



Thinking of Selling?

How you should prepare,

Here are our top 10 suggestions to prepare your building for a sale.

1. Paint or clean your building's exterior and keep the landscaping well-manicured. You want Buyers to see that your building is well maintained.
2. Remove any items tenants have stored on their balconies.
3. Clear garbage bins, parking lots, and other paved areas of debris, mattresses, or uninsured vehicles. A buyer wants a clutter free building and cleanliness also keeps pests away.

4. Update your lobby and hallways with fresh paint, new flooring, baseboard mouldings and light fixtures. Your building will be more inviting to a Buyer.

5. Keep the laundry room fresh with clean floors and a coat of paint. Add a personal touch with curtains on the windows.

6. Organize and properly store all items in the storage lockers. A clutter free area enhances the size of the room.

7. Clean your mechanical room by removing grease and clearing out any tools and supplies. Like a car, this is the building's engine and buyers want to look under the hood.

8. Ensure that your rents are at market value and your tenancy agreements and notices are up to date. A turnkey operation is a great benefit when selling a building.

9. Collect at least 12 months worth of all copies of bills, rent roll, and service contracts.

10. Have a qualified accountant & lawyer ready for any advice you may need. Surround yourself with great professionals for a seamless transaction.

If you would like to receive The Mysak Report via email, please send a request to info@MysakRealty.com.

EXCLUSIVE - Quinte West



QUINTE WEST, 24 Units
Asking \$1,725,000
7.3% Cap Rate

Two 12-Unit buildings sitting on almost two acres of land. Just a short walk to Lake Ontario. Both roofs replaced

within the last 5 years. Tenants pay own hydro – All units have separate HWT & hydro meters. Rents are under average cost – opportunity to raise potential income. Ample on site parking and laundry facilities on site.

EXCLUSIVE - Cobourg



COBOURG 19 Units
Asking \$2,350,000
5.1% Cap Rate

Incredible Investment opportunity. Just across from Cobourg Beach. A beautiful view of Lake Ontario right outside the door. Onsite parking and laundry facilities available. Charming character throughout, building is in great shape. Close to schools, parks, and all amenities. Less than a ten minute walk to the downtown core of Cobourg. Roof recently upgraded. A must see.

PLEASE CALL US TO LEARN MORE ABOUT OUR UNIQUE AND PROVEN SELLING METHODS

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OUR MISSION STATEMENT

We are a powerfully united team dedicated to apartment building sales and passionately committed to helping our clients achieve their real estate goals, by telling them the truth and using our proven non-traditional selling methods.

— THE MYSAK REALITY REPORT...THE 5 W'S —



WHO? Joe Mysak - Owner & Broker of Record

WHAT? Got Married!

WHERE? 1 King West Hotel

WHEN? July 23rd, 2016

WHY? Joe found his perfect match 8 years ago at an open house. When the real estate beauty Joanna walked in, Joe immediately needed to sell more than the building - he had to sell himself. Luckily, Joe is very good at his job - She bought in & they said "I do" this past July! Congratulations Joe and Jo!



RECENT CHANGES TO CMHC MORTGAGE INSURANCE

The Government of Canada announced in October 2016 changes to the CMHC mortgage insurance program. Some key concerns for borrowers relate to the higher interest rate used to determine affordability, purchase only (no refinances), a maximum amortization of 25 years and the borrower's debt servicing requirements relating to the house and overall debt servicing obligations. The changes will have the effect of making eligibility for CMHC insurance more challenging for a number of home buyers and, accordingly, a slow down in some

housing activity is being forecast by a number of observers. However, **the changes only apply to properties of 1 to 4 units**. There are no changes to the current CMHC mortgage insurance program as it applies to multi-unit properties of 5 units or more. This is good news for clients of Mysak Realty since CMHC insured mortgage insurance features prominently in the apartment market. An interesting aside, as an unintended consequence, is that the new measures will impact first time home buyers more than other borrowers. This should strengthen demand for

rental accommodation as home purchase decisions are deferred due to the changes announced by the government.

Dru McAuley is Assistant Vice President, Commercial Lending at First National Financial LP, a leading lender of CMHC insured mortgages on multi-unit properties. First National also provides short term or conventional financing in virtually all segments of the real estate market. He would be pleased to answer any questions or discuss this article. He can be reached at 416-593-2918 (toll free 1-800-465-0039) or dru.mcauley@firstnational.ca. (Copyright 2016 Dru McAuley).

FIRST NATIONAL
FINANCIAL LP



Quick closings available

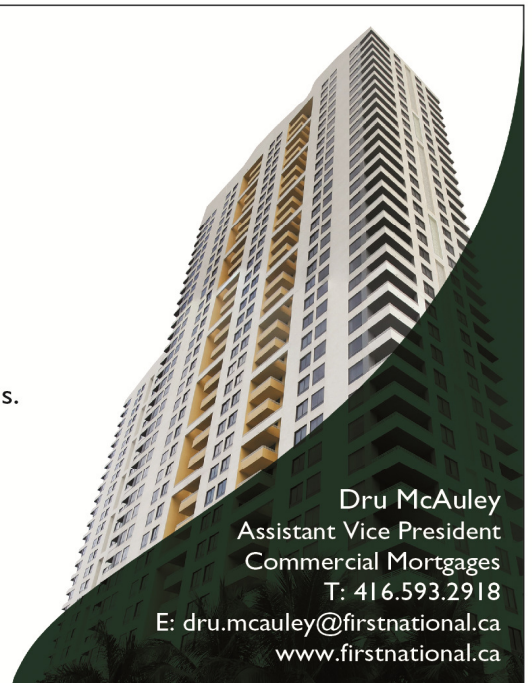
First National specializes in multi-family and commercial mortgage financing, and is a leading lender of CMHC insured mortgages for multi-family properties.

- Terms up to 20 years
- Attractive rates (fixed or floating)
- Higher loan amounts (up to 85% LTV)
- Extended amortization

Make First National
your first call.

Call Dru at 416.593.2918
to receive our daily bond
market update via email.

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UNDER CONTRACT - Belleville

BELLEVILLE, 12 Units
Asking \$1,100,000
6.4% Cap Rate

Pride of ownership throughout this 12 unit building in beautiful Belleville. Walking distance to Alemite Park, multiple public schools and close to all amenities. Onsite parking and laundry facilities available. 8 Units have balconies which have all recently been upgraded. Equipped with an intercom system. Fully tenanted. Thermal windows. Large apartments. 2 x 1 Bedroom & 10 x 2 Bedroom.

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FOR SALE - West Nipissing

WEST NIPISSING, 13 Units
Asking \$550,000
10.4% Cap Rate

Less than a five minute walk to the Sturgeon Falls Arena, tenants can enjoy hockey, skating and curling. Close to all amenities as well as a park, Hospital and the West Nipissing Recreation Centre. With onsite parking and laundry facilities, all newer fridges and stoves (New to 4 years), new roof within the last 5 years and separate Hydro meters and water tanks.

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FOR SALE - Newmarket - PRICE REDUCED

NEWMARKET, 6 + 1 Units
Asking \$1,300,000
4.6% Cap Rate

Originally asking \$1,400,000, Located in the Heart of Newmarket! This six residential and one commercial unit building is near all amenities as well as public transit, a hospital, a conservation area, the Newmarket GO Station & so much more! Fully tenanted. Residential units pay their own hydro. Onsite parking available for all units.

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EXCLUSIVE - High Park

TORONTO, 6 Units

Prime High Park Location! Just a short walk to Toronto's largest Park, subway station, bus routes, grocery, schools, shopping, great restaurants and more! Sitting on a quiet street in a family-oriented neighbourhood. Onsite parking and laundry facilities available. Tenants pay own heat and hydro. Existing survey available.

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EXCLUSIVE - Colborne

COLBORNE, 30 Residential Units + 3 Commercial Units
Asking \$1,925,000

Two excellent investment properties in the beautiful village of Colborne, just over an hour East of Toronto. These buildings are excellently located just off of the downtown core where there are plenty of shops, restaurants and all amenities that are just a short walk away. With ample on site parking available for both properties as well as on site laundry facilities available in one of the two. Brick exteriors. 1 x Bachelor Unit, 18 x 1 Bedroom Units, 11 x 2 Bedroom Units and 3 Commercial Units. Separate hydro meters. Please contact our office for an Investment Information Sheet.

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[Join Our E-Mail Updates](#)

Sign up today to start receiving Market Updates, Exclusive Apartment Building Listings, Recently Sold Properties and Helpful Landlord Information directly to your inbox. Send us an E-Mail to info@mysakrealty.com

SOLD - Toronto



TORONTO, 40 Units
 Sold \$7,147,384
 40 units @ \$178,685

Well-kept building on a large lot located in a quite neighbourhood.

Short walk to public transit. Close to public schools, St. Michael's College campus, shopping centre, a park with walking trails, grocery and entertainment. On site laundry facilities.

SOLD - London



LONDON, 23 Units
 Sold \$1,614,876

Close to all amenities. Directly across from public park with basketball court & playground. Short walk to public transit. On site

parking & on site laundry facilities. 5 Minute drive to a health care centre, 10 minute drive to London's downtown core.

SOLD - Cambridge



CAMBRIDGE, 32 Units
 Sold \$3,264,000

3 Storey walk-up, with plenty of parking. Located in a central location close to all amenities and public transit.

Well managed with on site laundry facilities. Close to Soper Park which includes an outdoor pool. Beautifully landscaped. Most units have a balcony or patio. Small pets allowed.

SOLD - Mississauga



MISSISSAUGA, 55 Units
 Sold \$11,500,000

Located in the heart of Mississauga. Onsite laundry and ample parking. Very well maintained.

Adjacent to the Streetsville GO Station and public transit. Close to a park, community arena, and less then a 5 minute drive to all amenities. Close to Credit Valley Hospital and shopping centre.

NOTICE

If you did not see these properties for SALE when they were available, please contact our office to update your buying criteria and contact information. Please email us at info@mysakrealty.com or call 416-767-5500

SOLD in Spring 2016

1235 Huntingwood Dr., Scarborough	14	14 Units @ \$290,000/unit	\$4,060,000
20 Palace St., Toronto	108	108 Units @ \$250,675/unit	\$27,072,913
18 Reid St., Mississauga	55	55 Units @ \$209,090/unit	\$11,500,000
871 College St., Toronto	9	9 Units @ \$244,444/unit	\$2,200,000
1600 Pelham St., Pelham	49	49 Units @ \$110,204/unit	\$5,400,000
555 Park Rd. N., Brantford	153	153 Units @ \$195,923/unit	\$29,976,169
34 Dixington Cres., Toronto	60	60 Units @ \$150,667/unit	\$9,040,000
285 Lorretta Ave. S., Ottawa	143	143 Units @ \$160,839/unit	\$23,000,000

If we can be of any assistance for your multi-residential needs please do not hesitate to call us!

The 2017 Residential Rent Increase Guideline is 1.5%