



Commercial & Investment Real Estate Report

Property Management Made Easier

The most time consuming aspect of Real Estate investment for small property investors is property management. This is a sweeping description for all the mundane day-to-day items that Landlords deal with including: credit checks, leases, rent collection, and handling maintenance requests. Hiring a property management firm can cut into your profits but can offer value, especially if Landlords are out-of-town or are looking for a passive investment. I have worked with some reputable property management firms in the past that I would not hesitate to recommend. If you would like a referral, please contact me.

The reality is that most investment property owners choose to handle the majority of property management tasks themselves. A company that is making self-management easier is www.PropertyVista.com. The basic service is free with a nominal charge for advanced functions. Some of Property Vista's key features include:

- instant access for Landlords to Equifax credit checks.
- Owners can build their own property websites without the aid of a web designer.
- Tenants can report maintenance issues on your website.
- Tenants can apply online for rentals and pay rent electronically through debit or Visa.
- Tenants can use the portal to update payment options and change personal information.

A few other property management tips:

- Have a good Lease Agreement! Although it is always a good idea to have a lawyer draft, or at least review, your lease agreement, there are a number of lease clauses that I have that could have a positive effect on your profit when the time comes to sell. Please contact me for details.
- Always obtain credit checks on Tenants. Banks are now looking for this information when financing mortgages.
- Negotiate Net leases with commercial tenants. Tenants should be paying all the commercial realty taxes assessed against the building including BIA levies and a proportionate share of the building insurance, all utilities and

maintenance. In addition, many Landlords are charging a 15% management fee on top of these expenses.

Here are some convenient links for property owners:

- For residential Landlord and Tenant information including forms like termination notices and rental increases: www.ltb.gov.on.ca
- For access to the new zoning by-law 569-2013 which affects all of Toronto go to this website where you can look-up your property and use other interactive tools: www.Toronto.ca/zoning
- For information on Fire/Safety Retrofit for mixed use buildings: www.thefireguy.ca

This Map, produced by the Toronto Real Estate Board - Commercial Division in 2013, demonstrates strong sales of condominium units in the Lower West End of Toronto. Regardless of the future prospects of the condo market, the added density should translate to a greater demand for retail and services. This continued demand should mean higher rental rates resulting in stable growth in investment real estate values.



Don Mulholland's Fall Real Estate Activity:



225 Geary Ave.

Asking Price: \$849,000

- 6,000 sf industrial bldg.
- Divided in to 3 sep. units.
- Can be vacant on closing.
- Income potential for investor - \$65,000 Net!



1410 Dundas St. W

Asking Price: \$1,375,000

- Contemporary retail & 3 bdrm apt w/ huge garage
- 2,170 sf of superbly reno'd modern space.
- live/work or investment.



1438 Dundas St. W.

Asking Price: \$1,475,000

- 3,103 sf storefront w/ 2 apts. & garage/studio.
- Approx. \$70K Net Income
- Successful restaurant on main floor & bsmt.



240 Sterling Rd.

Asking Price: \$1,375,000

- The Ultimate Live/Work - Commercial Loft Space.
- 3,550 sf reimagined industrial building.
- 16' ceilings, green roof.



1052 Queen St. W.

Asking Price: \$1,269,000

- 2,217 above grade plus high bsmt & pkg off lane.
- Zoned for retail plus apt.
- Prime location just West of Ossington.



179 Avenue Road

Asking Price: \$3,300 Net

- 865 sq. ft. plus finished abv grade lower level.
- At Davenport Rd.
- Currently catering use, suits retail/services too.



1516 Dundas St. W

Asking: \$3250/Net

- Restaurant space w/ finished lower level
- Existing equipment is available to the Tenant during the Lease.



2104 Dundas St. W.

Sold Price: \$639,000

- 1,800 sf w/ 16.3' frontage
- Storefront w/ 2 bdrm apt. above & pkg off lane
- Located in emerging area near Howard Park Ave.



3345 Dundas St. W.

Sold Price: \$700,000

- 2,500 sf w/ finished 500 sf structure at rear.
- Licensed restaurant w/ apt. above.
- Equipment incl. in price.



604-618 Richmond W.

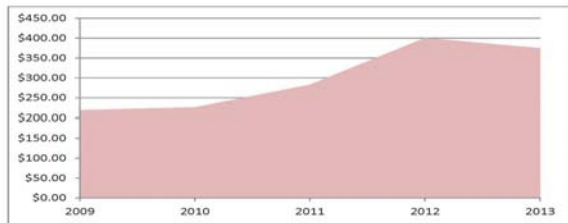
Sold Price: \$9,300,000

- 156' of frontage just East of Bathurst St.
- Land Assembly comprised of 7 properties zoned for condo development.

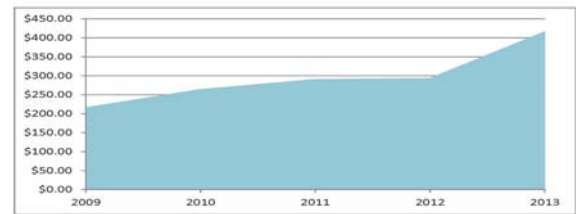
Don Mulholland is a proud member of the following organizations:



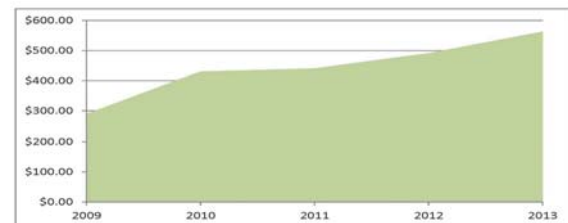
Dundas Street West



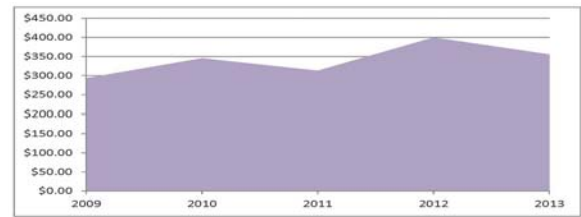
Bloor Street West



Queen Street West



College Street



The graphs above show the average sale per square foot of existing building above grade for property sales reported on MLS® between Spadina & Dufferin and are used to illustrate year over year change. Sales prices vary by block. Many factors affect property values such as location, size, configuration, use, taxes, operating expenses and the condition of the property. Please call me for the latest information relevant to the pricing of your property.