Mortgage to be Assumed due Nov. 2016
- Buyer to Arrange own Secondary Financing

ORILLIA

BUY WITH
15% DOWN

6.7% CAP



Principals Only Please

28 Suites

- Asking \$2,499,000
- Asking \$89,250 per Suite
- Buildings are Located in the Downtown Core, Less Than 1km Apart
- Buildings May Require Additional TLC
- Ample Parking at Both Properties
- Potential to Add Two Additional Units
- 1 x Bachelor
- 11 x One Bedrooms
- 13 x Two Bedrooms
- 1 x Comm (Total 3 Units)
- 6.7% CAP Rate
- 24.6% R.O.I.
- Ex. 1st CMHC Blanket Mtg for Approx. \$1,040,349 @ 4.35% P&I to be Assumed
- Seller will Consider VTB 2nd Mtg for Balance with at least 15% Down

LONDON

NEWLY
RENOVATED

GOOD UPSIDE
ON TURNOVER



Principals Only Please

24 Suites

- Asking \$1,895,000
- Asking \$78,958 per Suite
- Short Drive to University of Western Ontario & Fenshawe College
- Four Storey Walk-up
- Clean & Well Maintained
- Attractive Low Rate VTB to Coincide With Maturing of 1st Mortgage
- 1 x Bachelor
- 3 x One Bedrooms
- 20 x Two Bedrooms
- 5.1% CAP
- 15.0% R.O.I.
- Ex. 1st Mortgage of Approx. \$890,000 @ 5.433% due Aug 2017 to be Assumed

KINGSVILLE

MANY
UPGRADES

7.3% CAP



Principals Only Please

27 Suites + Commercial

- Asking \$3,625,000
- Main Commercial Intersection in Kingsville
- Fully Wheelchair Accessible Bldg with Ramps & Elevators
- 27 Residential Units Range From 406-2160 Sq. Ft.
- 9 of the Apartments are Newly Added Residential Units with Ensuite Laundry
- 2 x Bachelor
- 6 x One Bedrooms
- 17 x Two Bedrooms
- 1 x Three Bedrooms
- 1 x Four Bedrooms
- 8 Commercial Units
- Approx. 9,561 Sq. Ft.
- 7.3% CAP Rate
- 16.7% R.O.I.

GRAND VALLEY

NEAR
ORANGEVILLE

4 X 6
PLEXES



Principals Only Please

24 Suites

- Asking \$2,390,000
- Asking \$99,783 per Suite
- Nicely Landscaped with Private Driveway & Common Parking Lot
- Some Units Have Upgraded Flooring, Kitchen Cabinets & Washrooms
- Good Size Units with Private Balconies
- 8 x One Bedrooms
- 16 x Two Bedrooms
- A 10-Minute Drive West of Orangeville
- Tenants Pay Own Hydro
- 6.5% CAP Rate
- 14.5% R.O.I.
- Ex. 1st Mtg to be Assumed Due Dec. 2022 Bearing Interest at 3.37%

KITCHENER

VTB 1st
AVAILABLE

UPSIDE ON
TURN



Principals Only Please

15 Suites

- Asking \$1,349,900
- Asking \$89,993 per Suite
- No Elevator, Underground Parking or Balconies to Maintain
- Kitchener Consistently Rated As Top Investment City
- Ample Parking
- Owned by Same Family for More Than 25 Years
- 15 x Two Bedrooms
- Located in Nice, Residential Neighbourhood
- Improvements Include Low Flow Toilets and New Tiles in Bathrooms
- 4.9% CAP Rate
- 19.9% R.O.I.
- Treat as Clear

AURORA

EXCELLENT
LOCATION

LARGE
LOT SIZE



Principals Only Please

6 Suites + Commercial

- Asking \$2,150,000
- Asking \$238,889 per Suite
- Located in Downtown Aurora
- Property Fronts Onto Yonge Street
- High Efficiency Boilers Installed Approx. 5 Years Ago
- Tenants Pay Their Own Hydro
- Large Apartments
- 1 x One Bedrooms
- 5 x Two Bedrooms
- 3 x Commercial
- 4.9% CAP Rate
- 15.8% R.O.I.
- Treat Financing as Clear
- Seller will Hold VTB Second Mortgage to Qualified Buyer

GRIMSBY

CONDO
STATUS

RESIDENTIAL
MTG AVAILABLE



Principals Only Please

7 Townhouses

- Asking \$1,275,000
- Asking \$182,143 per Suite
- Attractive Townhomes Built in 1995
- Brick Construction Which Includes Decorative Corner Brick & Concrete Foundation
- Each Townhome with Full Basement, A/C, Furnace & Hot Water Tank
- 7 x Three Bedrooms
- Parking Lot at Rear of Buildings
- In Area of Newly Developed Homes
- Currently Fully Rented
- Veranda for Each House
- 5.0% CAP Rate
- 13.2% R.O.I.
- Treat Financing as Clear

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 properties@skyviewrealty.com

We Have Buyers!

Michael Lombard
Vice-President
Regional Manager - Ontario



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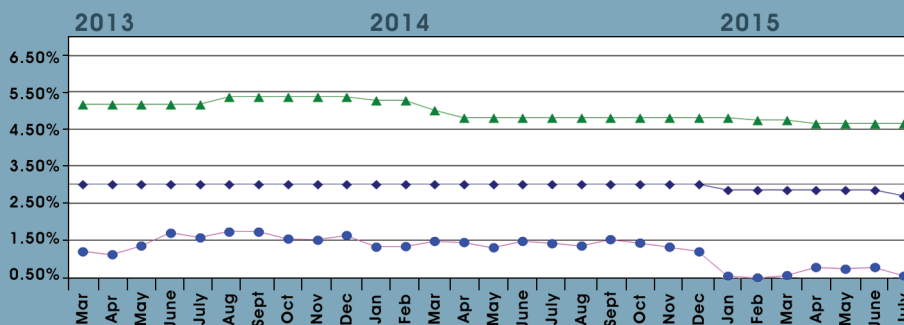
"Innovative Financial Products with Exceptional Client Services"

MULTI-UNIT RESIDENTIAL - RECENT TRANSACTIONS

470 Scenic Dr., London	Jul. 10, 2015	115 Units @ \$94,130	\$10,825,000
160 Cherry St., Kitchener	Jul. 8, 2015	47 Units @ \$126,596	\$5,950,000
20 Winter Ave., Cambridge	Jul. 6, 2015	26 Units @ \$99,808	\$2,595,000
50 Benson Ave., Richmond Hill	Jul. 2, 2015	19 Units @ \$182,632	\$3,470,000
334 East 14th St., Hamilton	Jun. 30, 2015	105 Units @ \$93,333	\$9,800,000
4 Latimer Ave., 556-560 Eglinton Ave. W, Toronto	Jun. 29, 2015	64 Units @ \$175,000	\$11,200,000
141 Macgregor Cres., Waterloo	Jun. 26, 2015	11 Units @ 123,636	\$1,360,000
110 Oriole Parkway, Toronto	Jun. 24, 2015	33 Units @ \$242,424	\$8,000,000
2511 Gerrard St. E, Scarborough	Jun. 19, 2015	11 Units @ \$125,909	\$1,385,000
879 Millwood Rd., East York	Jun. 15, 2015	6 Units @ \$229,167	\$1,375,000
224 Kenilworth Ave., Toronto	Jun. 15, 2015	6 Units @ \$190,938	\$1,145,625
472 Brock Ave., Burlington	Jun. 11, 2015	116 Units @ \$343,534	\$39,850,000
2770 Aquitaine Ave., Mississauga	Jun. 10, 2015	180 Units @ \$290,456	\$52,282,000
122 6th Ave., Kitchener	Jun. 2, 2015	11 Units @ \$102,273	\$1,125,000
380 Gibb St., Oshawa	Jun. 1, 2015	132 Units @ \$143,561	\$18,950,000
95 Kayla Cres., Vaughan	Jun. 1, 2015	15 Units @ \$250,000	\$3,750,000
81 Willow Rd., Guelph	Jun. 1, 2015	68 Units @ \$90,441	\$6,150,000

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

Fall 2015

PUBLICATION:

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

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