

# The Mysak Report

Fall 2010

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## Choosing The Right Brokerage

Whether you are buying or selling an apartment building, there are many details to consider in order to achieve your objectives.

One of the most important choices is deciding on which brokerage will represent you in the transaction. A strong brokerage will have experience, up to date knowledge of the current market, an exceptional marketing plan to ensure maximum exposure for your property as well as a current network of appraisers, environmental companies and financial institutions.

At Mysak Realty, we fulfill all of the criteria. We are an aggressive firm that is strictly dedicated to apartment building sales. We have spent over 8 years building the most comprehensive, up to date database in the market. It consists of over 22,500 owners (every apartment building, 6 units and higher, in Ontario and we are continuing to add throughout Canada), buyers (from across Canada, US, Europe, Asia) and leading property managers. We have a dedicated team of full time staff that continuously update all records. This system allows us to strategically market our properties and to ensure that

our information packages get into the hands of key decision makers. We are constantly in contact with all potential buyers and sellers whether it's by telephone, fax, or email in order to keep a pulse on the market. To discuss our services in further detail please do not hesitate to contact our office.

## Are you considering selling?

We are always actively looking for new properties. If you or anyone you know is considering selling, please call us at 416-767-5500 or send us an email at [info@mysakrealty.com](mailto:info@mysakrealty.com).

## FOR SALE - East Toronto



### TORONTO, 68 Units Asking \$4,900,000

37- 1 bedroom units, 30 - 2 bedroom units and 1 - 3 bedroom unit. Same owner for over 30 years. Close to all amenities, located on a major street for excellent rental sign exposure. There's a bus stop just a few feet from the front entrance,

Laundry facilities on site, Fire retrofit complete, Huge 201' x 336' lot with Ample parking, New condominiums right across the street. Call our office for an Investment Information sheet and Rent Roll.

## FOR SALE - Central Toronto



### TORONTO, 29 Units Asking \$3,350,000

3.5 storey walk up, Built in the 1950's. Beautiful building in a phenomenal residential neighborhood, A+++ location, Rarely a vacancy! Amazing tenant profile with rents well below market value, large suites. 18 - bachelor units and 11 - 1

bedroom units. Thermal windows, new roof in 2004, Hydro paid by tenants. Call our office for an Investment Information sheet and Rent Roll or to book a walk through of the building.

**INTERESTED IN ADVERTISING  
IN OUR NEWSLETTER?**

**PLEASE CALL US FOR DETAILS**

**Joe Mysak**

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## Industry Professionals

### Accountant

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416-789-4846

## 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.

## Bed Bugs and Apartment Buildings

As the city's battle with beg bugs intensifies, many property owners are trying to find ways to prevent an infestation, while some are desperately trying to get rid of one. With the decreasing effectiveness of pesticides these apple seed-sized pests have become harder to kill then ever before.

Treatment for an outbreak of bed bugs in an apartment building can be particularly challenging, as bed bugs can spread to adjacent apartments, including those above and below the infested unit. For this reason, extermination efforts require co-ordination and co-operation among tenants. Although the name implies that they are only found in beds, the reality is that they can be found in any room in an apartment. The key to successful bed bug extermination is extreme attention to detail accompanied by a building education and prevention program.

Outlined below are some of the basic approaches for getting rid of bed bugs in an apartment building.

**Long-term spraying:** The bed bug exterminator works with those

residents that are experiencing a bed bug problem and any apartments that are adjacent to the infested unit. Pesticides that have a residual effect are used to kill bed bugs and bed bug eggs. The spray has to be applied to all furniture, mattresses, box spring and any other items in a room, with a focus on cracks and crevices. The pesticide must come in direct contact with the bed bugs and their eggs. Some bed bug sprays act as repellents, so they should be carefully chosen.

**Heat:** The apartment is heated to roughly 49°C to 52°C. At about 46°C, it takes 20 minutes to kill adult bugs and an hour for the eggs. The hot air is pumped for a few hours so heat reaches every crevice, including beneath floor boards and inside electrical sockets, where bugs tend to take refuge.

**Tenting and Fumigation:** This is where the entire building is tented and fumigated. This option is expensive and the least preferred approach although it can be highly effective when conducted for 12 hours or more. The downside of this approach is the toxicity of certain chemicals to humans.

Bed Bug pesticide dusts may also be used to provide lasting protection in the unit. The dust is a natural product that is often placed inside walls, in base-board gaps and around electrical and cable plates. The dust attaches to bed bugs and eventually kills them. It is applied in a thin layer in areas of an apartment that is suspected of housing bed bugs. Please note that it is always preferable for a pest control experts to apply any pesticides.

Go to: [www.bedbugregistry.com](http://www.bedbugregistry.com) to find out if any of your Tenants have reported a bed bug problem in your Apartment Building.



### FOR SALE - Roncesvalles, Toronto



**TORONTO, 3 Units plus 1 Store, Asking \$769,000**

Amazing investment opportunity in Roncesvalles Village consisting of 2 - 1 bedroom units, 1 - 2 bedroom unit and 1 store with 3 years remaining on the lease. Residential units have recently been renovated, Over 7% Cap rate, parking at rear of building, Highly visible corner location with great exposure and Starbucks right across the street. Call our office for the Buyers package or if you have any further questions.

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### FOR SALE - West Toronto



**TORONTO, 14 Units plus 3 commercial Asking \$2,100,000**

Fantastic Property with Long Established bakery business and Restaurant with LLBO for 40 seats. Price includes chattels and goodwill worth over \$300,000. Residential consists of 1 - bachelor unit, 5

- 1 bedroom units and 8 - 2 bedroom units. Built in 1955 with older addition, Lot size 161' x 100' plus a triangle of 30' x 80', Fire retrofit complete. Call our office today for an 8 page information package.



**Mysak Realty Inc. Brokerage**  
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[www.MysakRealty.com](http://www.MysakRealty.com)

## FOR SALE - St. Marys



**ST. MARY'S, 19 Units plus 4 stores, Asking \$1,435,000**

A chance to own a beautiful converted Opera House backing onto the Thames River in central St. Mary's. 5 -1 bedroom units, 12 - 2 bedroom unit , 2 - 3 bedrooms units and 4 Stores on the main floor. Breathtaking

views from all units on the backside of the building, incredible charm and stonework, a MUST see! Call our office for a 9 page information package about the property and surrounding area.

## FOR SALE - Oshawa



**OSHAWA, 16 Units + 4 stores, Only \$2,050,000**

Excellent investment opportunity. Well maintained and run building on very busy street. Residential units always rented, 2.5 -4.5 yrs commercial leases. 16 - 2 bedroom units. Ample Parking, each unit has its own washer and dryer, tenants

pay hydro, new roof in 2009, building has been retrofitted, Phase 1 environmental completed in 2005. Call our office to arrange a viewing or for our Investment Information Sheet and Rent Roll.

## FOR SALE - Tilbury



**TILBURY, 12 Units Asking \$660,000**

A rare opportunity to own a building in such immaculate condition. This 3 storey walk up was built by the present owner in 1973, all mechanics and cosmetics are in A+ condition, there's rarely a vacancy, this building will be maintenance free

for years to come! 6 - 1 bedroom units and 6 - 2 bedroom units, Great tenant profile with most of the tenants being retirees, ample parking for the tenants and laundry facilities on site.

## FOR SALE - West Toronto



**TORONTO, 4 Units Asking \$749,000**

Beautiful building on Busy King Street West with 1 - 1 bedroom unit, 2 - 2 bedroom units and 1 - 3 bedroom unit. Just a short commute to Downtown Toronto. Fantastic tenant profile, long term Tenants, RARELY a vacancy, pride

of ownership throughout, Potential for an extra unit in the basement, Each apartment has incredible character, currents rent are on the low side. Call our office for an appointment to view this property.

## SOLD in Summer 2010\*

410 Prospect Ave., St. Catharine's	12	12 units @ \$97,083/unit	\$1,165,000
38 Lambton Ave., Toronto	25	26 units @ \$63,600/unit	\$1,590,000
125 Vaughan Rd., Toronto	32	32 units @ \$78,427/unit	\$2,510,000
3370 Havenwood Dr., Mississauga	52	52 units @ \$102,404/unit	\$5,235,000
550 Westmount Rd. W., Kitchener	57	57 units @ \$68,421/unit	\$3,900,000
4 Trethewey Dr. & 3 Greentree Crt., Toronto	86	86 units @ \$60,465/unit	\$5,200,000
3875 Sheppard Ave. E., Scarborough	155	155 units @ \$87,742/unit	\$13,600,000

\* Source of Info RealTrack

### 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.

**The 2011 Residential Rent Increase Guideline is 0.7%**

## 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 your E-Mail address to [info@mysakrealty.com](mailto:info@mysakrealty.com) or call us at 416-767-5500

**SOLD - KITCHENER**



**SOLD SEPT. 2010, 11 Units**—Great location, Easy to maintain and manage.

**SOLD - TORONTO**



**SOLD SEPT. 2010, 24 Units** - Prime West End Location next to Humbertown Plaza.

**SOLD - BRANTFORD**



**SOLD AUG. 2010, 42 Units + 5 Stores** Immaculate property in Harmony Square

**FOR SALE - South Etobicoke**



**SOUTH ETOBICOKE 34 Units, Only \$2,800,000**  
 Fabulous opportunity to own two separately registered 3 storey walk up buildings in an excellent residential neighborhood. Close to shops, parks, public transportation and all amenities. 1 -bachelor unit, 18 - 1 bedrooms units, 15 - 2 bedroom units. Most of the units have been updated, building retrofitted in 2002, tenants pay hydro, laundry facilities on site and newer windows. Call our office for further information.

**FOR SALE - Thorold**



**THOROLD 14 Units, Asking \$669,000**  
 2 storey walk up in Downtown Thorold just minutes to Brock University, Niagara Falls and St. Catharine's. Good area and Great CAP rate. 14 - bachelor units. Recent Capital Improvements of \$107,000, we have a list available. Building has been Retrofitted, tenants pay hydro, laundry facilities on site. Call our office for further information or to book an appointment to view the property.

*Our Team ...*



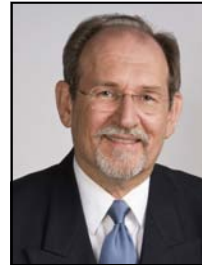
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