

## Co-Ownerships Reinvented

By Bruno Howard



A Toronto developer, Mentor Properties Inc. claims to have solved the past problems of co-ownerships. In the past, co-ownerships have had difficulties in obtaining individual financing because of title issues. According to Earl Robinson, C.E.O. of Mentor Properties Inc., "we have registered the first co-ownership in Toronto in 14 years. In doing so, we have been able to provide individual suite descriptions similar to legal descriptions ascribed to condominium units. This is a first for any co-ownership development in Toronto," he says. The company has also obtained from the Land Titles Registrar of Ontario, an individual Property Identification Number (P.I.N.) for each suite,

similar to what condominiums receive and further, a separate deed for each suite. According to Mr. Robinson, "this allows lenders to accurately register their mortgage on the suite they are lending against, and lawyers to more easily search title. These are major improvements that no other co-ownership has ever been able to get". Their latest development, Sedona Place Residences, is conveniently located at 5949 Yonge Street just north of the Finch subway station. "We've used our 18 years of development experience to restore this building. We spent over \$1.8 million on the windows, bricks, balcony doors, railings, concrete slabs, roof, asphalt, boilers, hallways and suite interiors to ensure a worry-free and comfortable lifestyle for our homeowners," says Andrei Kovlagine, the company's Construction Supervisor. Homeowner suites are priced from only \$124,900 for 1 bedroom suites (650sq.ft.) and \$151,900 for 2 bedroom and den suites (936sq.ft.) That's only \$162/sq.ft. Standard finishes are: granite counter tops, crown mouldings, European styled solid wood cabinetry and hardwood floors." Competing projects, existing and new are priced in excess of \$250/sq ft, "says

Paulette Zander a real estate agent with Graydon Hill Realty, who is recognized as the leading expert in co-ownerships. Investor suites are more simple but stylishly renovated and are available from \$104,900 for 1 bedrooms (680 sq.ft.) and \$127,900 for 2 bedrooms (1,005 sq.ft.) . Mentor has pre-arranged 85% financing for qualified investors and 90% for homeowners at 4.60% for a 5 year term. The company says that all investor suites are currently rented and offer investors potential returns in excess of 12%. "In today's volatile investment market, Sedona Place offers investors a safe way to own affordable, well located real estate with positive cash flow," says Mr. Robinson. The company has surprisingly escaped the vacancy and declining rent problems other condo investors are facing today. "Our 1 bedroom renovated suites need only to rent for \$870/month to break even, unlike condos that need \$1,300," he says. Mr. Robinson's advice in today's market is simple: "Make sure any real estate investment you consider will provide positive cash flow with 15% down. If it doesn't, don't buy it!" That may seem like an impossible task.....except of course at Sedona Place Residences.