

SkyViews

Apartment Report - Winter 2021

SKYVIEW GIVING

By Tysha Campbell, Skyview Realty, Marketing Coordinator

DANNY'S CORNER



Danny Iannuzziello
President &
Broker of Record

I trust the Holiday season was much needed quality time spent with family and friends. I am sending my warmest thoughts to you and your loved ones for this New Year. I still cannot

believe how much we accomplished, despite adversity brought on by the pandemic. Every year at this time we remember the value of our relationships, and this year was a true testament to that statement. COVID-19 taught us to anticipate problems to stay ahead, and establish processes to remain aligned. No sector is immune to economic downturn, but the multi-unit residential industry remained resilient.

CMHC's Rental Market survey revealed that the Ontario housing market slowed significantly due to the combined effects of the economic decline brought on by COVID-19 and in particular the constraint of social distancing measures put in place to curb the spread of the virus. Temporary government restrictions remained on property showings, likely preventing the number of new listings being offered to the market but as measures relaxed, the demand increased significantly. Previously the groups that were driving demand for rental units were millennials who shared accommodations, seniors who were downsizing and international students as part of overall immigration. We assume that these groups have taken a step back because of the economy and border restrictions. It is expected that this part of the market

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Since the onset of COVID-19, and with the world changing so quickly around us, it was important for the Skyview Group of Companies to support local communities during a difficult time for so many. As an essential business, we were fortunate enough to remain open as we navigated through the 2020 altering pandemic. But we also understood that a lot of businesses and industries were not as fortunate as ours.

GIVING BACK:

In August 2020, Danny Iannuzziello, President of Skyview Group of Companies, committed to giving back through a new initiative called "Skyview Giving". As a commitment to banding together, Skyview was committed to supporting our Residents and the local community by driving change. "As part of a team effort, I wanted all members of my staff to feel vital and understand their importance in our company.

The best way I saw fit to do this, was by giving them the opportunity to pay it forward. As a company, I wanted to instill a new culture and I was proud to work with my staff members to support our local community when they needed it the most to help others thrive in a very uncertain time. In my personal life I try to make it a habit to contribute to the success of small businesses or causes that mean the most to myself and my family. And as a family run business it meant a lot to be able to share this with the people who help make it possible to do what I do daily."

THE OBJECTIVE:

All staff members were given an allocation of dollars and had the option to pay it forward directly to themselves, by supporting an organization or to pay it forward by donating it to a corporation affected by COVID-19. Most team members chose the latter. In total we were able to put back \$25,000 into the community in which we work and live!

THE IMPACT

Here are a few highlights of Skyview team members giving back through the "Skyview Giving" program:

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

DANNY'S CORNER

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while in the short term have suffered, will recover past COVID-19. Toronto saw a decline in rental rates. One reason was the increased number of rental units becoming available as a result of new rules and restrictions to Airbnb accommodations. Secondary and tertiary markets have seen a lesser decline in rents as migration to these markets have become more affordable. Notwithstanding the rental rates, we are seeing significant increases in the number of offers on all buildings. The demand for rental buildings, not only in Ontario, but all of Canada is significantly increasing from foreign investors. Despite the global pandemic, the expectation is that people with stable employment will still be searching for rental listings in many of the markets that were strong before the pandemic. The Ontario Government is continually reviewing the situation and we are adapting as necessary.

In our next Newsletter, we hope to bring you some insight on where the economy is at after being restricted for almost a year. Until then, stay safe and healthy and as always, my team at Skyview is here to assist you with your investment property needs.

One team member donated meals to health-care workers at Bridgepoint Active Healthcare in which a family member is a long-term patient.

One team member purchased artwork from a local Black Art Business, DeeKaay's Art, which helped to support a food bank in Scarborough that has seen a spike in demand following the outbreak.

One team member bought meals for community members from Matsuda Japanese Cuisine; a restaurant that specializes in Japanese cuisine, who have been struggling to bring in patrons since the beginning of the pandemic.

One team member supported a local small business named Ortolana, that specializes in providing Italian inspired grazing platters, boxes and tables. She purchased various grazing platters from the business.

One team member donated to Adrianna Prosser who used the funds to host her safe-TALK suicide alertness and prevention workshop in October. The money donated was able to subsidize the workshop for 10 people to attend to receive training in identifying those who may be struggling with suicidal thoughts and preventative resources.

One team member supported employees at the local mall whose business hours had been reduced.

One team member gave a donation to young families and also gifted them with pre-paid Tim Hortons Cards.

One team member donated to Dr. Morgan, the founder of the Black Health Alliance. The donation supported the advancement to improve the health outcomes and well-being of individuals belonging to the Black community.

One team member donated to the Elizabeth Fry society which supports women and girls who are in conflict with the law to help advocate and create meaningful change.

The Skyview team was able to bring joy and happiness to someone without expecting anything in return. "It was a first experience for me to have the opportunity to give back, and what a feeling it was" said one team member. It was a mutually shared moment in which we all came together for the community and found a new way to support one another. When you pay it forward, you teach the lesson that it can be done and the effects it has for the person on the receiving end. The only expectation is that we repeat the process.



SAULT STE. MARIE



FOR SALE

Principals Only Please

HIGH RISE WITH SOCIAL HOUSING PROGRAM

- Asking \$12,500,000
- Asking \$99,206 per Suite
- 121/126 Units w/ Housing Program
- Program Expires in 2023
- Significant Upside in Rents
- Upside in Utilities
- Views of Sault Ste. Marie Bay
- 125 x 1 Bedrooms
- 1 x 2 Bedrooms
- Can Add 1-2 Units in Party Rm
- Non-Registered Suite on Top Floor
- 5.3% CAP
- 10.6% R.O.I
- Treat Financing as clear

126 Suites

OSHAWA



FOR SALE

Principals Only Please

CENTRAL OSHAWA 12-PLEX

- Asking \$1,750,000
- Asking \$145,833 per Suite
- 3 Units w. Bsmts
- 1 Finished, 2 Unfinished Bsmts
- Centralized Coin Lndry Rm
- 5/12 Units Pay Own Heat
- 11/12 Units Pay Own Hydro
- 2 x 1 Bedrooms
- 8 x 2 Bedrooms
- 2 x 3 Bedrooms
- Additional. Storage in Garage
- 4.2% CAP
- VTB 1st Mtg w/ 25% Down
- Contact Cliff Ford for more details

12 Suites

ST. CATHARINES



FOR SALE

Principals Only Please

NEWLY BUILT CUSTOM DESIGNED PROPERTY

- Asking \$3,200,000
- Close to QEW & Amenities
- Brand New Construction
- Tenants to Take Possession Prior to Closing
- Stainless Steel Appliances, Laminate & Ceramic Within
- 1 x 2 Bed, 2 Bath
- 1 x 3 Bed, 2 Baths
- 3 x 3 Bed, 3 Baths
- 1 x 3 Bed, 3 Baths
- 1 x 3 Bed + Office, 3 Baths
- Turn Key Investment
- Contact Cliff Ford for more details

6 Suite Townhouse

UXBRIDGE



SOLD

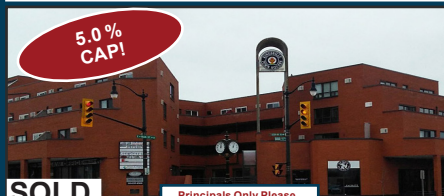
Principals Only Please

3-STOREY WALK UP IN HEART OF UXBRIDGE

- Bid Submission Process
- 3 - Storey Walk-up Building
- Immaculately Maintained
- Property on Large Lot
- Long Term Tenants
- New Patio Stones & Balcony
- Recent Improvements
- Include Entrance Patio Stones and Balcony Railings
- 6 x Bachelors
- 12 x 1 Bedrooms
- 1 x 1 Bedroom + Den
- 4 x 2 Bedrooms
- Predominantly Occupied by Seniors
- Located Close to Markham-Stouffville Hospital & Port Perry Hospital

23 Suites

KINGSVILLE



SOLD

Principals Only Please

GREAT PROPERTY AT MAIN INTERSECTION

- Wheelchair Accessible
- Res. Units From 406-2160 Sq. Ft
- Comm. Units Approx 9,561 Sq. Ft
- 9 Apts w/ EnSuite Laundry
- 1st Mtg Assumable
- 2 x Studio
- 6 x 1 Bedrooms
- 17 x 2 Bedroom
- 1 x 4 Bedrooms
- Substantial Upgrades
- Turn Key Investment
- Treat Financing As Clear!

48 Suites

NIAGARA FALLS



SOLD

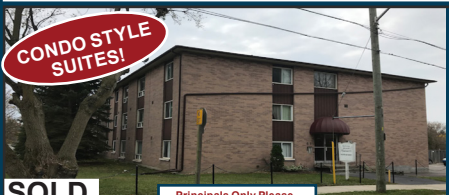
Principals Only Please

WELL KEPT BUILDIN CLOSE TO SHOPS

- Located close to Tourism Area of Niagara Falls
- Roof Replaced in 2016
- Owner Pays All Hydro
- Upside in Rents on Turnover
- Family Owned And Managed Since Construction in 1966
- 1 x Bachelor
- 7 x 1 Bedrooms
- 21 x 2 Bedrooms
- 3 x 3 Bedrooms
- 4.2 % CAP Rate
- 8.4% ROI
- Treat Financing As Clear

32 Suites

OSHAWA



SOLD

Principals Only Please

EXCELLENT BUILDING IN CENTRAL LOCATION

- Condo Style Suites
- Submetered for Hydro & Water
- New Efficient Thermostats
- On Turnover Only Utilities
- Will Be Common Areas/ Laundry
- 8 x 1 Bedrooms
- 9 x 2 Bedrooms
- New Shingled Roof - 2018
- 4.5 % CAP Rate
- Treat Financing As Clear
- CMHC Financing

17 Suites

HAMILTON



SOLD

Principals Only Please

WELL LOCATED ACROSS FROM HOSPITAL

- Close to GO transit Centre
- Quiet Building With On-Site Superintendent
- Significant Upside in Rents
- Roof Replaced in Recent Months
- High Efficiency Boilers
- 9 x 1 Bedrooms
- 2 x 2 Bedrooms
- One Block From St. Joseph's Hospital
- Capital Investment Required For Repairs
- Treat Financing As Clear

60 Suites

HAMILTON



SOLD FIRM

Principals Only Please

MODERN PROPERTY WITH A MOUNTAIN VIEW

- Off Market Listing
- 41 Suites, 1 Unit Not Legal
- Good Onsite Resident Manager
- Tenats Pay Own Hydro
- Through Individual Meters
- Significant Upside In Rents on Turnover
- 24 x 1 Bedrooms
- 17 x 2 Bedrooms
- Treat Financing As Clear
- Ideal Location for Families and Couples
- Recent Capital Improvements: High Efficiency Boilers, New Balconies & a New Roof

41 Suites

INDUSTRY REPORT

SKYVIEW'S RECOMMENDED SERVICES

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!



Ady Steen
Vice-President
Regional Manager - Ontario



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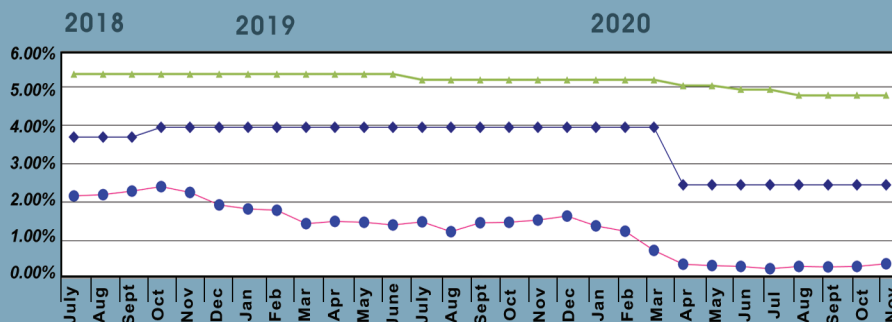
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MULTI-UNIT RESIDENTIAL - RECENT TRANSACTIONS

| | | | |
|---|---------------|------------------------|--------------|
| 2050 Keele St, Metro Toronto | Aug. 07, 2020 | 187 Suites @ \$318,524 | \$59,564,000 |
| 280 Lorne Ave, Kitchener-Waterloo | Aug. 11, 2020 | 23 Suites @ \$140,000 | \$3,220,000 |
| 101 Driftwood Ave, Metro Toronto | Aug. 13, 2020 | 32 Suites @ \$209,844 | \$6,715,000 |
| 255 Metcalfe St, Ottawa-Carleton | Aug. 21, 2020 | 60 Suites @ \$221,000 | \$13,266,000 |
| 353 Friel St & 301 Laurier Ave E, Ottawa-Carleton | Aug. 25, 2020 | 91 Suites @ \$232,967 | \$21,200,000 |
| 99 Kennedy Rd N & 51 McMurchy Ave N, Peel Region | Sep. 09, 2020 | 205 Suites @ \$263,415 | \$54,000,000 |
| 14 & 16 Westdale Dr, Niagara S | Sep. 16, 2020 | 75 Suites @ \$159,900 | \$11,992,500 |
| 200 Queen Mary Dr, Oakville | Sep. 16, 2020 | 95 Suites @ \$347,268 | \$32,990,500 |
| 122 Bronte St. S, Milton | Sep. 16, 2020 | 163 Suites @ \$358,896 | \$58,500,000 |
| 527-531 Gordon Ave, London | Sep. 21, 2020 | 78 Suites @ \$175,641 | \$13,700,000 |
| 492 Springbank Dr, London | Sep. 21, 2020 | 107 Suites @ \$186,916 | \$20,000,000 |
| 600 John St N, Hamilton | Sep. 21, 2020 | 110 Suites @ \$248,182 | \$27,300,000 |
| 258 West St, Brantford | Oct. 15, 2020 | 65 Suites @ \$189,231 | \$12,300,000 |
| 1130 Queens Ave, Oakville | Oct. 21, 2020 | 107 Suites @ \$430,741 | \$46,089,300 |
| 11,15,19 Frank St, Ottawa | Oct. 30, 2020 | 18 Suites @ \$311,944 | \$5,615,000 |
| 25 Oxford St, Stratford | Nov. 2, 2020 | 59 Suites @ \$279,661 | \$16,500,000 |

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)

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