

Demand for Apartment Buildings in Canada Increases Despite COVID-19

Canadian apartment building sales were trending downward last year with investors concerned about high unemployment numbers and tenants missing rent payments. However, 2021 has seen a shift in sales with demand for multi-family properties skyrocketing, despite COVID-19's ongoing impact. Investors are snapping up multi-residential properties, especially older buildings, at a staggering rate. The more recent vacancies these buildings have, the better, since this provides investors with the opportunity to increase lower rents, which have been rent controlled for years by provincial legislation, up to market rates. This demand has resulted in a significant increase in

property prices with some buildings selling at capitalization rates as low as 2 percent. On the other hand, demand for new rental properties is on the decline, partially due to a lack of international students coming into the major cities. To rectify this, the federal government has vowed to increase the number of immigrants coming to Canada over the next three years. This seems to be a reassuring move, especially for institutional buyers, who are already planning their purchases for the next few years.

By: Caroline Van den Eynde



EXCLUSIVE - HAMILTON

Hamilton
60 Units
Unpriced

Ideal property for any investor looking to add value immediately. Located at the intersection of King St. E. and Main St. E. in Crown Point West. Right across the street from Gage Park. Great location allows for complete rebranding. Exciting opportunity to create a boutique building. 41 of the units are vacant.



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Please call us to learn more about our unique and proven selling methods.

Our Mission Statement

We are a powerful united team dedicated to apartment buildings sales. We are passionately committed to helping our clients achieve their real estate goals by providing accurate information, offering objective and honest advice, and using our proven non-traditional selling methods.

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Multi-Residential Real Estate Industry to Exceed Expectations in 2021

Investor confidence in the multi-residential real estate industry in 2021 has remained strong, despite the economical uncertainty linked to COVID-19. This type of property continued to be an appealing option for investors due to its strong performance track record and cash-flow opportunities. According to the 2021 Canadian Economic Outlook and Market Fundamentals Report released by Morguard Corporation in January, over \$3.9 billion was recorded in transaction volume for the first 6 months of 2020 in the multi-family segment. This was comparable to the \$4.0 billion sales

recorded in the first 6 months of 2019. According to their report, the apartment building industry is expected to continue to increase steadily throughout 2021, particularly as the COVID-19 vaccine becomes more readily available. They predict the recovery of the economy, the job market and an increase in international immigrants will increase rental demand substantially resulting in the multi-residential sector returning to pre-pandemic levels.

By: Caroline Van den Eynde



FOR SALE - HAMILTON

Hamilton
4 Units
Asking \$700,000
3.9% Cap Rate

Phenomenal location! Located steps away From GO Station, short walk to St. Joe's Hospital. Within walking distance to restaurants, cafes, shopping and many amenities. 3 residential units + 1 commercial unit (currently used as 4 residential units). All tenants pay hydro. Roof done approx. 2019.



FOR SALE - HAMILTON

Hamilton
13 + 2 Units
Asking \$2,800,000
4.1% Cap Rate

Convenient location, steps away from go station. 13 suites + 2 stores. Short walk to St. Joe's hospital. Exposed brick walls in the hallways and some units. New roof 2020. Most tenants pay heat and all pay hydro. Clean 2015 environmental available. Large lot. Excellent upside on residential units.

Sandy M. Feld, B. Comm.
Accountant

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SOLD - HAMILTON

Hamilton
35 Units
Unpriced

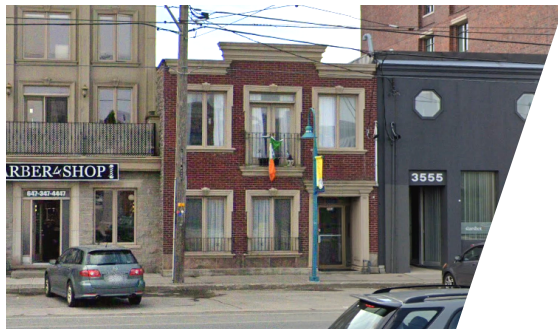
Incredible investment opportunity in the heart of one of Hamilton's oldest and established neighbourhoods downtown - Durand. Hamilton City Hall right across the street, 5-minute walk to the Hamilton GO, and access to public transportation right outside the property.



FOR SALE - TORONTO

Toronto
12 Units
\$3,200,000
3.5% Cap Rate

4 townhouses with 12 live/work spaces. Each townhouse has two commercial units with bathroom, one on the ground floor and one on the 1st floor. 2nd and 3rd floor are open concept, loft style spaces. Great cash flow income property.



FOR SALE - TORONTO

Toronto
4 Units
\$2,250,000
2.6% Cap Rate

4 massive, open concept, loft style units, over 2,000 sq. ft. each. Each unit features a large livable basement. A kitchen, bathroom and living room on the ground floor. Two bedrooms and an additional bathroom on the top floor. Completely renovated in 2006.

Welcome to our newest team member!



The Mysak Realty Inc. team is expanding! We are pleased to announce that Caroline Van den Eynde joined us as the Marketing Manager earlier this year. Caroline is going to develop and execute marketing strategies to continue growing the business and will be managing the company's social media platforms.



Join Our E-Mail Updates

Do you want to start receiving market updates, exclusive apartment building listings, recently sold properties and helpful landlord information directly to your inbox? Sign up on our website www.MysakRealty.com or send us an Email to Info@MysakRealty.com

FOR SALE - TORONTO



Toronto
6 Units
\$3,700,000
3.4% Cap Rate

Highly sought-after location, across the street from High Park. 6 large units (3 x 1 bed, 2 x 2 bed, 1 x 3 bed) with ensuite laundry.

FOR SALE - TORONTO



Toronto
6 Units
\$1,599,000

5 large 2-bedroom apartments and 1 bachelor unit. Located in Etobicoke. Ample parking, rents well below market.

UNDER CONTRACT - TORONTO



Toronto
30 Units
\$6,000,000
3.1% Cap Rate

Excellent 30 units in the heart of Parkdale containing 26 x bachelors & 4 x 1-bedrooms. Amazing investment opportunity.

SOLD - TORONTO



Toronto
32 Units
\$6,500,000
3.3% Cap Rate

Amazing 32 units in Parkdale containing 30 x bachelors & 2 x 1 bed. Public transportation right outside the property.

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 FALL 2020

55 Woolley St., Cambridge	39 units @ \$179,487	\$7,000,000
516 Dawes Rd., East York	46 units @ \$215,000	\$9,890,000
17 & 21 Raglan Ave., Newmarket	28 units @ \$335,000	\$9,380,000
322 Honeyborne St., Almonte	12 units @ \$437,500	\$5,250,000
2880 Keele St., North York	11 units @ \$595,454	\$6,550,000
1475 Birchmount Rd., Scarborough	25 units @ \$320,000	\$8,000,000
235 Ash St., Whitby	6 units @ \$206,666	\$1,240,000
2834 Highway 2, Clarington	7 units @ \$150,000	\$1,050,000
961-967 Wellington St. W., King	8 units @ \$375,000	\$3,000,000

If we can be of any assistance for your multi-residential needs please do not hesitate to call us at **416-767-5500**

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