

**-Dedicated to Apartment Building Sales-**

SPRING 2015

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**SOLD - Collingwood - EXCLUSIVE LISTING**



**COLLINGWOOD, 57 Units**  
Asking \$5,250,000  
**6.1% Cap Rate**

Remarkable building with beautiful views of Blue Mountain Ski Resort. Property has been owned by the same family since the property was built. Managed with tremendous care and attention to detail. Consists of 29 x 1 bedroom suites and 28 x 2 bedroom suites. Hydro paid by owner. Outdoor pool. Built in 1976. Call our office for an Investment Information Sheet.

**FOR SALE - Hamilton - EXCLUSIVE LISTING**



**HAMILTON, 13 Units**  
Asking \$1,300,000  
**8.5% Cap Rate**

13 unit buildings showing fantastic return. Some of the units have been rented out by the room under the Hamilton City By Law. Consists of 7 x 2 bedroom suites and 6 x 3 bedroom suites. Unique Property with excellent cash flow. Located on major street. Many of the units have been renovated. Thermal windows. Call our office for an Investment Information Sheet or to book an appointment for viewing.

**FOR SALE - Hamilton**



**HAMILTON, 13 + 2 Units**  
Asking \$1,400,000  
**6.5% Cap Rate**

Phenomenal location! Located steps away from GO station. Short walk to St. Joes Hospital. Exposed brick walls in the hallways and some units. Consists of 10 x 1 bedroom suites, 2 x 2 bedroom suites, 1 x 3 bedroom suite, and 2 commercial suites. Currently no laundry available for tenants on site. Space and plumbing available to easily add coin laundry. Call our office for an Investment Information Sheet.

**FOR SALE - Hamilton - EXCLUSIVE LISTING**



**HAMILTON, 15 Units**  
Asking \$1,800,000  
**7.2% Cap Rate**

15 units with incredible charm. Extremely large apartments. Consists of 4 x 1 bedroom suites, 4 x 2 bedroom suites, 6 x 3 bedroom suites, and 1 x 5 bedroom suite. Some units being rented out to students and multi-tenanted. Separate Hydro meters. Treat financing free and clear. Thermal windows. Intercom. 1 coin washer, 1 coin dryer. Call our office for an Investment Information Sheet or to book an appointment for viewing.

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

**Joe Mysak, Broker of Record**  
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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.

**MORTGAGE MARKET UPDATE:**Five Things to be Aware of in 2015

As we enter another year in an interesting investment field – apartment buildings – it is timely to consider the key factors that could impact investors in 2015.

**INTEREST RATES:** Oh yes, the subject that never goes away is still with us. One year ago, most market observers predicted that rates would increase by about 100 basis points by year end when, in fact, they declined about 100 basis points. The same narrative prevails now: most commentators predict that rates should rise by about 100 basis points by the end of 2015. However, there is a body of dissenting thought that affirms they will remain at current levels and could even decline. In any event, the forecast is for rates to remain low which can only benefit borrowers in the current market. Investors should monitor rates regularly. Contact me at 416 593 2918 or at [dru.mcauley@firstnational.ca](mailto:dru.mcauley@firstnational.ca) if you would like to stay current on interest rate activity by receiving a daily market update via email.

HIGHER CMHC PREMIUM BEING CHARGED TO LENDERS:

CMHC recently confirmed the long expected increase in charges to lenders – not borrowers – which will result in a slight increase in rates charged by lenders that securitize CMHC insured mortgage loans. Since lending is a low margin business, there isn't room for lenders to absorb these charges. They will be passed on to borrowers.

**WHERE ARE THE DEALS:** In the current market, all purchases seem expensive – even the ones of inferior quality. So investors will continue to find deals where there are obvious ways to reduce expenses and increase revenues. Continued focus on operational efficiency will be key for all owners.

**ENERGY EFFICIENCY:** There is a growing commitment by owners to reduce energy expenses that seems to be “win-win” for all concerned. Less energy is consumed, buildings are upgraded to modern standards and the owner receives an immediate boost to cash flow and value. If you haven't undertaken an energy review, just look at your energy expense of about 5 years ago and compare with today's expense level. The increase is remarkable.

The sooner an owner addresses this, the better for building operations. There are programs in place that can assist owners with this. This trend is only going to gather more steam in the future.

**THE MARKET:** Valuations are lofty at current levels and low rates certainly play a part here. But don't forget the basic proposition: Is there rental demand? The answer is yes. The GTA and southern Ontario still benefit from net immigration. Most new arrivals are part of the rental pool and new units are not being built in sufficient numbers to meet demand. Existing rental buildings should continue to benefit from an expanding population.

*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](mailto:dru.mcauley@firstnational.ca). (Copyright 2015 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.

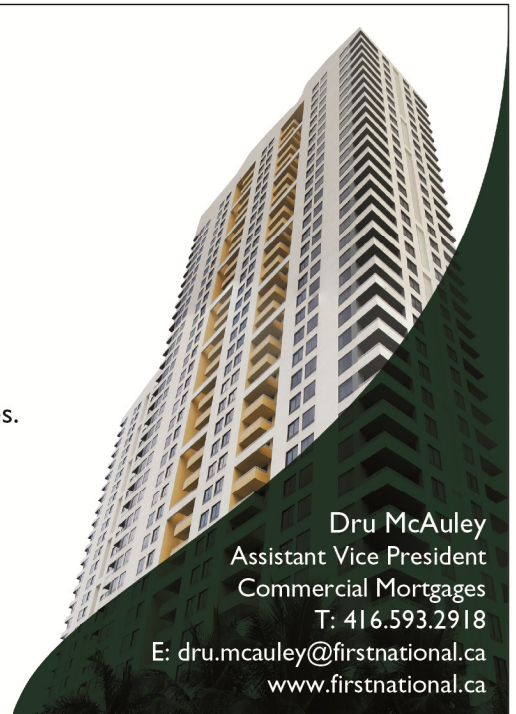
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- Higher loan amounts (up to 85% LTV)
- Extended amortization

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

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**SOLD - Orangeville**



**ORANGEVILLE, 20 Units**  
Asking \$1,900,000

Same owner since it's been built. This is an "estate sale", and being sold in "As Is" condition. Consists of 20 x 2 bedroom suites. Most units are equipped with a Fridge, Stove, Washer and Dryer. Some are tenant owned. Next to park & conservation area. Utilities and Electric heat paid by tenants. Call our office for an Investment Information Sheet.

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**SOLD - London**



**LONDON, 19 Units**  
Asking \$2,000,000  
**5.3% Cap rate**

Beautiful property. Building Located close to Western University. Property is in impeccable condition. Turn key operation with very little management required. Master Key system in place. The building has been extremely well taken care of with many upgrades done. Consists of 13 x 1 bedroom suites and 6 x 2 bedroom suites. Steps away from public transportation and shopping.

Beautiful property. Building Located close to Western University. Property is in impeccable condition. Turn key operation with very little management required. Master Key system in place. The building has been extremely well taken care of with many upgrades done. Consists of 13 x 1 bedroom suites and 6 x 2 bedroom suites. Steps away from public transportation and shopping.

**FOR SALE - Woodstock - EXCLUSIVE LISTING**



**WOODSTOCK, (41+2) Units**  
Asking \$2,025,000  
**8.1% Cap Rate**

With 25% down at asking price the building shows a 23.9% ROI. 5 x Bach, 36 x 2 Bed and 2 Stores. Electric Baseboard heating. Owner pays hydro. Located in Woodstocks Central Business District. Property is well taken care of but could use some cosmetics. Potential to rent out office space in lobby of property if desired. Call our office for an Investment Information Sheet or to book an appointment for viewing.

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**FOR SALE - Kingston - EXCLUSIVE LISTING**



**KINGSTON, 16 Units**  
Asking \$1,300,000  
**6.3% Cap Rate**

Majority of the units have been renovated. Owner is willing to hold a 2nd mortgage. Please call for details. Parking lot recently repaved. 1 x Bach, 7 x 1 Bed, 8 x 2 Bed.

Majority of the units have been renovated. Owner is willing to hold a 2nd mortgage. Please call for details. Parking lot recently repaved. 1 x Bach, 7 x 1 Bed, 8 x 2 Bed. Building is separately metered, currently some tenants pay their own hydro some tenants are all inclusive. Call our office for an Investment Information Sheet or to book an appointment for viewing.

**SOLD - Burlington**



**BURLINGTON, 16 Units**  
Asking \$2,650,000  
**4.6% Cap rate**

Property is in impeccable condition. Turn key operation with very little management required. Master Key system in place. The building has been extremely well taken care of with many upgrades

Property is in impeccable condition. Turn key operation with very little management required. Master Key system in place. The building has been extremely well taken care of with many upgrades done. Consists of 1 bachelor suite, 3 x 1 bedroom suites, and 12 x 2 bedroom suites. Located in quiet residential area. Parking lot recently resurfaced. Close to Go station and Guelph Line. Clean environmental. Call our office for an Investment Information Sheet.

**UNDER CONTRACT - Cambridge**



**CAMBRIDGE, 9 Units**  
Asking \$710,000  
**6.9% Cap rate**

Owner is retiring. Great cash flow if kept as is or great property to add value too. Same owner for close to 20 years. Close to 7% cap rate! Consists of 1 x Bachelor suite, 2 x 1 bedroom suites, 6 x 2 bedroom

Owner is retiring. Great cash flow if kept as is or great property to add value too. Same owner for close to 20 years. Close to 7% cap rate! Consists of 1 x Bachelor suite, 2 x 1 bedroom suites, 6 x 2 bedroom suites. Coin laundry on site, Tenants pay Hydro, New Flat Roof, Most windows have been upgraded to Thermal windows. Call our office for an Investment Information Sheet or to book an appointment for viewing.

**[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](mailto:info@mysakrealty.com)

**SOLD - Toronto - EXCLUSIVE LISTING**



**TORONTO, 29 Units**  
**Asking \$3,700,000**  
 Care free investment with seldom vacancy. Consists of 1 bachelor suite, 14 x 1 bedroom suites, 13 x 2 bedroom suites, and 1 x 3 bedroom suite. State-of-the-art heating system makes ownership worry free. Two new on demand gas fired boiler system. Call our office for an Investment Information Sheet.

**FOR SALE- Hamilton**



**HAMILTON, 7 Units**  
**Asking \$930,000-4.8% Cap Rate**  
 Phenomenal property with very little maintenance needed for years to come. New Paving with 8" Stone and new asphalt in 2009. Pride of ownership throughout. Close to McMaster University and public transportation. Fantastic tenants. Turn key operation. Mortgage can be assumed and increased. Call our office for an Investment Information Sheet or to book an appointment.

**FOR SALE - Sarnia**



**SARNIA, 12 Units**  
**Asking \$780,000-7.4% Cap Rate**  
 Great opportunity for serious investors. Well established 12 unit townhouse conveniently located near shopping, grocery store, and bus route. Consists of 8 x 2 bedroom suites and 4 x 3 bedroom suites. Call our office for an Investment Information Sheet or to book an appointment for viewing.

**FOR SALE - Prime Hamilton**



**HAMILTON, 8 Units**  
**Asking \$1,200,000 - 5.5% Cap Rate**  
 Stunning Heritage property close to all amenities and in one of the best locations in Hamilton. The property has incredible curb-side appeal which continues throughout the inside of the building. Pride of ownership. Call our office for an Investment Information Sheet or to book an appointment for viewing.

**SOLD in Fall 2014**

1143 O'Connor Dr., Toronto	12	12 units @ \$108,333/unit	\$1,300,000
795 College St., Toronto	8	8 units @ \$193,750/unit	\$1,550,000
370 Wharncliffe Rd. S., London	28	28 units @ \$37,800/unit	\$1,050,000
85 Seagram Dr., Waterloo	9	9 units @ \$93,333/unit	\$4,200,000
30 Church St. W., Woolwich	20	20 units @ \$178,750/unit	\$3,575,000
263 Millard St., Orillia	38	38 units @ \$88,158/unit	\$3,350,000
402 Prospect Ave., Kitchener	12	12 units @ \$108,333/unit	\$1,300,000
124 River Rd., Bracebridge	23	23 units @ \$93.043/unit	\$2,140,000

**ADVERTISING**

For advertising rates or to write an article for our newsletter, please contact our office via e-mail, [info@mysakrealty.com](mailto:info@mysakrealty.com)

**PUBLICATION**

Our newsletter is published Quarterly and is mailed to over 16,000 Owners, Managers and Potential Purchasers

**PRIVACY**

We respect your privacy, If you wish to be removed from our mailing list, please contact our office via e-mail, regular mail or by phone.

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

**The 2015 Residential Rent Increase Guideline is 1.6%**