



SKYVIEW
REALTY LTD.

SkyViews

DISTRIBUTION TO OWNERS OF OVER 11,000 APARTMENT BUILDINGS

APARTMENT REPORT SPRING 2003

DANNY'S CORNER



Danny Iannuzziello
Broker

I've never been as adamant in a message as the one that I'm trying to convey in this issue of SKYVIEWS. **Our Industry is being threatened and all landlords need to take action NOW!**

Our industry has rebounded from the days of 'rent controls' under the NDP government. Under the current Conservative government and especially the past few years, we have actually made great strides. However, the progress that we've made is currently threatened to be taken away and we are about to regress if we don't take action.

The Liberal party recently announced that if elected they will repeal the Tenant Protection Act and will bring back 'rent controls' more or less the way we saw them under the NDP government. They will protect tenants from excessive rent increases and will eliminate vacancy decontrol, which allows unlimited rent increases on a unit when it becomes available.

The NDP party recently announced that they would freeze rents up to two years or potentially roll rents back.

If you recall, the rent control environment under the NDP government from September 1990 to June 1995 devastated our industry, and we should collectively be involved and take action to never let that happen again. For those who have entered our industry in the past seven years, make no mistake this is critical.

In meeting with owners of apartment buildings on a day to day basis, I'm sensing from most owners that although it is recognized as a critical issue and the fear exists of the potential outcome, the responsibility is being passed onto the landlord associations and to a select few landlords.

All landlords need to be involved in one way or another, because the landlords associations and the select few owners cannot do it alone.

Continued on Page 4...

LANDLORDS FACING ANOTHER CRISIS

By Bob Aaron, President
Multiple Dwelling Standards Association

It's election time and Ontario's residential landlords are again facing a crisis.

The Liberals want to repeal the Tenant Protection Act, the NDP wants a rent freeze, and the Conservatives are trailing in the polls at press time. Energy costs are up substantially, and vacancies are at record highs for recent years. We are faced with threats of war overseas, and oil shortages. Predictions are that interest rates are on the way up.

But we Canadians are a tough lot, and landlords are even tougher. We are survivors. We survived the rent registry, we survived Bob Rae, and we will survive again.

So what do we do as a group and as individuals to survive these challenges? How can we respond?

Firstly, I think it is vital that we are members of at least one or more of our excellent landlord organizations: the Multiple Dwelling Standards Association, the Fair Rental Policy Organization, the Greater Toronto Apartment Association, and a number of municipal landlord groups outside the Toronto area.

Landlord groups offer bulk buying power for energy and appliances; educational seminars; lobbying activities; and informative newsletters. They keep us up-to-date on regulation changes. When landlord associations make representations to governments, we speak with a stronger voice than any number of individual landlords.

When we approach energy suppliers to quote on massive amounts of gas or oil, we are able to negotiate bulk rates which are much more attractive than individual landlords could obtain independently.

We need to communicate with our tenants to inform them that the current rent control regime is working as intended, that vacancies are up, and that old-style rent controls brought serious harm to the tenant community. Tenants need to know the effects of unfair municipal taxation, and that they themselves are shouldering the burden.

With a spring provincial election a virtual certainty as this is being written, Ontario's residential landlord associations have banded together to form the Rental Housing Industry Coalition in response to the significant threats now facing our industry.

Continued on Page 4...

BUILDING A BETTER ONTARIO

By Tina R. Molinari, Associate Minister
Municipal Affairs and Housing, Urban

The Tenant Protection Act is working, and I am glad that I have had a role in its success.

By bringing in the TPA, the Ernie Eves government aimed to strike a balance in protecting sitting tenants and allowing the marketplace to work. Millions in capital repairs have been invested by the industry, vacancy rates are up and new rental housing is being built. This is exactly what the Act was meant to do.

The opposition parties have indicated they will move backwards in terms of rental housing policy. Our government supports the principles of the TPA and will continue to listen and work with stakeholders like yourself in ensuring that we continue to move forward.

Our goal as a government is to promote and maintain a healthy rental housing industry throughout the province.

The Ernie Eves government believes the key to a robust rental housing market is to bring the private sector back into rental housing.

To this end, we have undertaken a number of reforms.

Last June, we passed Bill 124, "An Act to Improve Public Safety and to Increase Efficiency in Building Code Enforcement." This is the biggest reform of the Building Code since the Building Code Act was introduced in 1976.

Bill 124 cuts a lot of red tape for builders and paves the way for speedier approval of plans and inspections.

In another initiative to spur affordable housing in Ontario, we have given municipalities the authority to tax new rental housing at rates as low as those on single-family housing for a period of 35 years. I am expecting municipalities to use this authority to encourage new affordable rental developments.

A third reform we have made is vacancy decontrol through the TPA.

Continued on Page 4...

WE SPECIALIZE IN THE SALE OF APARTMENT BUILDINGS



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

For future mailing, please inform us if there is a change of address

E-mail: info@skyviewrealty.com

Website: www.skyviewrealty.com

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

PROPERTIES CURRENTLY OFFERED FOR SALE

POWER OF SALE



7

AVAILABLE IN BRAMPTON
64 Townhouses

Asking \$5,950,000	64 Townhouses
Fully occupied	All units 3 bedrooms
15% Downpayment	Approx. 1,000 sq. ft. plus basement
18.1% R.O.I.	Treat mortgages as clear
Most rents below market	The Vendor makes no warranties or representations
All apts for showings through listing broker	All offers to include Vendor's Schedule "A"

CHANCE OF A LIFETIME



SOLD FIRM

2

AVAILABLE IN OAKVILLE
32 Suite Apartment Building

Asking \$3,090,000	10 x one bedrooms
\$96,563/SUITE	22 x two bedrooms
Fully occupied	15% Downpayment
Excellent tenant profile	17.5% R.O.I.
Some long term tenants	VTB Mortgage to Sell
Predominantly semi-professionals	Owner retiring
	Some rents below market

27.2% R.O.I.



3

FOR SALE IN BRANTFORD
34 Unit Apartment Building

Asking \$1,450,000	Located in heart of Brantford, close to Casino
15% Downpayment	2 adjoining buildings
9.7% CAP Rate	10 x one bedrooms
Existing 1st Mortgage 6.9% to January 2007	24 x two bedrooms
Some rents below market	Structural/Environmental reports available

FULLY OCCUPIED



4

TORONTO
29 Unit Apartment Building

Asking \$2,219,000	7 x bachelors
Located at Dufferin & Rogers	19 x one bedrooms
Very large units	3 x two bedrooms
Extra room for additional apts.	15% Downpayment
Roof, Windows, Boiler, Parking, Plumbing & Electrical all Upgraded since 1989	19.2% R.O.I.
	Some rents below market
	Existing 1st Mortgage \$600,000 @ 8.2% due Nov 2004

VENDOR MOTIVATED



5

FOR SALE IN PORT HOPE
Two Twelve Plexes, Side-by-Side

Asking \$1,350,000	3 x 1 bedrooms
Buildings fully occupied	21 x 2 bedrooms
In great condition	15% Downpayment
Rents below market	8.7% CAP Rate
Excellent tenant profile	21.0% R.O.I.
Quiet residential neighbourhood	Predominantly new fridges & stoves

EXCLUSIVE LISTING



6

NEWMARKET
18 Unit Apartment Building

Asking \$1,425,000	15% Downpayment
Pleasure to show	29.1% R.O.I.
Tenants pay own hydro	VTB to Sell
Fire Retrofit complete	Many upgrades to building and in very good condition
3 x bachelor	Environmental/Structural reports available
15 x one bedroom	



For these and other buildings we have for sale please call (416) 444-6545 Fax (416) 444-6997

DANNY IANNUZZIELLO

BROKER

220 Duncan Mill Rd. Suite 419, Toronto, ON M3B 3J5

PROPERTIES FOR SALE INTENDED FOR PRINCIPALS ONLY

Not intended to solicit properties already for sale. Not intended to interfere with Purchaser-Agency Agreements.

PROPERTIES CURRENTLY OFFERED FOR SALE

**\$37,952
PER SUITE**



7

DOWNTOWN HAMILTON

21 Unit Apartment Building

Asking \$797,000	3 x bachelors
Rents Below Market	12 x 1 bedrooms
Fire Retrofit Complete	6 x 2 bedrooms
Treat Mortgages as clear	15% Downpayment
VTB Mortgage to Sell	10.2% CAP Rate
	30.0% R.O.I.

**\$61,290
PER SUITE**



8

AVAILABLE IN OSHAWA

93 Suite Apartment Complex

Asking \$5,700,000	2 x bachelors
Building well maintained	15 x 1 bedrooms
Rents below market	52 x 2 bedrooms
Close to all amenities	24 x 3 bedrooms
Recent upgrades include:	6.8% CAP Rate
new heating equipment	15% Downpayment
Hot water gas heating	10.7% R.O.I.

**44.2%
R.O.I.**



9

NORTH OF LONDON

36 Unit Apartment Building

Asking \$1,100,000	1 x bachelor
Fully occupied	14 x One Bedroom
Good tenant profile	18 x Two Bedrooms
Small community North of London	3 x Three Bedrooms
Located in Hensall, Ontario	\$110,000 Downpayment required
	VENDOR MOTIVATED

**PRICE
REDUCTION**



10

BRAMPTON

11 Luxury Townhouses

Asking \$1,799,000	All units three bedrooms
Built in year 2000	13.4% Downpayment
Fully occupied	8.6% CAP Rate
Great tenant profile	21.5% Return on Investment
1st Mortgage 6.99% expires March 2016	Tenants pay heat, hydro & water
VTB mortgage to sell	Approx. 2 parking spots/unit

**\$42,647
PER SUITE**



11

AVAILABLE IN ST. CATHARINES

34 Units in Two Building

One building - 12 years old	9 x one bedrooms
Second building totally renovated - 13 years ago	23 x two bedrooms
Fire Retrofit complete	2 x three bedrooms
Spacious units	15% Downpayment
Fully occupied	22.0% Return on Investment
	Hot water gas and electric heating
	VTB mortgage to sell

**EXCLUSIVE
LISTING**



12

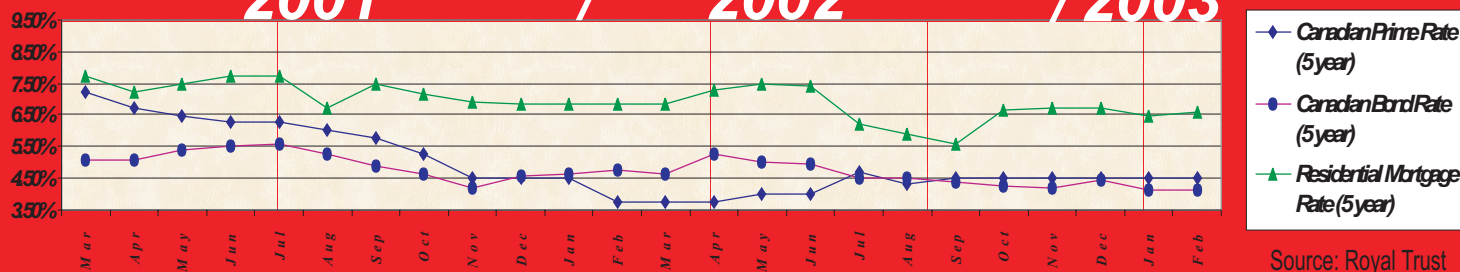
FOR SALE IN COBOURG

22 Unit Apartment Building

Asking \$1,250,000	1 x 1 bedrooms
Asking \$56,818/suite	21 x 2 bedrooms
Building fully occupied	15% Downpayment
Great downtown location	16.6% R.O.I.
½ Km to Cobourg Beach	8.0% CAP Rate
Rents below market	Predominantly new fridges & stoves

**We don't just list apartment buildings,
WE SELL THEM!**

Watch on Interest Rates... 2001 / 2002 / 2003



Landlords Facing Another Crisis Continued...

In order to preserve the advances we have made as an industry, the Rental Housing Industry Coalition has commissioned a communications action plan to let the public know, on the eve of an election, that rental property owners are interested in creating successful communities. The plan was created over several months by one of the most sophisticated agencies in the business.

Our targeted message will be communicated effectively, so we can educate the public, tenants, politicians and the media. The communications campaign has already been kick-started by donations from some of our largest landlords.

But the Coalition needs the help of every landlord, whether affiliated with a group or not. Each landlord is being asked to

contribute \$10 per suite to get the industry's message out to the public as the election clouds gather.

Please send your donation to Rental Housing Industry Coalition, 20 Upjohn Rd., Suite 105, Toronto, Ont. M3B 2V9. For more information call the MDSA office at 416 362-6372, or Utilia Amaral or Cynthia Bentley at 416 385 8082.

Thanks for your support! ■

Bob Aaron, President
Multiple Dwelling Standards Association
(416) 362-6372

Visit Skyview online
@
WWW.SKYVIEWREALTY.COM

SERVICES WE WOULD RECOMMEND



www.gscrentals.com

Canada's Premier Apartment
Rental Web Site

Renters from in town and around the world
1-888-966-4966

Danny's Corner Continued...

At the time of writing this article the conservatives are behind in the polls with a potential election being called for anytime during the Spring or Fall of this year.

Here is what you can do.

1. The landlord associations have formed a Rental Housing Industry Coalition and have set up a special hotline. Support this Initiative!
2. Join a landlord association. If you do not know which one to join, call or email Skyview Realty for a list.
3. Dedicate some of your time or your staff's time to support the cause.
4. Call the local Conservative representative of where your apartment buildings are located and make a financial contribution.
5. Place signage in front of apartment buildings supporting the local candidate.
7. Have your apartment staff (i.e. Superintendent) distribute literature to tenants on behalf of the PC candidate.

In this issue I would like to thank our good friends Bob Aaron, President of the MDSA and Tina R. Molinari, Associate Minister of Municipal Affairs and Housing, Urban for the contributions of their articles. ■

Danny Iannuzziello

Building a Better Ontario Continued...

This is a key feature in allowing rents to reach market levels while continuing to protect tenants.

The government recognizes that increasing the supply of rental housing is an important component of a healthy rental market. Our reforms are working and we will continue to remove financial and regulatory barriers.

And I will say again, that our reforms are working - the current high vacancy rate is your proof. What's more, this leads to benefits for your tenants as well as investors: tenants now have more choice; new units are under construction; and there has been a surge of investment in existing rental housing stock-balconies are being repaired, underground parking lots are being upgraded.

In short, the marketplace is working...

But we have to do more.

Last May, our government signed an agreement with the federal government to build up to 10,500 affordable rental housing units in Ontario. In the longer term, the government recognizes that improvements in the business and investment climate are key if the private sector is to once again start building sufficient rental housing to meet the bulk of market demand without government subsidies.

The Ernie Eves government recognizes the challenges.

facing the builders, the owners and the managers of Ontario's rental housing stock and we are working to improve the environment in which you operate.

A vital rental housing industry is crucial in the GTA and our government wants to work closely with you to make sure an unencumbered, market-driven industry thrives across Greater Toronto.

Your help in working with the government to ensure that we can continue to move forward with improvements to the rental housing sector is much appreciated. ■

Tina R. Molinari
Associate Minister of
Municipal Affairs and Housing, Urban
(416) 585-7000

Rental Housing Industry Coalition

Phone: (416)-385-8082

Fax: (416)-385-7112

E-mail: rental_housing_industry@yahoo.ca

Seek out local MPP's and
candidates in advance
of the upcoming election
@

www.ontariopc.com