



LUKE DALINDA
SALES REPRESENTATIVE
TOP 1% IN CANADA

THE DALINDA REPORT

Est. 1997

AUGUST 2016

THE ORIGINAL
PALACE PLACE REPORT
AND PRICE CHART

DEMAND FOR PALACE PLACE HEATS UP, BUT BE CAREFUL WHAT YOU LIST FOR!



TORONTO – FRIDAY, AUGUST 5, 2016

JULY 2016

The month of July had proved exceptionally strong for Toronto's real estate resale market, which had resulted in record-breaking sales, as the Toronto Real Estate Board had reported 9,989 sales of single-family dwellings in July 2016.

Total sales were up by 1.8% from the 9,813 sales that had been recorded in July 2015, and total sales had decreased, due to traditional slowdown, by 21.9% from the 12,794 sales that had been recorded in June 2016.

THE AVERAGE PRICE HAD INCREASED BY 16.6%!

The average price in July 2016 had decreased by 4.9% to \$709,825 from \$746,546 in June 2016. The July 2016 average price had increased by 16.6% from the July 2015 average price of \$608,875. The 2015 year-end cumulative average price had totaled \$622,121.

Looking just at the City of Toronto, the average price for a detached home had been \$1,202,753, while the average price for a condominium apartment had totaled \$427,074.

The number of active listings in July 2016 had decreased by 7.9% to 11,346 from the 12,327 active listings in June 2016 and had decreased by 31.9% from the 16,673 active listings in July 2015.

THE HUMBER BAY SHORES AVERAGE PRICE HAD TOTALED \$425,505.

Condominium apartment sales in the W06 west district that represents Humber Bay Shores had decreased to 81 sales in July 2016 from 105 sales in June 2016. The average condominium price in this district had totaled \$425,505 in July 2016, which had increased by 2.32% from \$415,840 in June 2016, while the median price in July 2016 had equaled \$415,000, which had been up from \$375,000 in June 2016.

WHERE IS THE MARKET?

To date in 2016, there had been 372 sales of condominium units that had been sold for under \$450,000 in the Humber Bay Shores area.

During this time, there had only been 140 sales of condominium units that had been sold for above the \$450,000 price point. Of that amount, there had only been 41 sales of condominium units that had been sold for between \$500,000 and \$600,000. Of those, only 3 sales were from Palace Place, 4 sales were from Palace Pier, 2 sales were from Newport Beach, and 1 sale was from Ocean Club.

Finally, since January 2016, there had only been 43 sales of condominium units that had been sold for above \$700,000. Of those, 4 sales were from Palace Place, 4 sales were from Palace Pier, 1 sale was from Newport Beach, and 3 sales were from Ocean Club.

PALACE PLACE

Palace Place had continued to experience low inventory, which had resulted in continued bidding wars for several suites. Total sales had decreased from 15 sales in the first eight months of 2015 to 13 sales in the first eight months of 2016. The record sales during this time were my sales of Suite 2906 for \$930,000, Suite 2910 for \$547,000, and Suite 3102 for \$585,000.

USE A REALTOR THAT KNOWS AND CARES

Unfortunately, we are still seeing owners list their suites without any proper education to the market value. Recently, a 1,388 square foot suite was listed for \$459,000. The realtor had advertised the square footage incorrectly as 1,279 square feet. Worse, the last sale was \$655,000 and current listings were asking \$689,000. The property was listed on a summer long-weekend before the market could take note, as multiple offers would have driven the price to its true value.

I see costly mistakes such as these far too often.

As the longest serving realtor at Palace Place and a fellow owner, I am highly motivated to achieve record prices. My experience and guidance will position your suite for top dollar. My marketing will offer you better exposure and better results.



ROYAL LEPAGE REAL ESTATE SERVICES LTD.

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THE DALINDA REPORT IS A MONTHLY REVIEW OF CURRENT REAL ESTATE MARKET TRENDS

* 2014 Dalinda Team. This report article has been written by Luke Dalinda. All statistics have been provided by the Toronto Real Estate Board, Royal LePage, and The Dalinda Report. TM © The Dalinda Report. All rights reserved. The information that has been written herein has been obtained from sources that have been deemed reliable. There has been no reason to doubt its accuracy, but, regrettably, it cannot be guaranteed. Prices have been based on sales that have been recorded by the Toronto Real Estate Board. Remember, important factors that affect the value of a unit are view, upgrades, renovations, the extent of wear and tear, and the motivation of the seller.

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LUKE DALINDA PRESENTS PALACE PLACE

TOP 1% IN CANADA*

PALACEPLACE.DALINDA.NET

PALACE PIER, 2045 LAKE SHORE B W, SUITE 806

FOR SALE: \$765,000



Suite 806 is a spacious, spectacular condominium residence, with approximately 1,553 square feet of living space and an unobstructed view of Lake Ontario.

PALACE PLACE, 1 PALACE PIER COURT, SUITE 2906

SOLD: \$930,000

SOLD!



Totally renovated! A must see!

Suite 2906 is a magnificent, totally renovated condominium residence, with approximately 2,028 square feet of living space and enchanting views of Lake Ontario, the city, and the Humber Bay

THANK YOU, PALACE PLACE, FOR MAKING **elevate** A MASSIVE SUCCESS! IF YOU MISSED IT, VISIT **PALACEPLACE.COM** FOR VIDEOS!



I think Luke had a great idea of doing this. He is doing a great service to his clients in this building. He is doing a great service to all the tenants and owners, and I enjoyed doing it. I think it was a brilliant idea. I hope we do it again because through the presentation I thought of other things that I should be talking about, other pictures that I would love to show to inspire people. I think next time we do this, it will be even more fun and more informative.

- Ramsin Khachi

TESTIMONIAL

October 7, 2015

Dear Luke:

Jose and I would like to thank you for all your work on selling our unit. In several occasions we bought and sold properties dealing with different real estate professionals and we have never experienced such dedication to marketing and presenting a unit. After the sell was agreed, all the paper work was done impeccable and incredibly fast. Your advise and marketing techniques are world class. Thanks again Luke, we will recommend you to anyone that needs an excellent realtor.

All the best,
Malena and Jose Paradela

For more testimonials, please visit <http://Testimonials.Dalinda.net>

PALACE PLACE, 1 PALACE PIER COURT 13 SALES - JANUARY 1 TO AUGUST 5, 2016

UNIT	SQUARE FEET	CURRENT AVG PRICES	CURRENT AVG PRICES PSF
01	1,985	\$ 922,000	\$465
01	2,836	\$1,150,000	\$405
02	1,204	\$ 585,000	\$486
02	1,186	\$ 607,500	\$512
03	1,985	\$ 985,000	\$496
03	2,028	\$1,000,000	\$493
04	790	\$ 350,000	\$443
04	833	\$ 375,000	\$450
05	1,228	\$ 560,000	\$456
05	1,491	\$ 620,000	\$416
06	1,985	\$ 995,000	\$501
06	2,028	\$ 930,000	\$458
07	788	\$ 345,000	\$438
07	833	\$ 330,000	\$396
08	1,223	\$ 547,000	\$447
08	1,201	\$ 490,000	\$408
09	1,388	\$ 655,000	\$472
10	1,388	\$ 489,000	\$352
10	1,395	\$ 547,000	\$392
11	1,106	\$ 426,000	\$385
12	813	\$ 370,000	\$455

PENTHOUSES

PH01	2,437	\$1,255,000	\$515
PH02	1,642	N/A	N/A
PH03	2,437	\$1,250,000	\$512
PH04	1,955	\$1,050,000	\$537
PH05	2,437	N/A	N/A
PH06	1,633	N/A	N/A
PH07	2,437	\$1,070,000	\$430
PH08	1,550	N/A	N/A

LUKE DALINDA'S 2016 PALACE PLACE SALES & LEASES

SOLD!

SOLD!

SUITE 3102*	\$585,000	RECORD PRICE
SUITE 2906*	\$930,000	RECORD PRICE
SUITE 2910*	\$547,000	RECORD PRICE
SUITE 2712*	\$330,000	SOLD
SUITE 4307*	\$330,000	RECORD PRICE
SUITE 4309*	\$3,000/M	RECORD LEASE

* SELLER REP. ** BUYER REP **** BUYER & SELLER REP



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GET THE DEAL DONE WITH THE #1 TOP SELLING REALTOR AT PALACE PLACE!*

* Such achievement has been based on the number of sales that had been sold from 2010 to 2015 from TREB MLS data and Royal LePage sales.

* This is not intended to solicit clients that are under contract with a brokerage.