


SKYVIEW

REALTY LTD., BROKERAGE

SkyViews

Apartment Report - Winter 2015

DANNY'S CORNER



Happy Holidays from the team at Skyview! We trust you had a fulfilling holiday season spent with your loved ones. As is our annual tradition, the Skyview Team donated toys and gifts in your honour to Holland Bloorview Kids Rehabilitation Hospital.

Building plumbing systems are one of the capital items in a property that can become increasingly more expensive, and interruptive to tenants, if regular maintenance and inspection is not completed. I've asked Frank Salemi to provide a resource to you in this issue on how to monitor your building's plumbing system.

As I briefly mentioned in our last newsletter, Skyview Realty is celebrating its 25th Anniversary in the multi-unit residential market. We were grateful of Canadian Apartment Magazine for helping us to tell our story. If you have not had a chance as of yet, I welcome you to visit the link below to read more about Skyview's story and some of the clients we've worked with throughout the years.

As we enter into 2015, we wish you a successful year and look forward to working with you in the near future!

-Danny Iannuzziello



View Skyview's Anniversary Magazine
@ www.skyviewrealty.com/about.html

Plumbing Preventative Maintenance

By: Frank Salemi, Municipal Mechanical Services Limited

If you are a building or property manager, it is likely you are also a quick change artist. The ability to change hats quickly is something an excellent property or facility manager is adept at doing. Commercial property managers negotiate rentals with new tenants and stay aware of code changes for all building systems including plumbing, electrical and HVAC. Knowing about laws and regulations for the local jurisdiction, waste removal and fire safety is a job requirement, too.

A top concern for managers of properties of all sizes is plumbing systems. Whether the building is an office property, high-rise multi-family residential building or a single-story commercial building, plumbing problems are in a class of their own.

One sign of an experienced and efficient owner or property manager is the ability to solve problems fast and properly the first time. The key to this is to have service agreements with companies you can count on and are comfortable dealing with.

Tips for Selecting a Plumbing Contractor

An experienced owner or property manager never accepts a plumbing bid over the phone. When approached logically, a phone bid is not a good idea. Is a plumber able to quote a price without inspecting a job? Many new property managers have a rude awakening when the contractor arrives on-site, does the work and presents you with a bill with additional charges. Insist on the contractor coming to your site and making a firm bid based on an inspection.

There are many potential causes of plumbing problems that a phone call cannot analyze. These include tree roots that invade sewer and drain lines, improper installation of original systems and more.

Make Sure Your Plumber Has the Right Credentials for the Job

As a rule, most provinces require plumbers to license. As a minimum, property managers need proof of licensure and insurance. If the work requires them to enter the premises of residents or tenants, getting a firm with bonded employees is important.

Water Conservation Makes Cents

One leaking toilet can waste as much as 90 gallons of water in 30 days. If you manage a property, this can lead to excessive water bills. When spread over multiple toilets and multiple properties and water bills, running toilets are budget busters. Inspect plumbing fixtures on managed properties and fix leaking toilets and other fixtures that waste water. These repairs are easy and affordable.

Maintain Your Water Heating Systems

We all know that a well-maintained car runs longer and better than a car whose owner doesn't give maintenance a second thought. Equally important, preventative maintenance programs cut the number of repairs and their extent.

No Matter What, Metal Parts of Your Plumbing System Will Rust

Corrosion happens, as a result of alkaline water, oxygen, salts, sand, sulfates,

Continued on Page 2...

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.

Plumbing Preventative Maintenance, continued...

...by-products, rust and sediment from the water heating system. Choose well-equipped plumbing companies with the latest technology such as video scopes to inspect pipes and drains to pinpoint the problem, and its location, then select the best method of repair. Consider different material options that might be more cost effective in the long run like PVC and CPVC.

Plumbing Emergency

As a owner or property manager, you know that residents and businesses view any plumbing issue as an emergency. While some plumbing issues may be urgent, there are others that can wait. Slow drains or pull-up drain stoppers that are off their hooks can wait for normal business hours for repairs. The following are issues that are red-flag piping emergencies and need immediate attention, no matter the time or day:

Flooded bathrooms Broken pipes Overflowing toilets
Gas line leaks Corroded pipes
Sewage leakage

Property Manager's Plumbing Checklist

Proactive owners & property managers use a plumbing checklist for periodic inspections of their building's plumbing. It serves as an early warning system to uncover problems while they are small and repair them. The following are items to check.

Look for sign of leaks in pipes that are visible. These include puddles and water stains on the ground. Pay particular attention to areas where pipes run through walls or the building foundation.

Be alert for signs of corrosion. If not repaired, corroded pipes allow for leaks and poor pipe connections. Symptoms of corrosion include green stains over and around brass or copper fittings and on shutoff valves. Older steel pipes show yellow or orange stains.

Water pressure checks ensure that the water comes out with the right force from sink faucets and showerheads. When water pressure is low, it is often a sign of sediment buildup in the faucet or showerhead. Sometimes, low water pressure is a sign of a situation with the water line. Resident's showers sometimes have low water pressure due to sediment clogs. Remove, inspect, and clean the showerhead if there is sediment present.

Slow drains usually mean dirty drains. Check each drain in each unit for drain speed. If a drain is slow, check the drain and the vent for clogging. Drains should fully swirl when letting water out. Bubbles coming from the drain is usually a sign of clogging. Unusual gurgling sounds are an indication of a potential venting problem.

Flush every toilet to make sure it works properly. Check all internal and external parts of the flush assembly for broken, rusted or missing parts. Make sure the toilet stops when filled. Signs of water on the floor around the toilet show a potential problem. Push each toilet gently to ensure it does not rock.

Check for signs of mildew caused by standing water that has dried.

Check the burner chamber of the water heater for the building. Check for rust flakes in the chamber, and check the flame, too. Flames that burn blue are good, while flames with yellow usually mean the jets need cleaning.

Drain the water heater periodically to remove sediment.

Turn each faucet in the building on — water coming from the handle and valves need repair. Self-inspections take a little time depending on your building size. However, doing plumbing inspections on a regular basis stops small, inexpensive problems from turning into large, costly ones.

Proactive property managers pinpoint plumbing problems while they are small and less costly to fix. The pre-selection of your plumber contractor allows for rapid resolution of problems, so tenants know you have their interests at heart, and the management knows you are on top of things and keeping plumbing service calls down.

Article Provided by:

Frank Salemi

Municipal Mechanical Services Ltd

Tel: 905-794-0800

www.municipalmechanical.com

Municipal Mechanical Services LIMITED



24 Hour Emergency Service
with reasonable and competitive rates!

Services we provide:

- Repairs and Replacement to all Plumbing, Water Mains, Risers, and Drains
- Repairs and Replacement of HVAC Equipment: Boilers, HWT's MUA units

**Contact us Today for your
FREE 1 Hour Building Plumbing
& Heating Assessment!**

Office: 905-794-0800 Fax: 905-794-1146
24 Hrs: 1-855-794-8678 www.municipalmechanical.com

2015 Rental
Increase Guideline:
1.6%

PELHAM

Well Maintained!

Treat As Clear

Principals Only Please

81 Suites

- Asking \$5,800,000
- Asking \$71,605 per suite
- Historic School House Converted to Apartments in the 1990's
- Professionally Managed Property
- Thermal Windows
- Building Experiences Very Little Vacancy
- Ample Surface Parking
- 6 x Bachelor
- 43 x One Bedrooms
- 29 x Two Bedrooms
- 3 x Three Bedrooms
- Well Maintained and Landscaped Property
- 6.0% CAP Rate
- 19.9% R.O.I.
- Treat Financing as Clear

TORONTO

Spadina & Bloor

PRICE REDUCED

Principals Only Please

2 Central Toronto Buildings

- Asking \$2,250,000/\$1,950,000
- High demand Annex area immediately next door to Subway station & close to Bloor St. W.
- First property is a 19 unit licensed, upper scale rental accommodation
- Second property is a more conventional investment property with 3 apartments & 3 rooms
- 22 x Bachelors
- 1 x One Bedrooms
- 2 x Two Bedrooms
- Seller prefers to sell both properties as a package.
- Call Listing Brokerage office for income & expenses
- Treat as Clear
- Properties are listed Heritage buildings

LONDON

MANY RECENT UPGRADES

23.4% R.O.I.

Principals Only Please

36 Suites

- Asking \$2,875,000
- Asking \$79,861 per Suite
- Many Recent Upgrades Including Roof, Parking, Common Area Hallways, Unit Renovations
- Professionally Managed Property
- Located in North End of London Close to UWO
- 19 x One Bedrooms
- 17 x Two Bedrooms
- Individually Metered - Tenants Pay Own Hydro
- Outdoor Surface Parking
- Upside Potential on Rents
- 6.0% CAP Rate
- 23.4% R.O.I.
- Treat Financing as Clear

HALIBURTON

Turn Key Investment!

Low Maintenance!

Principals Only Please

15 Suites

- Asking \$1,299,000
- Asking \$86,600 per suite
- Superintendent on-site
- Currently fully occupied
- Tenants pay own hydro - individually metered
- Well water is routinely tested & maintained
- 14 x Two Bedrooms
- 1 x Three Bedrooms
- Property subject to registered easement
- 6.4 CAP Rate
- 17.6 R.O.I.
- Treat as Clear
- Please Contact Dani Pizzoferrato for further details

CLARINGTON

A MUST SEE!

Future Development Potential

Principals Only Please

7+1 Suites

- Asking \$1,595,000
- Gorgeous' century mansion on 4 acres with 7 legal apt units
- Cabana by the pool (used for short-term rental)
- Large barn on property - Lots of storage space.
- Beautifully landscaped property with waterfalls, in-ground pool, and lots of trees and shrubs.
- 7 x 1 Bedroom
- 1 x 5 Bedroom House
- Several large development proposals close to property
- Town says property lies within the urban boundary - Buyer to do their own Due Diligence
- Treat as Clear

TORONTO

SOLD!

November 2014 - 9 Suites

This west-end property was listed and sold by Skyview Realty Ltd. Nestled in a residential neighbourhood and close to all amenities, the property was well maintained and self-managed by the Seller. There was potential upside on rents on turnover. The capital items of the building were in good condition at the time of the sale. Pat Villani, Anne Meinschenk, and Arsalan Wathra facilitated all aspects of the transaction exclusively between the Buyer and Seller.

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!



Dani Pizzoferrato
Sales Representative

Anne Meinschenk
Associate Vice President

Danny Iannuzziello
Broker of Record

Cliff Ford
Director of Sales & Marketing

Pat Villani
Associate Vice President

Arsalan Wathra
Sales Representative

industry report

trends and services

SKYVIEW'S
RECOMMENDED
SERVICES

Michael Lombard
Vice-President
Regional Manager - Ontario



Telephone: 416.368.3266
Facsimile: 416.368.3328
michaell@peoplestrust.com
www.peoplestrust.com

Citigroup Place
Suite 901
123 Front Street West
Toronto ON M5J 2M2

"Innovative Financial Products with Exceptional Client 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 properties@skyviewrealty.com

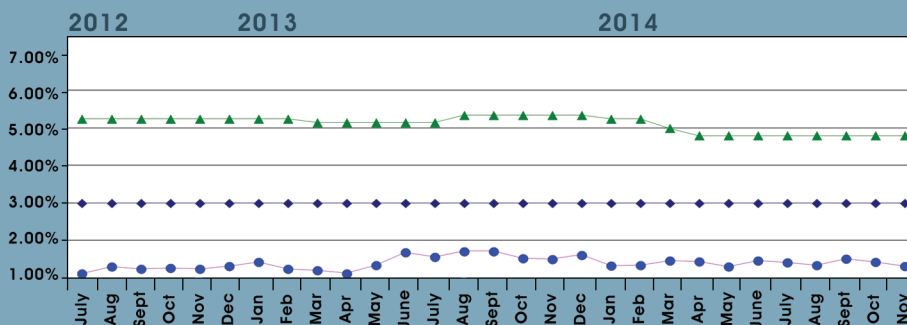
We Have Buyers!

MULTI-UNIT RESIDENTIAL - RECENT TRANSACTIONS

33 & 35 Kennedy Rd S, Brampton	October 31, 2014	118 Units @ \$161,017	\$19,000,046
3888 Bathurst St, North York	October 29 2014	31 Units @ \$129,032	\$4,000,000
875 Kennedy Rd, Scarborough	October 16, 2014	82 Units @ \$119,512	\$9,800,000
318 Malaga Rd, Oshawa	October 15, 2014	21 Units @ \$92,000	\$1,932,000
8 Queenston St, St Catharines	October 14, 2014	54 Units @ \$52,000	\$2,808,000
502 Gilbert Ave, York	October 14, 2014	23 Units @ \$117,391	\$2,700,000
1A Birchlea Ave, Etobicoke	October 3, 2014	22 Units @ \$85,455	\$1,880,000
40 Trethewey Dr / 3 Greentree Ct, York	October 1, 2014	86 Units @ \$95,930	\$8,250,000
1491 Wilson Ave, North York	Sept 30, 2014	40 Units @ \$126,950	\$5,078,000
110 James St, Kingston	Sept 30, 2014	16 Units @ \$81,563	\$1,305,000
2100 Camilla Rd, Mississauga	Sept 12, 2014	103 Units @ \$139,417	\$14,360,000
200 Devonshire Ave, London	Sept 12, 2014	13 Units @ \$71,538	\$930,000
580 The East Mall, Etobicoke	Sept 11, 2014	122 Units @ \$150,000	\$18,300,000
560 Bloor St E, Oshawa	Sept 11, 2014	39 Units @ \$89,744	\$3,500,000
2 Kinsdale Blvd, Etobicoke	August 29 2014	45 Units @ \$155,556	\$7,000,000
355 Clyde Rd, Cambridge	August 29, 2014	11 Units @ \$105,227	\$1,157,500
147 Catharine St S, Hamilton	August 25, 2014	25 Units @ \$78,000	\$1,950,000

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

Winter 2015

PUBLICATION:

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

ADVERTISING:

For advertising rates and article suggestions, please contact the marketing department or email info@skyviewrealty.com

PRIVACY:

Please refer to our website for our Privacy Policy Statement. If you wish to be removed from our mailing list, kindly advise us by fax, e-mail or telephone.

THE SKYVIEW TEAM

419-220 Duncan Mill Rd., Toronto, Ontario M3B 3J5
(416) 444-6545 Fax: (416) 444-6997
Email: info@skyviewrealty.com
www.SkyviewRealty.com

All information furnished regarding this newsletter or information contained herein, including submitted articles, is from sources deemed reliable, but no warranty or representation is made as to accuracy thereof and the reader is advised to seek independent legal, accounting, or any other consulting advice as may be deemed necessary. Any property information may not be used in advertising on any third-party platforms without the written consent of Skyview Realty Ltd. Brokerage



SKYVIEW
REALTY LTD., BROKERAGE

