

SkyViews

Apartment Report - Spring 2020

DANNY'S CORNER



Happy Spring! After a long winter, it's wonderful to start seeing signs of spring budding around us. Similar to the change in season, the multi-

unit residential industry continues to grow! Apartment owners want better ways to save money on overhead costs and also want options that allow them to protect themselves and their properties. Smart technology helps do just that by providing visibility, better tenant satisfaction and increased profits. This contemporary approach to building monitoring provides greater asset management while enhancing efficiency, management and operations across the board.

Smart utility meters help owners quickly identify areas of waste, loss, and leakage to prevent property damage and unnecessary bills. With this software, it makes it easier to track utility usage and alter parameters of individual units when they fluctuate outside of the standard. An investment for sure, but it is one of the ways that building owners are improving their bottom line. In this issue of 'Skyviews', Michael Hugh also speaks to the importance and benefits of using smart technology in regard to fire detection.

As always, my team and I are here to serve you in the apartment building industry. With over 30 years of experience, Skyview can help you stay in touch with the commercial real estate industry and assist with your next property sale. I welcome you to contact us anytime!

- Danny Ianuzziello

Smart, Life-saving Fire Safety Solutions

Insights from Michael Hugh, Field Sales Engineer at Johnson Controls

Apartment fires in Canada are still all too common, despite the steeper fines for Fire Code infractions and persistent efforts by authorities and building stakeholders to mitigate fire hazards through education and emergency preparedness. As technology advances and buildings become better equipped to detect, contain and alert occupants of a pending hazard, the prevalence of fire-related tragedies are diminishing. Even older apartment buildings can benefit from new and improved technology.

How has smart technology helped improve fire safety?

Smart technologies, such as integrated fire detection systems and sensors, can help improve fire safety within apartment buildings by communicating emergencies with occupants who could be impacted. Building codes require smoke alarms to be installed in each apartment unit, which provide a local-sounder to alert occupants of smoke or fire in the individual space. Modern-day fire alarm systems offer the option to replace traditional smoke alarms with individual "smart" smoke sensors. These sensors can serve each individual unit, but when connected to the building-wide fire alarm system, other building occupants – like residents, building managers and superintendents – could be notified in the event of an emergency.

These smart sensors can also identify carbon monoxide. CO is highly lethal, but because it is invisible, tasteless and odorless, it can be left unrecognized. When CO is detected in a unit, the building-wide fire alarm system can notify unit residents and building management, who could then take necessary actions to resolve the issue. This kind of system operation may provide a greater level of safety, especially for occupants who may face mobility challenges. When emergencies occur, it is crucial that integrated systems communicate to one another in all areas of the building, including fire alarm networks, mass notification systems, emergency lighting and HVAC controls.

What are some key steps all apartment owners/managers must take to prevent fires from spreading?

Fire safety begins with initial detection through the use of integrated systems. By connecting the building's fire alarm network to all other technologies, each individual system is able to monitor and maintain their own status. Rather than utilizing disparate alarms for each individual unit or space, integrated systems are able to communicate to one another and act on emergencies as soon as they happen.

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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.



Smart, Life-saving Fire Safety Solutions

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Mass notification and emergency communication systems can be connected with other systems such as light sensors and HVAC sensors, to assist occupants as they navigate their way out of the building safely while alerting emergency response teams. This results in faster reaction times, ultimately saving lives and building assets from further destruction.

What are the most common sources of apartment fires?

According to the National Fire Protection Association (NFPA), cooking is the number one cause of apartment fires. Other sources of apartment fires can range from unattended fires, like candles and smoking, to arson. While fire safety education is key in preventing these types of fires, an integrated fire and life safety infrastructure can help. Should an emergency occur, sensors integrated with a mass notification system can alert occupants and use real-time insights to guide them to a safe location. When connected with an emergency communications system, local first responders can be notified immediately, reducing response times.

Is technology moving in a direction that fires in multi-residential buildings will someday become a thing of the past?

To say fires in multi-residential buildings will become a thing of the past is hard to predict; but, integrating fire and life safety solutions with additional building systems – like HVAC controls – can help reduce the spread of fires and improve emergency response times. Additionally, with the implementation of artificial intelligence (AI) and machine learning, predictive analytics can be useful in determining more efficient evacuation routes. For example, when a fire erupts

and first responders react, the information provided by integrated building systems can help determine how, or if, occupants are evacuated out of the building.

Has there been one innovation in particular that has significantly raised the bar on fire safety?

Integrated fire and life safety technologies have enhanced fire safety within multi-residential buildings, but without the National Fire Code of Canada – a legal requirement and comprehensive reference guide for property owners and managers – buildings could be left vulnerable to life safety threats. The Fire Code is continuously improving safety standards to keep up with advancing technologies and ensure property owners are fulfilling testing and inspection requirements for the various fire and life safety features within their building. This includes, but isn't limited to: fire sprinkler systems, fire alarm systems, fire extinguishers and emergency lighting.

Modern fire alarm systems retain historical data, which can serve as an electronic record of when fire alarm inspection companies have completed the work they professed to have done – and likely charged for. When a service team claims that they have tested every fire alarm detection device in the building, the log should have retained an entry for every one of those tests. For property owners who are liable if Fire Code requirements are not fulfilled, this data collection serves as a comprehensive record of when maintenance or inspections have been performed. This provides owners with greater insight into when another inspection will be required or when a sensor may need replacing, resulting in proper code compliance and safer, more efficient facilities.

For more information, visit: www.johnsoncontrols.com/fire-detection

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!

Tyler Hayley
Sales Representative

Danny Iannuzziello
Broker of Record

Cliff Ford
Sales Representative

Pat Villani
Associate Vice President





PROPERTIES CURRENTLY OFFERED FOR SALE

KINGSVILLE

QUALITY
BUILDING

5.0 %
CAP



Principals Only Please

- Asking \$4,450,000
- Upgraded Substantially
- Very Well Kept - Excellent tenancy
- Main Commercial Intersection
- Wheelchair Accessible with ramps & 2 elevators
- 27 Residential Units from approx. 406 - 2160 Sq. Ft.
- 9 of the Apartments newly built in 2014 - ensuite laundry
- Turn Key Investment
- 2 x Studio
- 6 x One Bedrooms
- 17 x Two Bedrooms
- 1 x 3 Bedrooms
- 1 x 4 Bedrooms
- 8 Commercial Units Totalling 9,561 Sq. Ft. Approx.
- First Mortgage Assumable
- May treat financing as clear

27 Suites + 8 Commercial Units

OSHAWA

VTB 2ND
AVAILABLE

SUBMETERED
FOR UTILITIES



Principals Only Please

- Asking \$15,885,000
- Located North of Highway 401 in East Oshawa
- Recent Improvements include: Parking Repaving, Replaced Half of Roofs, Suite Renovations.
- Majority of Tenants Pay All Their Own Utilities. The Rest will be on Turnover.
- Potential to Add 16 Additional Town Homes on Existing Land
- 1 x One Bedrooms
- 24 x Two Bedrooms
- 22 x Three Bedrooms
- 4 x Four Bedrooms
- 1 Bedroom Unit may be Legal Non-Conforming Status
- 4.1% CAP Rate
- Treat as Clear! Buyer may be able to Purchase with approx. 20% Down.
- Seller may Consider a VTB 2nd Mortgage

51 Unit Townhouse Complex

ST. CATHARINES

GREAT
LOCATION!

FULL OF
CHARACTER



Principals Only Please

- This Property is being Offered to the Market in a Bid Submission Process
- Contact Skyview Realty for Financial Information on this Property
- Located in the Heart of Downtown St. Catharines
- Many Recent Improvements including Roof, Sidewalks, Balconies and Suites
- 6 x Bachelor
- 9 x One Bedrooms
- 6 x Two Bedrooms
- Old World Charm with Modernized Suites and Common Areas
- Tenants Pay Their Own Hydro
- Significant Upside on Rents already being Achieved
- Treat Financing as Clear!

21 Suites

OSHAWA

SOLD!!

SOLD!!



This townhouse complex was listed and sold by Skyview Realty Ltd. The property was located in East Oshawa near upcoming townhouse developments. Each unit featured either a 3 or 4 bedroom layout, with additional basement dens, a second washroom, and in-suite laundry. Each unit was also heated via geothermal electric furnaces and the tenants paid their own hydro.

32 Suites

BOWMANVILLE

IN HEART OF
DOWNTOWN

VTB 1ST
AVAILABLE!



Principals Only Please

- Asking \$1,450,000
- Asking \$131,818 per Suite
- Located on a Main Street in Beautiful Bowmanville
- Majority of Units have over \$300 in Upside on Rents per Month
- Tenants pay for their Own Hydro
- Each Unit has its own Water Shut-off Valve
- Exterior Re-Painted in Summer of 2019
- 9 x One Bedrooms
- 2 x Two Bedrooms
- Additional Income Potential by Adding Laundry and Charging for Storage
- Capital Improvements include Windows, Roof, Electrical and Plumbing
- 4.0% CAP
- Treat Financing as Clear!
- Seller will consider offering VTB 1st Mortgage with 25% Downpayment

11 Suites

OSHAWA

CONDO STYLE
SUITES

SUBMETERED
FOR HYDRO/
WATER



Principals Only Please

- Asking \$3,250,000
- Asking \$191,176 per Suite
- 8 of 17 Units have been Recently Renovated to Condo Quality Styles
- Building is now Submetered for Both Hydro and Water
- On Turnover of Remaining 9 units, only utilities will be common areas/laundry
- 8 x One Bedrooms
- 9 x Two Bedrooms
- Sloped Shingle Roof Replaced in 2018
- Great Local Off-Site Superintendent
- 4.6% CAP Rate
- Treat Financing as Clear
- Buyer to Arrange their Own Financing
- Contact Cliff Ford for More Details!

17 Suites

VIEW OUR FULL LISTINGS WITH PROPERTY DETAILS AT WWW.SKYVIEWREALTY.COM



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
Vice-President
Regional Manager - Ontario



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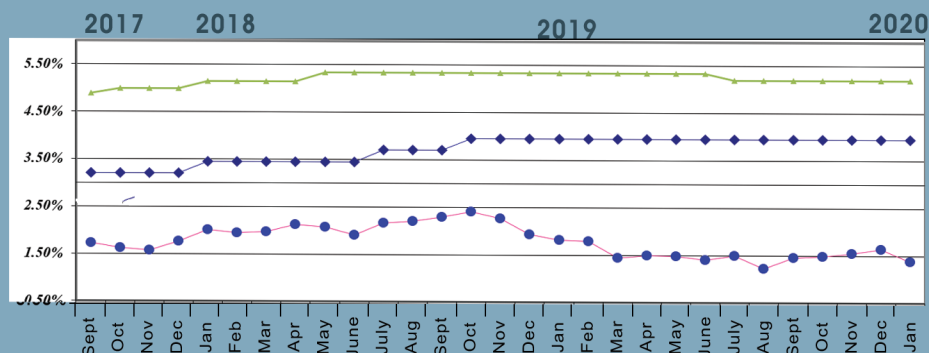
"Innovative Financial Products with Exceptional Client Services"

MULTI-UNIT RESIDENTIAL - RECENT TRANSACTIONS

978 Paisley Rd, Guelph	Nov. 1, 2019	52 Suites @ \$287,610	\$14,955,720
7030 Netherbrae Rd, Mississauga	Nov. 1, 2019	46 Suites @ \$293,478	\$13,500,000
1336 Kingston Rd, Scarborough	Nov. 1, 2019	37 Suites @ \$225,000	\$8,325,000
2353 Hurontario St, Mississauga	Nov. 1, 2019	35 Suites @ \$214,286	\$7,500,000
2449 Bensfort Rd, Peterborough	Nov. 1, 2019	10 Suites @ \$239,700	\$2,397,000
35-45 Fraser St, Cambridge	Nov. 15, 2019	23 Suites @ \$126,957	\$2,920,000
335 Melvin Ave, Hamilton	Nov. 18, 2019	44 Suites @ \$125,000	\$5,500,000
3111 Eglinton Ave E, Scarborough	Nov. 25, 2019	68 Suites @ \$282,721	\$19,225,000
67 Oakmount Rd, Toronto	Dec. 2, 2019	7 Suites @ \$321,429	\$2,250,000
91 Stephen St, Kingston	Dec. 2, 2019	15 Suites @ \$100,667	\$1,510,000
364-366 Sidney St, Belleville	Dec. 11, 2019	24 Suites @ \$50,500	\$2,500,000
320 Emms Dr, Barrie	Dec. 12, 2019	24 Suites @ \$270,833	\$6,500,000
325 Sammon Ave, East York	Dec. 12, 2019	26 Suites @ \$219,231	\$5,700,000
65 & 75 Paisley Blvd W, Mississauga	Dec. 20, 2019	155 Suites @ \$304,516	\$47,200,000
1598 Bathurst St, York	Jan. 20, 2020	62 Suites @ \$330,242	\$20,475,000
265 High Park Ave, Toronto	Feb 14, 2020	9 Suites @ \$367,778	\$3,310,000

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 2020

PUBLICATION:

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

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