

## 511B Glenelm Crescent

511B Glenelm Crescent  
Waterloo, Ontario, N2L 5C7

**\$264,900**

**\$24,000+ Gross Annual Income Potential**

**Class A4 Rental Licensed Home**

**Oversized Bedrooms, Spacious Common Areas**

**Ideal for Entry Level Investor or Parent Purchaser**

Presented by

**Royal LePage Grand Valley Realty**

**Mike Milovick**

**519 745-7000**

**mike@teammilovick.com**

**15C**

**370 Highland Road West**

**Kitchener, Ontario**

**ROYAL LEPAGE**  
Grand Valley Realty  
INDEPENDENTLY OWNED AND OPERATED



# 511B Glenelm Crescent

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 Waterloo, Ontario, N2L 5C7



Income, Expenses & Cash Flow		Property Overview		
Potential Rental Income	\$ 24,000	Purchase/Asking Price	\$ 264,900	Property Type
Other Income		Improvements		No. of Units
Total Vacancy and Credits	(480)	Other	3,115	Price Per Unit
Operating Expenses	\$ (9,081)	Closing Costs	2,600	Total Sq Ft
Net Operating Income (NOI)	<b>\$ 14,439</b>	Finance Points		Price Per Sq Ft
				Income per Unit
		<b>Total Acquisition Cost</b>	<b>\$ 270,615</b>	Expenses per Unit
Debt Service:	\$ (11,548)			\$ (2,270)
<b>Cash Flow Before Taxes</b>	<b>\$ 2,891</b>	Mortgage (s)	\$ 211,920	
		Down Payment / Investment	<b>\$ 58,695</b>	

Assumptions		Loan Information		
Rental Growth Rate:	2.90%	Down Payment:	\$ 58,695	% of Asking
Expense Growth Rate:	1.00%	Initial Loan Balance:	\$ 211,920	% of Cost
Appreciation Rate	3.00%			
		<u>Loan Amount</u>	<u>Interest Rate</u>	<u>Term</u>
		\$ 211,920	3.59%	30
				<u>Payment</u>
				\$962

Financial Measurements	Year 1	Year 3	Year 7	Notes / Discussion
Debt Coverage Ratio (DCR)	1.25	1.35	1.57	
Loan-to-Value Ratio (LVR)	76.2%	68.9%	55.4%	
Capitalization Rate Based on Cost	5.34%	5.76%	6.70%	
Capitalization Rate Based on Resale Price	5.29%	5.39%	5.57%	
Gross Rent Multiplier	11.04	11.39	11.44	
Net Present Value (NPV) - B/ Taxes	6.00%	(7,580)	13,926	52,402
Cash on Cash Return - Before Taxes		<b>4.93%</b>	<b>6.89%</b>	<b>11.22%</b>
Internal Rate of Return - Before Taxes			<b>14.15%</b>	<b>17.38%</b>
Modified Internal Rate of Return - Before Taxes			<b>13.55%</b>	<b>15.58%</b>

**Disclaimer: All information presented is believed to be accurate.**

The information, calculations and data presented in this report are believed to be accurate but are not guaranteed. The information contained in this report shall not be considered as a substitution for legal, accounting or other professional advice. Please seek proper legal and tax advice as appropriate before making investments.

Rental Activity Analysis	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Potential Rental Income</b>	\$ 24,000	\$ 24,696	\$ 25,412	\$ 26,149	\$ 26,907
Less: Vacancy & Credit Losses	(480)	(494)	(508)	(523)	(538)
<b>Effective Gross Income</b>	\$ 23,520	\$ 24,202	\$ 24,904	\$ 25,626	\$ 26,369
Less: Operating Expenses	(9,081)	(9,195)	(9,310)	(9,427)	(9,546)
<b>Net Operating Income (NOI)</b>	\$ 14,439	\$ 15,007	\$ 15,594	\$ 16,199	\$ 16,823
Less: Annual Debt Service	(11,548)	(11,548)	(11,548)	(11,548)	(11,548)
<b>CASH FLOW Before Taxes</b>	\$ 2,891	\$ 3,460	\$ 4,046	\$ 4,651	\$ 5,275

Property Resale Analysis	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Projected Sales Price</b>	\$ 272,847	\$ 281,032	\$ 289,463	\$ 298,147	\$ 307,092
Less: Selling Expenses	(13,642)	(14,052)	(14,473)	(14,907)	(15,355)
<b>Adjusted Projected Sales Price</b>	\$ 259,205	\$ 266,981	\$ 274,990	\$ 283,240	\$ 291,737
Less: Mortgage(s) Balance Payoff	(207,915)	(203,764)	(199,461)	(195,001)	(190,379)
<b>SALE PROCEEDS Before Taxes</b>	\$ 51,290	\$ 63,217	\$ 75,529	\$ 88,239	\$ 101,358

Cash Position	Year 1	Year 2	Year 3	Year 4	Year 5
Cash Generated in Current Year	\$ 2,891	\$ 3,460	\$ 4,046	\$ 4,651	\$ 5,275
Cash Generated in Previous Years	n/a	2,891	6,351	10,398	15,049
Cash Generated from Property Sale	51,290	63,217	75,529	88,239	101,358
Original Initial Investment	(58,695)	(58,695)	(58,695)	(58,695)	(58,695)
<b>Total Potential CASH Generated</b>	\$ (4,513)	\$ 10,874	\$ 27,233	\$ 44,593	\$ 62,988

Financial Measurements	Year 1	Year 2	Year 3	Year 4	Year 5
Debt Coverage Ratio (DCR)	1.25	1.30	1.35	1.40	1.46
Loan-to-Value Ratio (LVR)	76.2%	72.5%	68.9%	65.4%	62.0%
Capitalization Rate Based on Cost	5.34%	5.55%	5.76%	5.99%	6.22%
Capitalization Rate Based on Resale Price	5.29%	5.34%	5.39%	5.43%	5.48%
Gross Rent Monthly Multiplier (GRM)	132.45	136.56	136.69	136.82	136.95
Gross Rent Yearly Multiplier (GRM)	11.04	11.38	11.39	11.40	11.41
Value of Property Using this GRM	12.00	288,000	296,352	304,946	313,790
Break-Even Ratio	85.95%	83.99%	82.08%	80.21%	78.39%
Operating Expense Ratio	38.61%	37.99%	37.38%	36.79%	36.20%
Net Present Value (NPV) - Before Taxes	6.00%	(7,580)	3,376	13,926	24,088
<b>Cash-on-Cash Return with Equity</b>	<b>-7.69%</b>	30.00%	25.88%	22.99%	20.85%
<b>Cash-on-Cash Return - Before Taxes</b>	<b>4.93%</b>	5.89%	6.89%	7.92%	8.99%
<b>Internal Rate-of-Return (IRR) - Before Taxes</b>	<b>-7.69%</b>	9.07%	14.15%	16.14%	16.98%
<b>Modified Internal Rate-of-Return (MIRR) - Before Taxes</b>	<b>-7.69%</b>	8.87%	13.55%	15.18%	15.70%

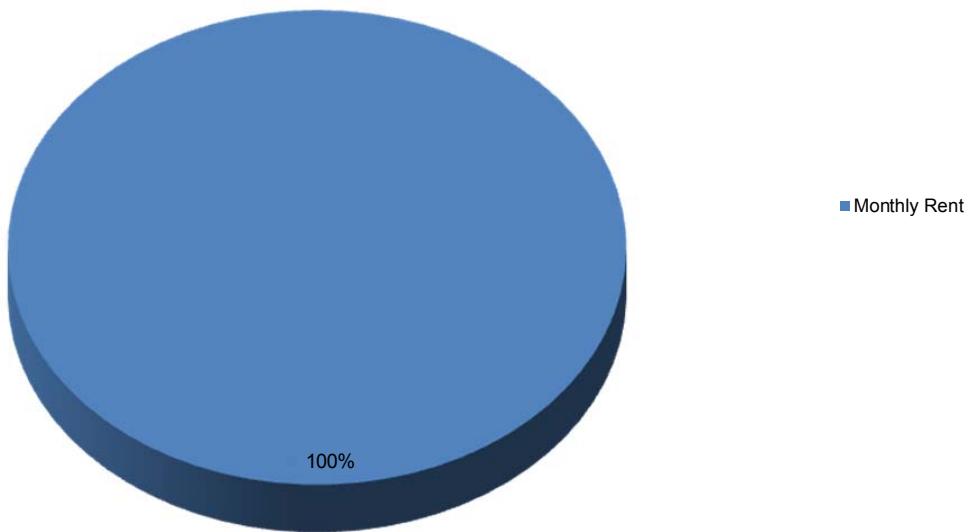
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**Rent Roll Summary**

Mike Milovick  
519 745-7000

Unit Description	Number of Units	Per unit Sq Ft	Total Sq Ft	Percent of Total	Monthly Rev/ Sq Ft	Rent Per Unit	Monthly Rent	Annual Rent
Monthly Rent	4					\$ 500	\$ 2,000	\$ 24,000
<b>Totals</b>	<b>4</b>					<b>500</b>	<b>\$ 2,000</b>	<b>\$ 24,000</b>

**Unit Mix**

**511B Glenelm Crescent**

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# Annual Expenses



Mike Milovick  
519 745-7000

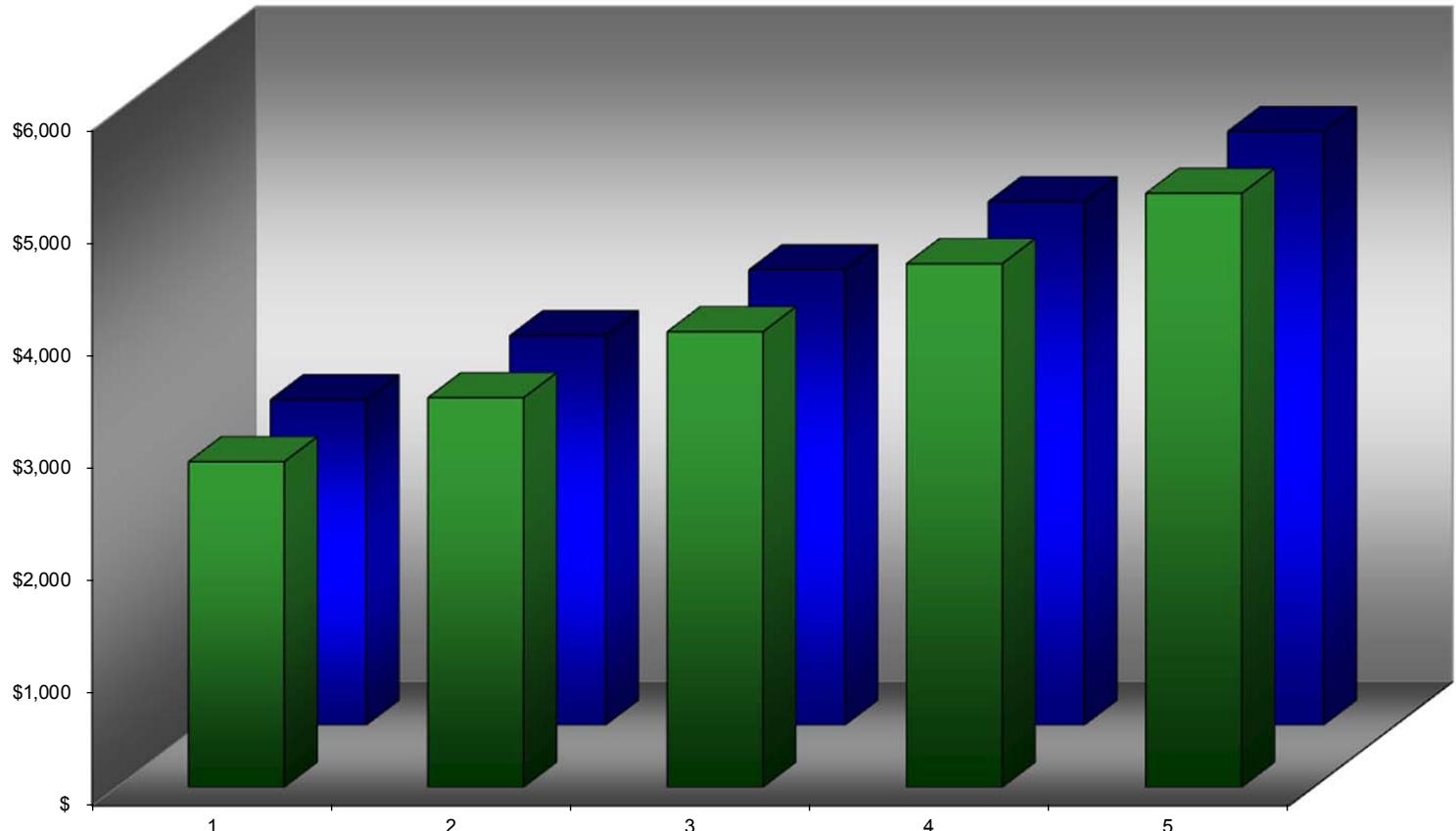
Expense Description	Annual Amount	Annual Increase	Per Unit	Per Sq Ft	% of Expenses	% of Revenue
Insurance	1,653	1.0%	413.25		18.2%	7.0%
Landscaping	500	1.0%	125.00		5.5%	2.1%
Rental License Renewal	326	1.0%	81.50		3.6%	1.4%
Snow Removal	500	1.0%	125.00		5.5%	2.1%
Management Fee	1,200		300.00		13.2%	5.1%
Property Taxes	2,359	1.0%	589.75		26.0%	10.0%
Gas	819	1.0%	204.64		9.0%	3.5%
Electricity	1,162	1.0%	290.51		12.8%	4.9%
Water	562	1.0%	140.59		6.2%	2.4%
<b>Total Annual Operating Expenses</b>	<b>\$ 9,081</b>		<b>\$ 2,270</b>		<b>100.0%</b>	<b>38.6%</b>

## Annual Property Operating Data

	<b>Year 1</b>	<b>Sq Ft</b>	<b>Per Unit</b>	<b>Year 2</b>	<b>Sq Ft</b>	<b>Per Unit</b>	<b>Year 3</b>	<b>Sq Ft</b>	<b>Per Unit</b>	<b>Year 4</b>	<b>Sq Ft</b>	<b>Per Unit</b>	<b>Year 5</b>	<b>Sq Ft</b>	<b>Per Unit</b>		
<b>Potential Rental Income</b>	\$ 24,000	500.00		\$ 24,696	0.00	514.50	\$ 25,412		529.42	\$ 26,149		544.77	\$ 26,907		560.57		
Less: Vacancy & Credit Losses	(480)	-10.00		(494)	0.00	-10.29	(508)		-10.59	(523)		-10.90	(538)		-11.21		
<b>Effective Gross Income</b>	<u>\$ 23,520</u>	490.00		<u>\$ 24,202</u>	0.00	504.21	<u>\$ 24,904</u>		518.83	<u>\$ 25,626</u>		533.88	<u>\$ 26,369</u>		549.36		
<b>Operating Expenses</b>																	
Insurance	1,653	34.44		1,670	34.78		1,686	35.13		1,703	35.48		1,720	35.84			
Landscaping	500	10.42		505	10.52		510	10.63		515	10.73		520	10.84			
Rental License Renewal	326	6.79		329	6.86		333	6.93		336	7.00		339	7.07			
Snow Removal	500	10.42		505	10.52		510	10.63		515	10.73		520	10.84			
Management Fee	1,200	25.00		1,235	25.73		1,271	26.47		1,307	27.24		1,345	28.03			
Property Taxes	2,359	49.15		2,383	49.64		2,406	50.13		2,430	50.64		2,455	51.14			
Gas	819	17.05		827	17.22		835	17.40		843	17.57		852	17.75			
Electricity	1,162	24.21		1,174	24.45		1,185	24.70		1,197	24.94		1,209	25.19			
Water	562	11.72		568	11.83		574	11.95		579	12.07		585	12.19			
<b>Total Operating Expenses</b>	<u>\$ 9,081</u>	189.19		<u>\$ 9,195</u>		191.55	<u>\$ 9,310</u>		193.96	<u>\$ 9,427</u>		196.40	<u>\$ 9,546</u>		198.88		
<b>Net Operating Income (NOI)</b>	<u>\$ 14,439</u>	300.81		<u>\$ 15,007</u>			312.66			<u>\$ 15,594</u>	324.87		<u>\$ 16,199</u>	337.48		<u>\$ 16,823</u>	350.48
Less: Annual Debt Service	(11,548)	-240.57		(11,548)			-240.57			(11,548)	-240.57		(11,548)	-240.57		(11,548)	-240.57
<b>Cash Flow Before Taxes</b>	<u>\$ 2,891</u>	60.24		<u>\$ 3,460</u>			72.08			<u>\$ 4,046</u>	84.30		<u>\$ 4,651</u>	96.90		<u>\$ 5,275</u>	109.90

# Cash Flow Projections

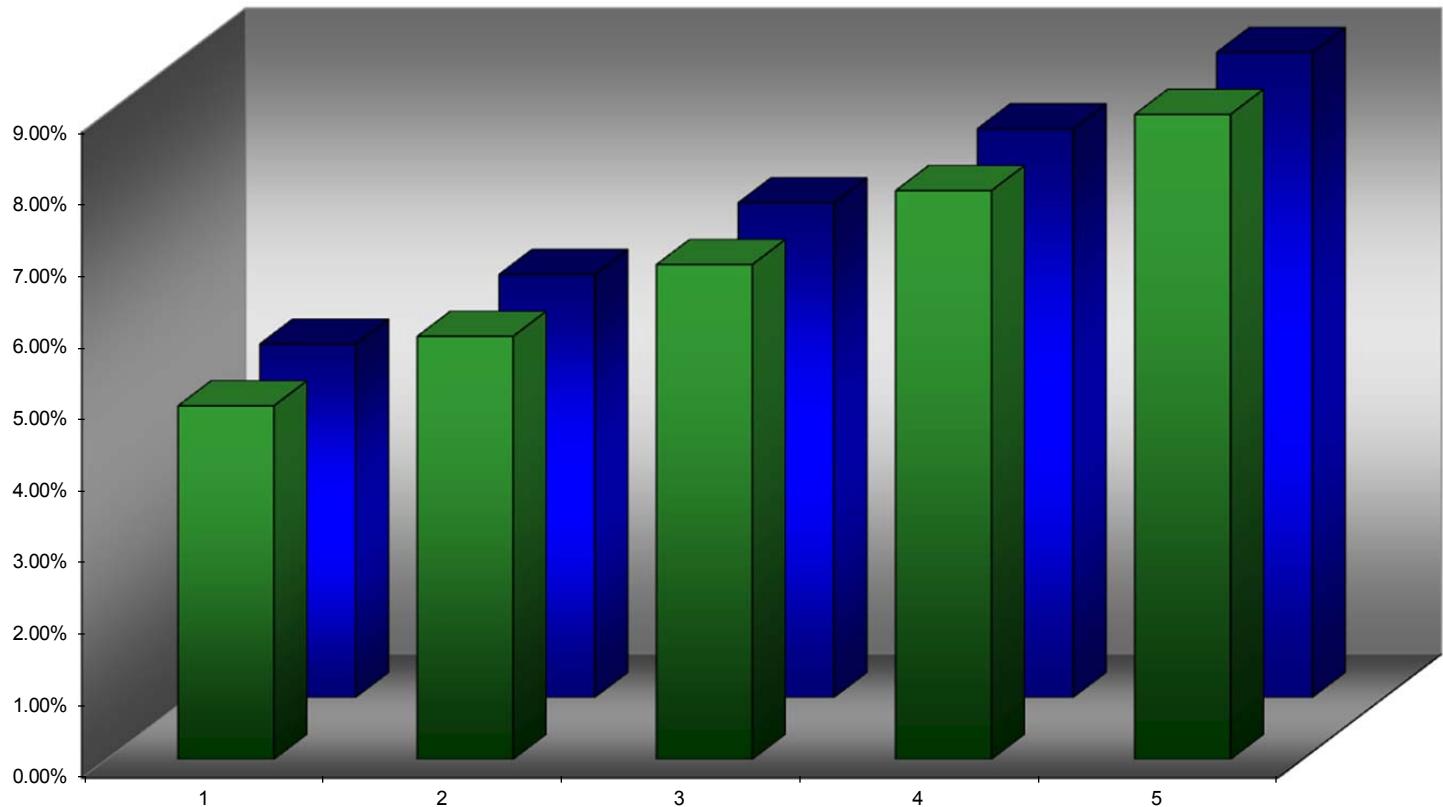
 Cash Flow After Taxes  
 Cash Flow Before Taxes



Time Period	Net Operating Income	MIP Payments	Debt Service	Cash Flow Before Tax	Incomes Taxes	Cash Flow After Tax
Int Investment				\$ (58,695)		\$ (58,695)
Year 1	14,439	-	(11,548)	2,891	-	2,891
Year 2	15,007	-	(11,548)	3,460	-	3,460
Year 3	15,594	-	(11,548)	4,046	-	4,046
Year 4	16,199	-	(11,548)	4,651	-	4,651
Year 5	16,823	-	(11,548)	5,275	-	5,275

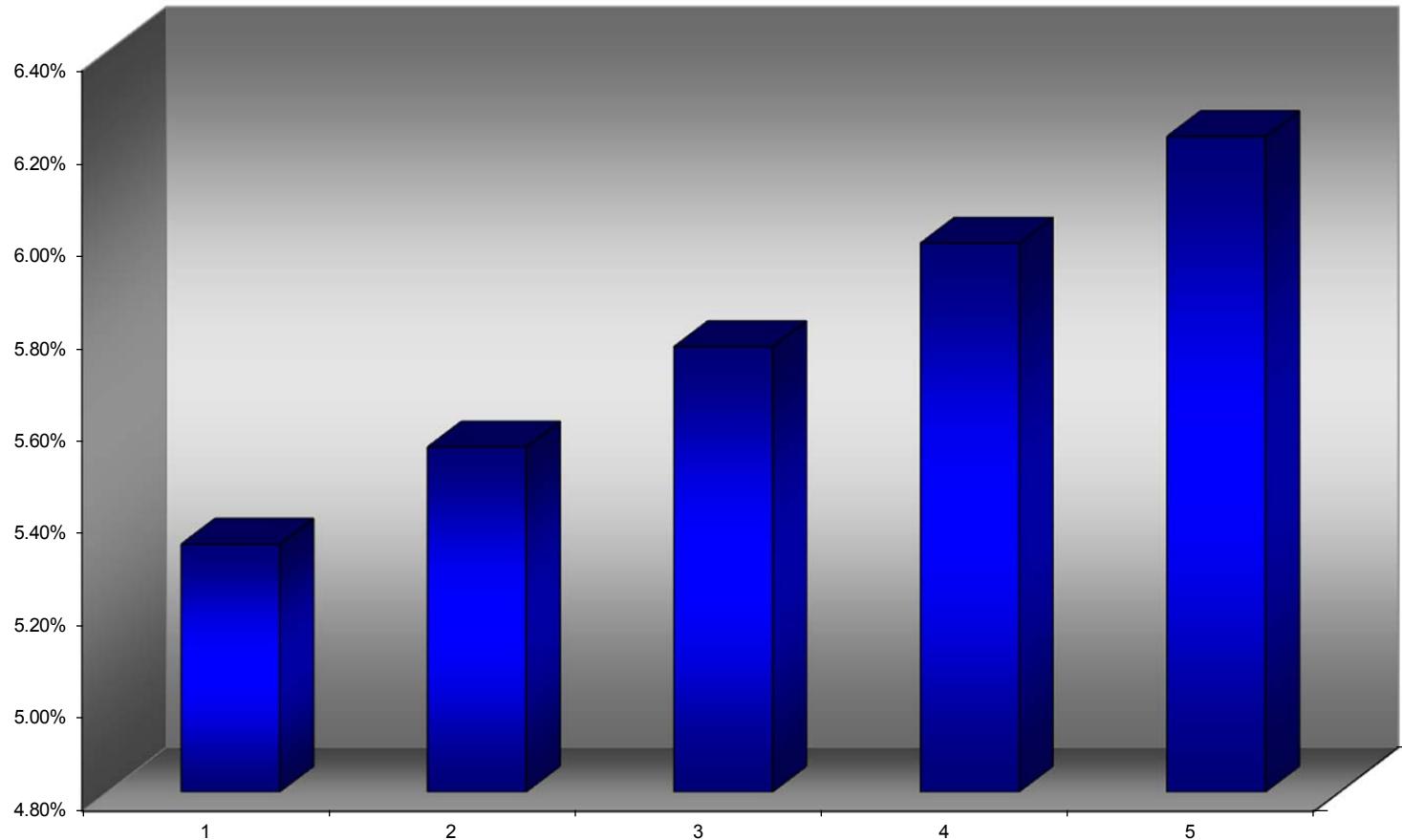
# Cash on Cash Return

■ After Taxes  
■ Before Taxes

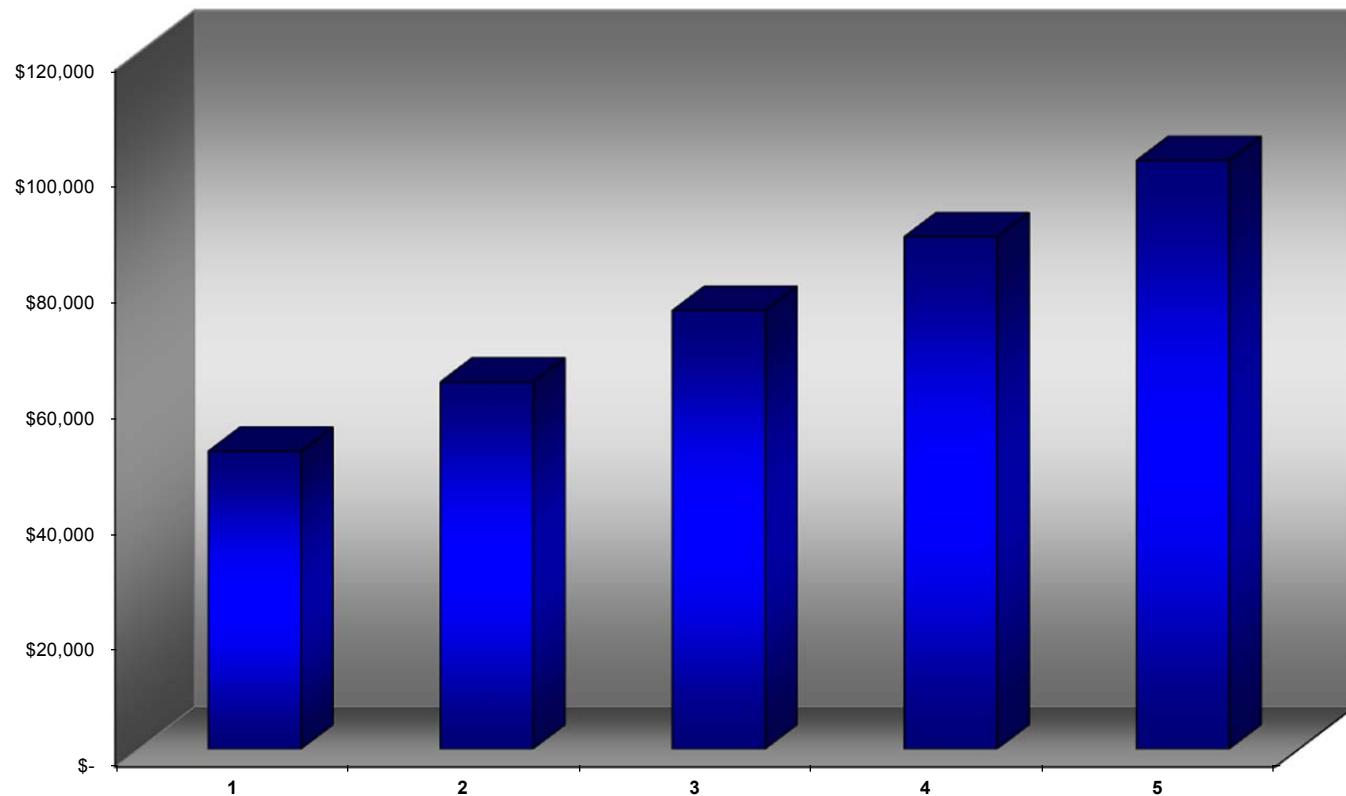


Time	Initial Investment		Cash Flow		Cash on Cash		Income		Cash Flow		Cash on Cash	
Period	Adj for Refinance		Before Taxes		Before Taxes		Taxes		After Taxes		After Taxes	
Year 1	\$	58,695	\$	2,891	4.93%	\$		\$	2,891	4.93%		
Year 2		58,695		3,460	5.89%		-		3,460	5.89%		
Year 3		58,695		4,046	6.89%		-		4,046	6.89%		
Year 4		58,695		4,651	7.92%		-		4,651	7.92%		
Year 5		58,695		5,275	8.99%		-		5,275	8.99%		

# Capitalization Rate

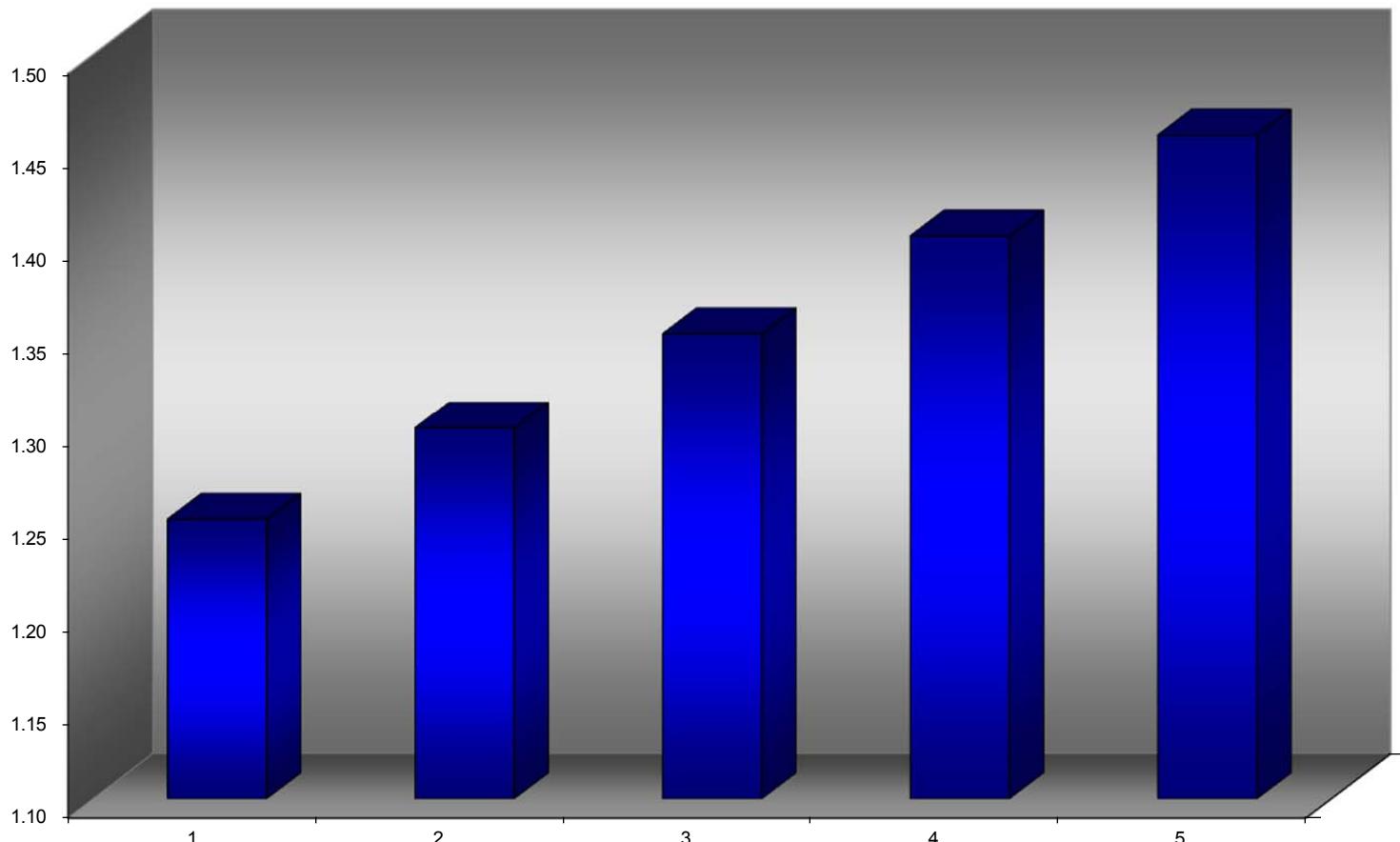


Time Period	Net Operating Income (NOI)	\$ 270,615	Cap Rate on Cost	Resale Value
Year 1	\$ 14,439	5.34%	\$ 272,847	
Year 2	15,007	5.55%		281,032
Year 3	15,594	5.76%		289,463
Year 4	16,199	5.99%		298,147
Year 5	16,823	6.22%		307,092



Time	Projected Adj	Projected	Refi Proceeds	Mortgage(s)	Sale Proceeds	Income Taxes	Sale Proceeds	Property	Year / Year
Period	Resale Value	Increase	(if any)	Balance Payoff	Before Taxes	From Sale	After Taxes	Equity	Equity Increase
Year 1	\$ 259,205	-2.15%	\$	\$ (207,915)	\$ 51,290	\$	\$ 51,290	\$ 51,290	\$ (7,405)
Year 2	266,981	3.00%	-	(203,764)	63,217	-	63,217	63,217	11,927
Year 3	274,990	3.00%	-	(199,461)	75,529	-	75,529	75,529	12,312
Year 4	283,240	3.00%	-	(195,001)	88,239	-	88,239	88,239	12,709
Year 5	291,737	3.00%	-	(190,379)	101,358	-	101,358	101,358	13,120

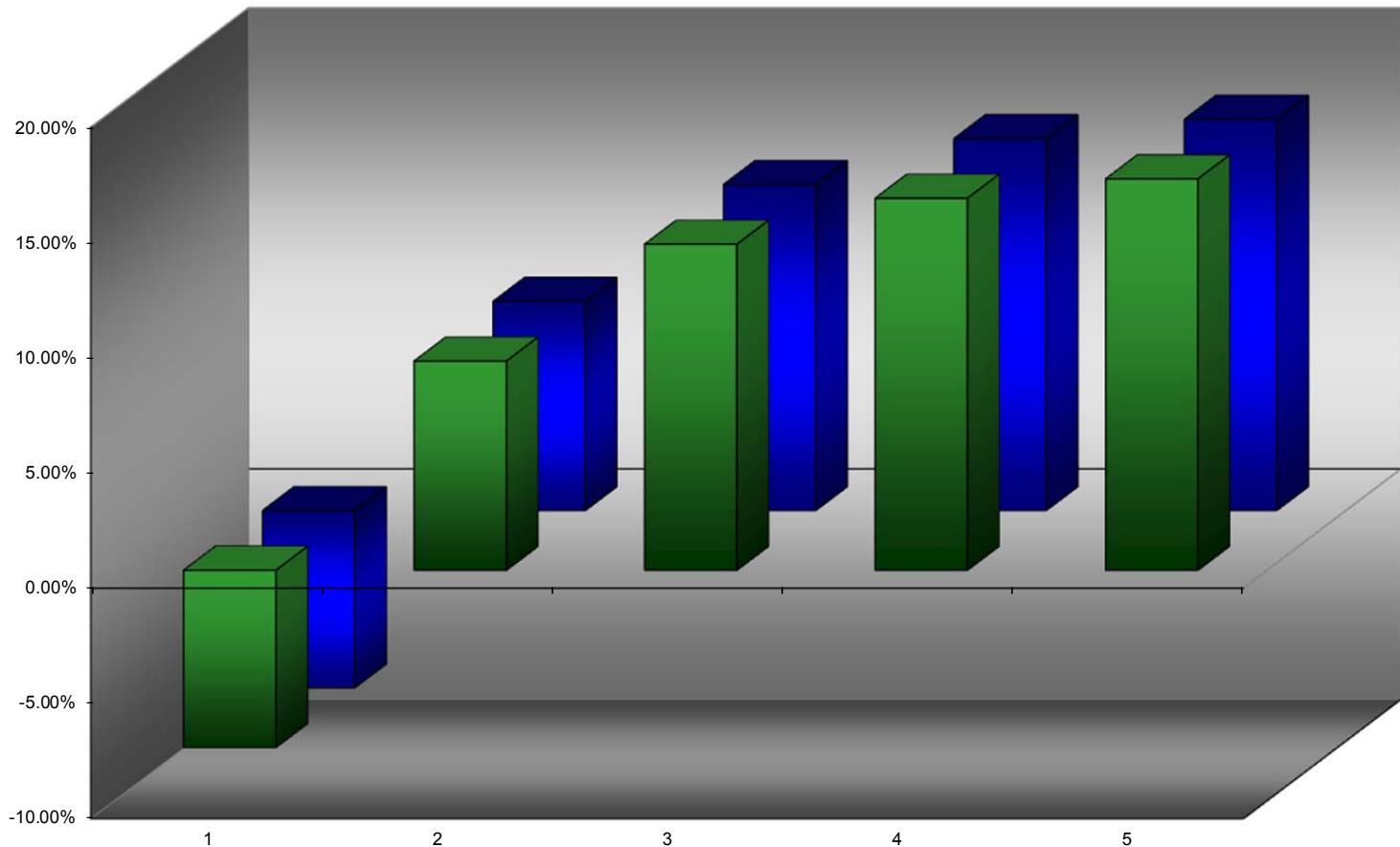
## Debt Coverage Ratio



Time Period	Net Operating Income		Mortgage Payments	Debt Coverage Before Taxes
Year 1	\$ 14,439	\$ (11,548)		1.25
Year 2	\$ 15,007	\$ (11,548)		1.30
Year 3	\$ 15,594	\$ (11,548)		1.35
Year 4	\$ 16,199	\$ (11,548)		1.40
Year 5	\$ 16,823	\$ (11,548)		1.46

# Internal Rate of Return

 IRR After Tax  
 IRR Before Tax



Time Period	Internal Rate of Return (IRR)	
	Before Taxes	After Taxes
Year 1	-7.69%	-7.69%
Year 2	9.07%	9.07%
Year 3	14.15%	14.15%
Year 4	16.14%	16.14%
Year 5	16.98%	16.98%

# Input Data Screen

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<b>I. Rental Income &amp; Expenses</b>																																																																			
<b>Rental Income / Rent Roll:</b> <input style="float: right;" type="button" value="Enter Rent Roll"/>		<b>Operating Expenses:</b> <input style="float: right;" type="button" value="Enter Expenses"/>																																																																	
<b>II. Property Costs &amp; Characteristics</b>																																																																			
Select Property Type from Drop-Down Menu: <input style="float: right;" type="button" value="Multi-Family"/>																																																																			
<b>Purchase Price of Property:</b>		<b>Contract Purchase Price</b> <input type="text" value="\$ 264,900"/> Initial Improvements <input type="text"/> Closing Costs <input type="text" value="2,600"/> Land Transfer Tax <input type="text"/> Other Initial Costs <input type="text" value="2,449"/> % of Cost Allocated to Land <input type="text" value="666"/> % of Cost Allocated to Land <input type="text" value="20.00%"/> <input type="text" value="\$ 270,615"/>																																																																	
<b>Reserves &amp; Specific Improvements</b> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 25%;">Description</td> <td style="width: 25%;">Amount</td> <td style="width: 25%;">Select Year</td> <td style="width: 25%;">Increase FMV?</td> </tr> <tr> <td><input type="text"/></td> <td><input type="text" value="\$"/></td> <td><input type="button" value="1"/></td> <td><input type="button" value="No"/></td> </tr> <tr> <td><input type="text"/></td> <td><input type="text" value="\$"/></td> <td><input type="button" value="1"/></td> <td><input type="button" value="No"/></td> </tr> <tr> <td><input type="text"/></td> <td><input type="text" value="\$"/></td> <td><input type="button" value="1"/></td> <td><input type="button" value="No"/></td> </tr> <tr> <td><input type="text"/></td> <td><input type="text" value="\$"/></td> <td><input type="button" value="1"/></td> <td><input type="button" value="No"/></td> </tr> <tr> <td><input type="text"/></td> <td><input type="text" value="\$"/></td> <td><input type="button" value="1"/></td> <td><input type="button" value="No"/></td> </tr> <tr> <td><input type="text"/></td> <td><input type="text" value="\$"/></td> <td><input type="button" value="1"/></td> <td><input type="button" value="No"/></td> </tr> <tr> <td><input type="text"/></td> <td><input type="text" value="\$"/></td> <td><input type="button" value="1"/></td> <td><input type="button" value="No"/></td> </tr> <tr> <td><b>Total</b></td> <td><b><input type="text" value="\$"/></b></td> <td><b><input type="button" value="1"/></b></td> <td><b><input type="button" value="No"/></b></td> </tr> </table>				Description	Amount	Select Year	Increase FMV?	<input type="text"/>	<input type="text" value="\$"/>	<input type="button" value="1"/>	<input type="button" value="No"/>	<input type="text"/>	<input type="text" value="\$"/>	<input type="button" value="1"/>	<input type="button" value="No"/>	<input type="text"/>	<input type="text" value="\$"/>	<input type="button" value="1"/>	<input type="button" value="No"/>	<input type="text"/>	<input type="text" value="\$"/>	<input type="button" value="1"/>	<input type="button" value="No"/>	<input type="text"/>	<input type="text" value="\$"/>	<input type="button" value="1"/>	<input type="button" value="No"/>	<input type="text"/>	<input type="text" value="\$"/>	<input type="button" value="1"/>	<input type="button" value="No"/>	<input type="text"/>	<input type="text" value="\$"/>	<input type="button" value="1"/>	<input type="button" value="No"/>	<b>Total</b>	<b><input type="text" value="\$"/></b>	<b><input type="button" value="1"/></b>	<b><input type="button" value="No"/></b>																												
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<b>III. Resale Valuation Method</b>																																																																			
Choose Resale Method <input type="checkbox"/> Enter FMV and Use One Appreciation Rate for All Years <input type="checkbox"/> Enter FMV and Enter Different Annual Appreciation Rates <input type="checkbox"/> Use Cap Rate Based on Current Year's NOI <input type="checkbox"/> Use Cap Rate Based on Following Year's NOI		<b>Current Fair Market Value (FMV):</b> <input type="text" value="\$ 264,900"/> <b>Enter Property's Appreciation Rate</b> <input type="text" value="3.00%"/> <b>Future Selling Expense (% of Selling Price):</b> <input type="text" value="5.00%"/>																																																																	
<b>IV. Financing</b>																																																																			
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 25%;"><input type="button" value="Use % on Contract Price"/></td> <td style="width: 25%;"><input type="button" value="Mortgage #1"/></td> <td style="width: 25%;"><input type="button" value="Mortgage #2"/></td> <td style="width: 25%;"><input type="button" value="Mortgage #3"/></td> </tr> <tr> <td>Down Payment Percentage <input type="text" value="20%"/></td> <td>20.0%</td> <td></td> <td></td> </tr> <tr> <td>Amount Borrowed or Assumed: <input type="text" value="\$ 211,920"/></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Interest Rate: <input type="text" value="3.590%"/></td> <td><input type="button" value="Enter Loan Rate"/></td> <td><input type="button" value="Enter Loan Rate"/></td> <td></td> </tr> <tr> <td>Term / Remaining Term of Loan (In Months): <input type="text" value="360"/></td> <td>360</td> <td>360</td> <td>360</td> </tr> <tr> <td>Interest Calculation Type: <input type="button" value="Simple Interest"/></td> <td><input type="button" value="Simple Interest"/></td> <td><input type="button" value="Simple Interest"/></td> <td></td> </tr> <tr> <td>Start Month: <input type="button" value="Month 1"/></td> <td><input type="button" value="Month 1"/></td> <td><input type="button" value="Month 1"/></td> <td></td> </tr> <tr> <td>Start Year: <input type="button" value="Year 1"/></td> <td><input type="button" value="Year 1"/></td> <td><input type="button" value="Year 1"/></td> <td></td> </tr> <tr> <td>Refinance Mortgage #1 or #2? <input type="button" value="No - New Loan"/></td> <td><input type="button" value="No - New Loan"/></td> <td><input type="button" value="No - New Loan"/></td> <td></td> </tr> <tr> <td>Additional Monthly Payment: <input type="text"/></td> <td><input type="text"/></td> <td><input type="text"/></td> <td></td> </tr> <tr> <td>Finance Points <input type="checkbox"/> Yes <input type="checkbox"/> No</td> <td>Loan Origination Points <input type="text" value="-"/></td> <td><input type="text"/></td> <td><input type="text" value="-"/></td> </tr> <tr> <td colspan="4" style="text-align: center;">Loan Origination Points (In Dollars) <input type="text"/> <input type="text"/> <input type="text"/></td> </tr> <tr> <td colspan="4" style="text-align: center;">Amortization Type <input type="button" value="12 Months First Year"/></td> </tr> <tr> <td colspan="4" style="padding: 5px;">         Initial Investment or Down Payment (Cost less Debt - Automatically Calculated) <input type="text" value="\$ 58,695"/>  <input type="checkbox"/> Yes <input type="checkbox"/> No          Down Payment as a % of Cost <input type="text" value="21.69%"/>          Down Payment as a % of FMV <input type="text" value="22.16%"/> </td> </tr> <tr> <td colspan="4" style="background-color: #90EE90; padding: 5px;"> <b>V. Income Taxes</b> </td> </tr> <tr> <td colspan="4" style="padding: 5px;">         Before Tax Presentation? <input type="checkbox"/> Yes <input type="checkbox"/> No          Province of Residence: <input type="button" value="Ontario"/>          Federal &amp; Provincial Combined Marginal Income Tax Rate: <input type="text" value="0.00%"/>          Are Your Losses Limited by the Passive Loss Rules? <input type="button" value="Yes"/>          Like-Kind Exchange on Disposition? <input type="button" value="No"/> </td> </tr> </table>				<input type="button" value="Use % on Contract Price"/>	<input type="button" value="Mortgage #1"/>	<input type="button" value="Mortgage #2"/>	<input type="button" value="Mortgage #3"/>	Down Payment Percentage <input type="text" value="20%"/>	20.0%			Amount Borrowed or Assumed: <input type="text" value="\$ 211,920"/>				Interest Rate: <input type="text" value="3.590%"/>	<input type="button" value="Enter Loan Rate"/>	<input type="button" value="Enter Loan Rate"/>		Term / Remaining Term of Loan (In Months): <input type="text" value="360"/>	360	360	360	Interest Calculation Type: <input type="button" value="Simple Interest"/>	<input type="button" value="Simple Interest"/>	<input type="button" value="Simple Interest"/>		Start Month: <input type="button" value="Month 1"/>	<input type="button" value="Month 1"/>	<input type="button" value="Month 1"/>		Start Year: <input type="button" value="Year 1"/>	<input type="button" value="Year 1"/>	<input type="button" value="Year 1"/>		Refinance Mortgage #1 or #2? <input type="button" value="No - New Loan"/>	<input type="button" value="No - New Loan"/>	<input type="button" value="No - New Loan"/>		Additional Monthly Payment: <input type="text"/>	<input type="text"/>	<input type="text"/>		Finance Points <input type="checkbox"/> Yes <input type="checkbox"/> No	Loan Origination Points <input type="text" value="-"/>	<input type="text"/>	<input type="text" value="-"/>	Loan Origination Points (In Dollars) <input type="text"/> <input type="text"/> <input type="text"/>				Amortization Type <input type="button" value="12 Months First Year"/>				Initial Investment or Down Payment (Cost less Debt - Automatically Calculated) <input type="text" value="\$ 58,695"/> <input type="checkbox"/> Yes <input type="checkbox"/> No Down Payment as a % of Cost <input type="text" value="21.69%"/> Down Payment as a % of FMV <input type="text" value="22.16%"/>				<b>V. 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# About Me



**Mike Milovick**



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**Grand Valley Realty Kitchener's Top Salesperson, 2004-2007, 2009-2013**

**Royal Lepage Diamond Award Recipient, 2012-2013 (Top 3% of the Royal Lepage Network)**

**Prudential Legend Award Recipient, 2010 (Top 1% of the Prudential Network)**

**Prudential Chairman's Circle Award Recipient, 2005-2010**

**Prudential President's Circle Award Recipient, 2004**

**Member, Ontario Real Estate Association's Commercial Council**

**Registrant, Real Estate Council of Ontario, 2002 - Present (over 500+ trades)**

**President, Waterloo Regional Apartment Manager's Association**

**President, Protecting Rental Options Waterloo**

**Owner, Student Income Properties, 1998 - Present**

**Certified Commercial Investment Member (CCIM)**