

## DANNY'S CORNER



Amazing! This month the Toronto Raptors won the NBA Championship Title after an action filled playoff run. And it got me thinking...

Did you see all of the 60 or so towns and cities across the country that joined in to celebrate each game of the playoffs? While the Raptors are Toronto's team, they became Canada's team; and the whole country came together as one. This is something we have not seen before on such a grand scale and it was all possible due to the technological age we live in today.

Our industry, over the last 2 decades, has gone through a similar shift. In the 90's, we were primarily divided by regions and cities. If you owned in Toronto, you likely only owned in Toronto. If you held properties in Niagara region, that's likely where all of your properties were. But now, with the advent of internet technology and the connectivity of everything, our industry has seen tremendous growth due in part - in my opinion - to the modern era and how technology allows us to be tapped into each other from otherwise remote locations.

So where are you going next in your multi-unit residential growth? There are many markets throughout Ontario that are wide open for growth and with modern communications, the possibilities are endless!

As always, my team and I are here to serve you in anyway we can. Feel free to reach out anytime!

- Danny Iannuzziello

## Ontario Fire Code to Add Steeper Fine Bracket

*Enabling legislation tucked into the 2019 Budget Measures Act*

A second Fire Code violation will push Ontario property owners, managers, corporate officers and directors into a steeper fine bracket under proposed amendments to the Fire Protection and Prevention Act. New legislation tucked into the 2019 Budget Measures Act introduces a distinct slate of penalties for "a subsequent offence" and clarifies that any conviction under the Act or its regulations will count as a first offence.

Fire departments will also have more time to prosecute infractions with the addition of a new section to authorize action within one year of implicating evidence coming to light. Until now, the Act has been silent on timelines for prosecution so fire officials have had to default to the parameters of the Provincial Offences Act, which gives them just six months from the time an incident occurs.

"That timing was extremely problematic for us," says Jim Jessop, deputy chief with Toronto Fire Services. "These amendments will absolutely increase our ability to enforce the Ontario Fire Code and to deal with and mitigate other safety hazards not addressed in the Fire Code."

For example, complicated investigations in the aftermath of a fire can take months to uncover all the contributing factors and related safety inadequacies. "Because of the timing, we were not able to move forward with dozens of prosecutions in cases where building owners had failed to comply," Jessop advises.

The extended period for prosecutions, more stringent fines and additional flexibility for the province and municipalities to recover costs from property owners are set to come into force 30 days after the Ontario

legislature adopts the Budget Measures Act, but there has been little formal communication of the government's intentions. They were revealed in the final chapter of the provincial budget — entitled Details of Tax Measures — in a list with nine other planned legislative initiatives, and have received scant attention.

"We were not consulted," reports Tony Irwin, president and chief executive officer of the Federation of Rental-housing Providers of Ontario (FRPO).

"Nobody has really picked up that this is in the works. Even our (life-safety) service providers weren't really aware that this is happening," concurs Randy Daiter, vice president, residential properties, with M&R Property Management. "There seems to be a growing trend to adopt an enforcement approach that's geared toward generating revenue for government agencies."

### Subsequent offence category brings hefty cost hit

Monetary penalties will jump significantly for the new subsequent offence category. Notably, corporations are currently subject to fines of up to \$100,000 for contravening the Act or any of its regulations. That cap will rise to \$500,000 for a first offence and to \$1.5 million for a subsequent offence.

For individuals, conviction for any offence under the Act, not just those related to the Fire Code, will come with a first-time fine of up to \$50,000. Subsequent offences will trigger fines of up to \$100,000. The same increments apply for fines imposed on directors or officers of a corporation who are aware that the corporation has violated the Fire Code, or who knowingly

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



## Ontario Fire Code to Add Steeper Fine Bracket

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commit an offence under the Act or any of its regulations.

This will match maximums already in place for offences under the Ontario Building Code Act. The Building Code Act further authorizes fines of up to \$10,000 per day for a continuing offence when convicted parties fail to bring their buildings back into compliance with a chief building official's order — a penalty that is not paralleled in the amendments to the Fire Protection and Prevention Act.

The current \$2,000 maximum fine for tampering with or removing a posted notice from the Fire Marshal will take the most extreme upswing as it, too, will be pegged at \$50,000 for a first offence and \$100,000 for a subsequent offence. Fire departments can also begin to pass through costs when it is necessary to close properties considered an immediate threat to safety.

"In cases where the building owner is either unwilling or unable to comply with the Fire Code, we have the ability to request authority (from the Fire Marshal) to close the building. We get permission to literally go in and change the locks and close the building," Jessop explains. "In the past, the costs of everything from staff time to locksmiths to erecting fencing to keep the public out were borne by the municipality, which we do not think is appropriate."

### Tenants and service providers play a role in compliance

The Fire Code's oversight of existing buildings makes it a more common compliance challenge for landlords and their property managers than the Building Code's more scoped application to new construction and major renovations. That's particularly true in the residential sector where tenants can inadvertently or purposely compromise life-safety protections — propping open fire doors, disabling smoke detectors in their own units or even vandalizing equipment. Industry insiders

predict the new fine regime will come with a hefty cost hit.

"That first offence could be something like a door closer not working properly and now it puts you in line for a substantial fine," Daiter notes.

"Landlords are often held responsible for tenants' actions simply because it's easier to charge and fine a landlord than it is a tenant. Similarly, under the current rules, many landlords would plead guilty and pay the fine, largely because it's easier to do that than to go to court to try to defend against the charge," Irwin says. "This is really going to change how they approach these types of matters."

Reputable landlords and property managers endorse fire departments' efforts to deal with what Jessop terms "a minority of owners who are wanton and reckless, and are endangering tenants, occupants and responding firefighters". However, Irwin and Daiter reiterate that tenants and service providers also play a role in fire safety.

"With elevators, the TSSA (Technical Standards & Safety Authority) has made the elevator contractors more responsible and, that way, they are getting better results," Daiter submits. "Maybe there should be a similar mechanism to make sure service providers are really ensuring Fire Code compliance with professional rigour."

Nor is it a given that steeper fines will temper wanton and reckless behaviour. "If people aren't motivated to do the right thing in fear of a \$50,000 fine, they likely won't change their ways at the threat of a \$100,000 fine," Daiter maintains.

Article by Barbara Carss, Editor-in-Chief  
Canadian Property Management  
[www.reminetwork.com](http://www.reminetwork.com)

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## PROPERTIES CURRENTLY OFFERED FOR SALE

### OSHAWA

CENTRALLY  
LOCATED

GOOD  
POTENTIAL  
UPSIDE



Principals Only Please

#### 27 Suites

- Asking \$3,900,000
- Asking \$144,444 per Suite
- North of Highway 401 with Excellent Proximity to Amenities
- Elevator with Upgraded Mechanicals 2011
- Video Surveillance in Place
- Tar & Gravel Roof Replaced about 4 Years Ago
- 8 x One Bedrooms
- 19 x Two Bedrooms
- Built & Owned by the Same Family since 1966
- Locker Room & Laundry Room on Each Floor
- 4.0% CAP Rate
- 5.9% R.O.I.
- Treat Financing as Clear

### HAMILTON

DOWNTOWN  
LOCATION!

TREAT AS  
CLEAR!



Principals Only Please

#### 20 Suites

- This Property is Being Offered to the Market in a Bid Submission Process
- Information Package to be Provided upon Signing of a Confidentiality Agreement
- Tenants pay their own Hydro
- New Balcony Railings in 2018
- Located near St. Joseph's Hospital in Downtown Hamilton
- 10 x One Bedrooms
- 10 x Two Bedrooms
- Other improvements include concrete restoration, elevator repairs, toilet replacements, and domestic hot water.
- Upside in Rents on Turnover
- Treat Financing as Clear

### KITCHENER

VENDOR WILL  
CONSIDER VTB

EXCELLENT  
LOCATION



Principals Only Please

#### 5 Suites + Development Potential

- Asking \$1,325,000
- Property is Approximately 5 Minutes Walk from Google Facility & 8 Minutes Walk to New Transit Hub
- Approx. \$130,000 Spent on Plans & Permits at hand - Approved for a total of 10 units including original structure.
- Lot Size (Per MPAC): 66' Front. X 157.41' Depth
- 4 x One Bedroom
- 1 x Three Bedroom
- New Steel Roof - Approx 6 Months
- Permits at hand include Private Driveway, Laneway Access/Exit, 13 Parking Spaces, 13 Lockers & 2 washers & 2 dryers
- Treat Financing as Clear
- Seller Open to VTB 1st

### BELLEVILLE

GOOD  
UPSIDE!

TREAT  
AS CLEAR!



Principals Only Please

#### 18 Suites

- Asking \$2,495,000
- Asking \$103,958 per Suite
- Owned by Same Owner for 30 Years
- Centered in Beautiful Residential Neighborhood
- Ample Surface Parking for Tenants & Visitors
- Electric Baseboard Heating
- 4 x One Bedrooms
- 20 x Two Bedrooms
- Owner Pays for All Utilities
- Steel Sloped Mansard Style Roof
- 4.7% CAP
- 10.4% R.O.I. with 25% Down
- Treat Financing as Clear

### ATTENTION ALL OWNERS OF APARTMENT BUILDINGS!!

After recently selling a portfolio of multi-unit residential buildings, in which every building received between 8 and 12 competing offers, **we have very active buyers** looking for properties to purchase. If you are considering selling your property, Skyview Realty can bring you a **highly competitive offer** in this hot market! Contact us now to find out what the market value is on your property today!



### BOLTON

SOLD!

SOLD!



#### 18 Suites

Skyview Realty Ltd. listed and sold this property located just north of the City of Toronto. The building was owned and self-managed by the same owner for over 25 years. There was significant upside in rents and laundry revenues. The property featured significant landscaped areas for tenants, beautiful views of nature and good suite layouts.

### BURLINGTON

SOLD!

SOLD!



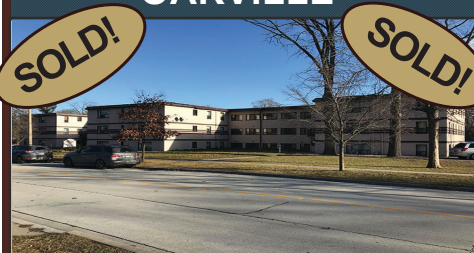
#### 52 Suites

Skyview Realty Ltd. listed and sold this property while receiving over 10 offers from various buyers. Located close to Lakeshore in Burlington, it was well situated for tremendous growth with significant upside on turnover. The property also had a great amount of under-utilized space that could be converted into additional units and/or amenities for tenants.

### OAKVILLE

SOLD!

SOLD!



#### 30 Suites + 1 House

Skyview Realty Ltd. listed this property and worked with a co-operating agent to sell the property. With tremendous upside, it was a great opportunity for the buyer. Located in South Oakville, the building was in a well sought-after location close to all amenities. An additional house on the site provided for Superintendent housing.

VIEW OUR FULL LISTINGS WITH PROPERTY DETAILS AT [WWW.SKYVIEWREALTY.COM](http://WWW.SKYVIEWREALTY.COM)





# Industry Report

## SKYVIEW'S RECOMMENDED SERVICES

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Regional Manager - Ontario



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## Want an Offer?

Skyview Realty has a good number of active and qualified buyers who are looking for multi-unit residential buildings throughout Ontario.

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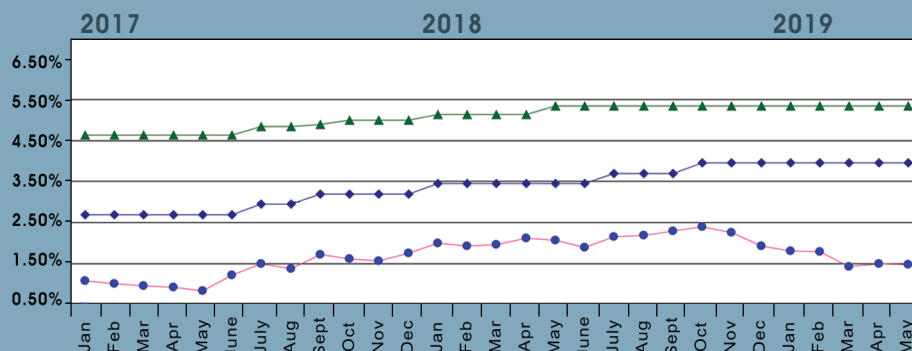
## We Have Buyers!

### MULTI-UNIT RESIDENTIAL - RECENT TRANSACTIONS

5-30 Greenwood Place, Brockville	Mar. 29, 2019	141 Suites @ \$101,418	\$14,300,000
111-131 Notch Hill Rd, Kingston	Mar. 29, 2019	120 Suites @ \$154,167	\$18,500,000
700-710 Sir John Macdonald Blvd, Kingston	Mar. 29, 2019	120 Suites @ \$162,500	\$19,500,000
337 West St N, Orillia	Apr. 3, 2019	50 Suites @ \$152,000	\$7,600,000
977 Mohawk Rd E, Hamilton	Apr. 3, 2019	66 Suites @ \$153,788	\$10,150,000
158 Ontario St, St. Catharines	Apr. 3, 2019	74 Suites @ \$150,676	\$11,150,000
1330 Danforth Rd, Scarborough	Apr. 4, 2019	48 Suites @ \$243,515	\$11,688,699
1320 Danforth Rd, Scarborough	Apr. 4, 2019	67 Suites @ \$237,910	\$15,940,000
24-26 LaSalle Crt, Oshawa	Apr. 10, 2019	12 Suites @ \$143,833	\$1,750,000
750 Ontario St, Midland	Apr. 12, 2019	12 Suites @ \$106,667	\$1,280,000
324 Cambridge St, Ottawa	Apr. 15, 2019	200 Suites @ \$150,750	\$30,150,000
64 Hilltop Dr, Cambridge	Apr. 24, 2019	9 Suites @ \$108,889	\$980,000
310 Westdale Ave, Kingston	Apr. 30, 2019	16 Suites @ \$112,500	\$1,800,000
30 Chatham St, Brantford	Apr. 30, 2019	22 Suites @ \$106,568	\$2,344,500
26 Maynard Ave, Toronto	May 2, 2019	15 Suites @ \$158,333	\$2,375,000
385 Gibb St, Oshawa	May 17, 2019	39 Suites @ \$146,795	\$5,725,000

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

## WATCH ON INTEREST RATES



## SkyViews Summer 2019

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

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