

# SkyViews

## Apartment Report - Winter 2010

### DANNY'S CORNER



I trust you and yours had a Happy Holiday season! As is our tradition, the Skyview team gathered toys and gifts, in your honour, for children at Bloorview Kids Rehab Centre in Toronto.

I would like to extend my congratulations to Bob Finlay of the Skyview Team. As you may or may not know, Bob represented Canada in the Olympic Games in previous years, and was given the honour of carrying the Olympic Torch on its journey to this year's Olympic Games. You can read more about his run and view pictures on page 2 of this newsletter.

Environmental care and concern continues to be a hot topic in our industry. Many of the apartment building owners I talk to are looking for ways to save money on their energy costs while also cutting back the impact their business has on the environment. With that in mind, I've asked Greg Potter of GDS Energy Management to share their program for optimizing energy costs in our multi-unit residential businesses.

CMHC just released their latest Rental Market Surveys of the various rental markets in Ontario. We appreciate this valuable information provided to our industry and have included our vacancy rates report in this newsletter. CMHC's surveys can be found on our website at [www.skyviewrealty.com/links.html](http://www.skyviewrealty.com/links.html)

As we look at the 2010 year ahead of us, I wish all of you a very prosperous and successful year! We, at Skyview, continue to be at your service for all of your multi-unit residential needs. Feel free to contact myself or my team anytime for assistance.

■ Danny Iannuzziello

### Thinking Green and \$aving Green

By Greg Potter, GDS Energy Management Consultants

GDS Energy Management Consultants present a unique approach to managing your energy usage and cutting costs in your business.

Lately, it seems saving energy costs and usage is on everyone's mind. Many business owners, however, do not know where to start in implementing the changes needed to both save the environment and save money at the same time.

GDS Energy Management Consultants have created a unique four-step system that guarantees to deliver you energy savings of up to 40%!

First, their Eniscope system pinpoints your energy usage and the costs associated with that usage. Next, their experienced consultants work with you and your staff using their E-centive program helping your company develop energy saving strategies.

Once they understand how your business is using energy, they can report & recommend the perfect products to deliver you substantial savings.

Lastly, GDS implements the products and solutions that will bring you the energy savings your company needs.

If you are concerned about taking a risk in implementing new strategies and equipment for your energy usage, GDS offers a guarantee that ensures their recommendations will fulfill the savings your company can achieve. What's more, you can buy the solutions they recommend on a pay-as-you-save basis. So, instead of paying upfront for any



energy saving equipment, you pay a manageable, monthly payment that is essentially covered by the monthly savings you have generated with their products and recommendations.

So, what makes GDS Energy Management different from other consultants available?

While the language associated with energy management can be very scientific and confusing for those not familiar with the terminology, GDS explains your energy usage in reports that anyone can understand - and instead of reporting in kilowatt usage, they report your energy usage and savings in practical dollars and cents.

In today's economy and society, we would all like to increase our business profits and enhance our company image as it relates to the environment.

Implementing GDS Energy Management's unique four-step process, you can actualize the savings to increase profits and claim proudly to your clients and staff, "We are an eco-responsible company".

For More Information:  
GDS Energy Management  
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Email: [greg@gdsenergy.ca](mailto:greg@gdsenergy.ca)  
Web: [www.gdsenergy.ca](http://www.gdsenergy.ca)

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



## Vacancy Rates 2005-2009

### FOR APARTMENT BUILDINGS, 6 UNITS AND ABOVE

| AREA                   | VACANCY RATE (%) |      |      |      |      | AREA                                | VACANCY RATE (%) |      |      |      |      | AREA                      | VACANCY RATE (%) |      |      |      |      |
|------------------------|------------------|------|------|------|------|-------------------------------------|------------------|------|------|------|------|---------------------------|------------------|------|------|------|------|
|                        | 2005             | 2006 | 2007 | 2008 | 2009 |                                     | 2005             | 2006 | 2007 | 2008 | 2009 |                           | 2005             | 2006 | 2007 | 2008 | 2009 |
| Toronto Central        | 2.4              | 1.9  | 1.3  | 1.1  | 1.6  | Brampton West                       | 3.5              | 3.4  | 2.3  | 4.0  | 2.5  | Hamilton West End         | 3.3              | 3.5  | 3.1  | 2.3  | 3.0  |
| Toronto East           | 3.5              | 2.9  | 2.8  | 2.3  | 5.0  | Brampton East                       | 2.2              | 1.6  | 1.4  | 2.0  | 4.2  | Hamilton Mountain         | 3.6              | 3.3  | 3.0  | 2.6  | 3.4  |
| Toronto North          | 2.1              | 1.9  | 1.4  | 1.4  | 2.3  | Brampton City                       | 2.9              | 2.6  | 1.9  | 3.1  | 3.3  | Hamilton City             | 5.0              | 4.9  | 4.1  | 3.7  | 4.5  |
| Toronto West           | 4.8              | 3.8  | 2.7  | 1.7  | 5.0  | Oakville                            | 1.8              | 1.1  | 2.1  | 1.1  | 2.0  | Stoney Creek City         | 3.6              | 4.1  | 3.7  | 3.4  | 3.2  |
| Toronto City           | 3.0              | 2.4  | 1.8  | 1.5  | 3.0  | Richmond Hill, Vaughan, King        | 1.5              | 1.3  | 1.5  | 1.2  | 2.1  | Burlington City           | 1.8              | 2.1  | 1.7  | 1.4  | 2.4  |
| Etobicoke South        | 4.7              | 4.1  | 3.4  | 2.9  | 4.3  | Aurora, Newmarket, Whit-Stouffville | 1.1              | 2.4  | 1.3  | 2.2  | 1.7  | Dundas Town               | 3.6              | 4.5  | 1.9  | 2.0  | 2.4  |
| Etobicoke Central      | 3.9              | 2.8  | 2.6  | 2.1  | 4.0  | Markham                             | 2.4              | 1.1  | 0.3  | 1.1  | 1.6  | Hamilton CMA              | 4.3              | 4.3  | 3.5  | 3.2  | 4.0  |
| Etobicoke North        | 3.6              | 6.2  | 13.0 | 2.2  | 4.5  | York Region                         | 1.6              | 1.6  | 1.0  | 1.5  | 1.8  | Oshawa North              | 1.0              | 1.8  | **   | 1.5  | 2.2  |
| Etobicoke City         | 4.1              | 3.8  | 4.6  | 2.4  | 4.2  | Pickering, Ajax, Uxbridge           | 1.8              | 2.6  | 1.7  | 1.6  | 0.6  | Oshawa South/Central      | 5.1              | 6.3  | **   | 6.8  | 6.7  |
| York City              | 4.7              | 4.1  | 4.0  | 2.8  | 3.2  | Milton, Halton Hills                | 1.4              | 1.8  | 1.6  | 2.5  | 3.5  | Oshawa City               | 3.5              | 4.5  | **   | 4.7  | 4.9  |
| East York Borough      | 5.0              | 5.5  | 4.0  | 2.0  | 3.2  | Orangeville                         | 1.7              | 1.0  | 3.7  | 2.7  | 6.0  | Whitby                    | 2.9              | 3.2  | **   | 2.5  | 1.9  |
| Scarborough Central    | 4.4              | 4.4  | 4.2  | 2.7  | 3.0  | Bradford, West Gwillimbury          | 2.4              | 4.4  | 3.3  | 2.5  | 5.1  | Clarington                | 1.6              | 2.0  | **   | 3.7  | 3.6  |
| Scarborough North      | 3.4              | 2.4  | 3.3  | 1.7  | 2.2  | Remaining CMA                       | 3.5              | 2.4  | 2.3  | 2.2  | 2.8  | Oshawa CMA                | 3.3              | 4.1  | 3.7  | 4.2  | 4.2  |
| Scarborough East       | 5.4              | 3.8  | 3.5  | 2.2  | 1.5  | Toronto CMA                         | 3.7              | 3.2  | 3.2  | 2.0  | 3.1  | St. Catharines Core       | 3.7              | 4.8  | 5.6  | 4.9  | 5.5  |
| Scarborough City       | 4.6              | 3.8  | 3.7  | 2.3  | 2.3  | Barrie                              | 2.1              | 2.8  | 3.2  | 3.5  | 3.8  | St. Catharines Remainder  | 1.6              | 3.1  | 2.7  | 4.7  | 4.5  |
| North York Southeast   | 3.6              | 3.8  | 3.2  | 2.2  | 2.7  | Collingwood                         | 2.4              | 3.6  | 2.6  | 2.3  | 4.2  | St. Catharines City       | 2.4              | 3.8  | 3.9  | 4.8  | 4.9  |
| North York Northeast   | 1.5              | 1.7  | 2.1  | 0.9  | 2.3  | Midland                             | 2.8              | 2.7  | 3.0  | 3.0  | 3.8  | Niagara Falls Core        | 2.9              | 5.9  | 2.5  | 5.9  | 6.8  |
| North York Southwest   | 5.2              | 4.0  | 4.2  | 2.8  | 3.7  | Orillia                             | 2.6              | 3.2  | 3.0  | 3.0  | 4.3  | Niagara Falls Remainder   | 2.5              | 4.0  | 4.2  | 4.1  | 5.8  |
| North York Central     | 2.7              | 2.2  | 2.1  | 1.2  | 2.4  | Brantford City                      | 1.8              | 2.3  | 2.9  | 2.4  | 3.3  | Niagara Falls City        | 2.7              | 5.1  | 3.2  | 5.2  | 6.1  |
| North York Northwest   | 4.7              | 4.1  | 8.2  | 3.5  | 4.5  | Brantford CA                        | 1.8              | 2.3  | 2.9  | 2.4  | 3.3  | Welland                   | 3.0              | 4.9  | 4.8  | 2.5  | 2.6  |
| North York City        | 3.6              | 3.3  | 4.2  | 2.2  | 3.2  | Norfolk                             | 2.1              | 3.4  | 2.3  | 1.7  | 4.1  | Other Areas               | 2.2              | 3.4  | 3.5  | 3.9  | 3.2  |
| Metropolitan Toronto   | 3.7              | 3.3  | 3.4  | 2.0  | 3.1  | Haldimand                           | 3.2              | 1.8  | 4.3  | **   | **   | Fort Erie                 | 5.9              | 6.1  | 7.2  | 2.9  | 0.4  |
| Mississauga South      | 5.2              | 3.4  | 2.6  | 2.6  | 2.4  | Hamilton Downtown Core              | 6.0              | 4.8  | 3.6  | 3.4  | 3.9  | St Catharines-Niagara CMA | 2.7              | 4.3  | 4.0  | 4.3  | 4.4  |
| Mississauga North West | 5.0              | 2.0  | 1.2  | 0.8  | 3.6  | Hamilton Central East               | 4.0              | 8.2  | 6.2  | 5.9  | 7.2  | Toronto CMA               | 3.7              | 3.2  | 3.2  | 2.0  | 3.1  |
| Mississauga North East | 3.8              | 2.4  | 3.3  | 2.1  | 3.5  | Hamilton East End                   | 5.6              | 5.2  | 4.3  | 4.0  | 5.3  |                           |                  |      |      |      |      |
| Mississauga City       | 4.6              | 2.8  | 2.7  | 2.2  | 3.0  | Hamilton Central                    | 6.9              | 5.7  | 6.4  | 5.4  | 6.4  |                           |                  |      |      |      |      |

\*\* DATA Not Available

Source: CMHC

## Skyview's Robert Finlay Represents Canada with the Olympic Torch Run



ABOVE: Bob proudly carrying the Olympic Torch during his run on York Mills Road in Toronto on December 17th - while the Skyview Team, family, and fans cheer him on.

On December 17th, Robert Finlay, one of Skyview's Sales Representatives, represented Canada by running with the Olympic Torch while it passed through Toronto on its way to the 2010 Olympic Games in Vancouver.

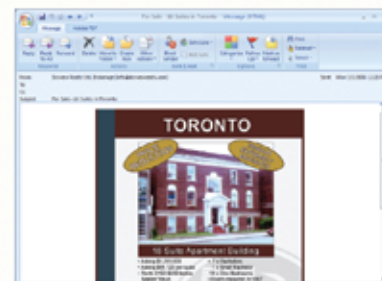
Robert, who competed in the 1968 games in Mexico and the 1972 games in Munich, has been actively involved with the Canadian Olympic committee in various ways since retiring from running. Skyview congratulates Bob on the opportunity to carry the Olympic torch and represent his country.



RIGHT: Bob (#91) competing in the Men's 5000m at the 1972 Summer Olympics in Munich.

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## OSHAWA



**LOW VACANCY RATE**

Principals Only Please

- Asking \$1,550,000
- Asking \$67,391 per suite
- Newly Constructed in 1987
- Individual Hydro Meters
- Sloped Shingled Roof Re-Shingled in 2006
- Electric Baseboard Heating
- Thermal Windows
- 8 x One Bedrooms
- 15 x Two Bedrooms
- One New Unit Under Construction
- One Unit Non-Conforming
- 7.2% CAP 21.5% R.O.I
- Ex. First Mortgage approx. \$1,006,676 @ 4.61% paying \$6,146.01 due February 2011

**23 Suites**

## OSHAWA



**25.6% R.O.I.**

Principals Only Please

- Asking \$3,600,000
- Asking \$76,596 per suite
- Many Improvements over the Last 3 Years, including:
  - Extensive Renovations
  - Elevator Renovations
  - Thermopane Windows - Vista Windows
  - Hydro Submetering System
  - New Appliances
- 47 x Two Bedrooms
- North Oshawa Location
- Excellent Rental Area
- Approximately 40 Suites Renovated
- Sloped Shingle Roof
- 7.2% CAP
- 25.6% R.O.I
- Treat Financing as Clear

**47 Suites**

## OSHAWA



**NEW IN 1992**

Principals Only Please

- Asking \$1,179,000
- Asking \$78,600 per suite
- Individual Hydro Meters
- Individual Water Tanks
- Tenants Pay Own Hydro
- Tenants Pay Own Heat
- Tenants Pay Own Hot Water Utility
- Thermal Windows
- 4 x One Bedrooms
- 11 x Two Bedrooms
- Sloped Shingled Roof
- Good Tenant Profile
- 6.7% CAP Rate
- 23% R.O.I.
- Treat Mortgage as Clear
- More Pictures at [www.skyviewrealty.com](http://www.skyviewrealty.com)

**15 Suites**

## TORONTO



**CORNER LOT ON DANFORTH**

Principals Only Please

- Asking \$1,590,000
- Asking \$113,571 per suite
- Large Corner Lot with Potential
- Solid Residential & Commercial Tenant Base
- Additional House may be Purchased as a Package for Maximum Corner Lot Coverage
- "As Is" "Where Is"
- 1 x Bachelors
- 1 x One Bedrooms
- 8 x Two Bedrooms
- 4 x Commercial
- Building is Distressed and in Need of Repair
- One Unit may be Non-Conforming
- 7.0% CAP Rate
- 25.1% R.O.I.
- Treat Financing as Clear

**10+4 Suites**

## HAMILTON



**\$48,750 DOWNPAYMENT**

Principals Only Please

- Asking \$325,000
- Asking \$54,167 per suite
- New HWG Boiler in 2001
- New Roof in 2001
- New Plumbing in 2001
- New Thermal Windows in 2001
- New Circuit Breakers in 2001
- Tenants Pay Own Hydro
- 4 x One Bedrooms
- 2 x Two Bedrooms
- Minutes Away from the Eaton Centre and Hamilton General Hospital
- Situated in the Employment District
- 8.1% CAP Rate 30.7% R.O.I.
- Treat Mortgage as Clear
- Forgivable Low Rise Rehabilitation Mortgage is to be Assumed by the Buyer

**6 Suites**

## 915 ST CLAIR AVE W, TORONTO



**SOLD**

**November 2009 - 18 Suites - \$1,425,000**

This building was listed by Skyview Realty Ltd, Brokerage and sold by a co-operating brokerage for \$1,425,000 or \$79,167 per suite. A new first CMHC insured mortgage was placed on the property for 66% of the purchase price at 4.32% interest rate with a 5 year term. The building had 11 fully renovated suites and was fully occupied at closing.

## Here to Serve You... The Skyview Sales Team!



**Danny Iannuzziello**  
Broker of Record



**Eric W. Wyckoff**  
Broker



**Domenic Cosentino**  
Broker



**Pat Villani**  
Sales Representative



**Dani Pizzoferrato**  
Sales Representative



**Robert Finlay**  
Sales Representative

## 29 WESTMOUNT ST, OSHAWA



**SOLD**

**September 2009 - 8 Suites - \$680,000**

This building was listed by a co-operating Real Estate Brokerage and Skyview Realty Ltd, Brokerage represented the Buyer. The building was sold for \$680,000 or \$85,000 per suite. The Buyer assumed an existing 1st mortgage of \$453,697 at 6.02% interest due December 2012. The building was in very good condition and fully occupied at closing.



# industry report

trends and services

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INTEREST RATES



◆ Canadian Prime Rate (5 Year)  
● Canadian Bond Rate (5 Year)  
▲ Residential Mortgage Rate (5 Year)

## SkyViews

Winter 2010

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

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