

1997: THE BEST PERFORMANCE OF THE DECADE

- By Luke Dalinda

It has been an outstanding year for Toronto's real estate resale market. According to the Toronto Real Estate Board 58,014 single-family dwellings were sold in 1997. These sales are up four percent from the 55,779 sales recorded in 1996, and mark the best performance of the decade. Furthermore, the year end cumulative average price was \$211,307 up seven per cent from \$198,150 in 1996.

Toronto's seasonal resale market slow down, which was first experienced in November, continued with the Toronto Real Estate Board reporting 3,017 single family dwelling sales for the month of December. These sales are down 27 per cent from the 4,127 sales recorded in December 1996, and down 28 per cent from the 4,185 sales in November 1997. The average price for December dipped to \$205,710

from \$212,127 in November. The median also dipped slightly to \$180,000 from \$182,250 in November.

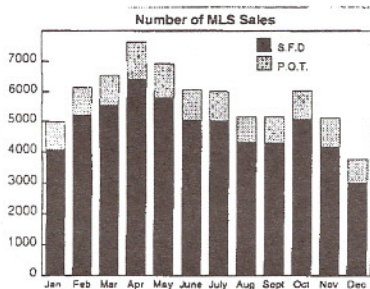
The Toronto Real Estate Boards 3,017 single-family dwelling sales, which were reported throughout the GTA, totaled \$620,628,046, and averaged \$205,710. The median price (the point at which there are an equal number of sales above and below) was \$180,000. The 28 west districts contributed 1,231 sales (3,017 total), and had an average sale price of \$190,184.

Condominium apartment sales in the west district that represents Humber Bay Shores (Palace Pier, and Palace Place included) fell to 10 in December from 17 in November. The average condominium price in this district is \$255,930, and the median price is \$221,000.

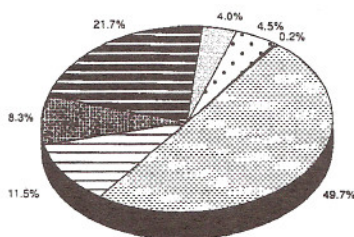
The drop in sales and prices during November and December is best attributed to the lack of listings (or supply) on the market as well as a traditional seasonal slowdown. There is no reason to think that prices will be falling over the next year. In spite of the turmoil in Asia and the increase in Canadian interest rates, it should be remembered that many analysts are predicting the real estate market to increase by 5.5% in 1998.

With the market waking up from its holiday slumber and analysts predicting a market increase, while interest rates remain affordable, we should soon see the numbers begin to trend upwards. A healthy active market is in store for 1998.

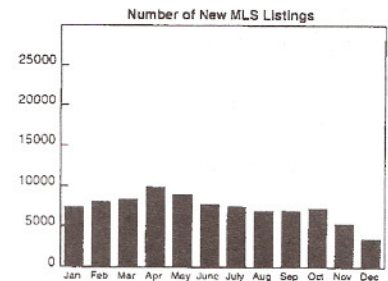
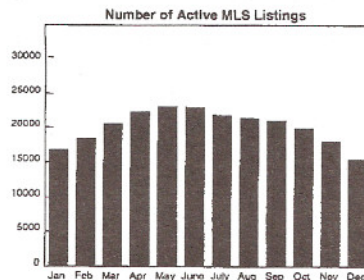
All Statistics courtesy of The Toronto Real Estate Board.



Single-Family Residential Breakdown



Dwelling Type	Sales	Median
Single Detached	1,501	\$218,500
Semi Detached	346	179,000
Condo T.H.	252	142,500
Condo Apt.	656	122,500
Link	122	180,200
Attached/Row	135	169,000
Co-op Apt.	5	91,000
Detached Condo	-	-



Price Category Breakdown - December

Price Range	Total S.F.D.	Condo Apt.	Condo T.H.
Up to \$90,000	143 (4.7)	109 (18.6)	13 (5.2)
90,001 to 110,000	220 (7.3)	145 (22.1)	26 (10.3)
110,001 to 120,000	123 (4.1)	61 (9.3)	17 (6.7)
120,001 to 130,000	156 (5.2)	81 (9.3)	37 (14.7)
130,001 to 140,000	133 (4.4)	42 (6.4)	28 (11.1)
140,001 to 150,000	166 (5.5)	41 (6.3)	34 (13.6)
150,001 to 160,000	182 (6.0)	27 (4.1)	25 (9.9)
160,001 to 170,000	195 (6.5)	38 (5.5)	15 (5.9)
170,001 to 180,000	221 (7.3)	23 (3.5)	19 (7.5)
180,001 to 190,000	185 (6.1)	14 (2.1)	11 (4.4)
190,001 to 200,000	163 (5.4)	17 (2.6)	7 (2.8)
200,001 to 225,000	297 (9.8)	20 (3.1)	10 (4.0)
225,001 to 250,000	258 (5.6)	21 (3.2)	3 (1.2)
250,001 to 300,000	246 (8.2)	15 (2.3)	1 (0.4)
300,001 to 400,000	184 (6.1)	15 (2.3)	3 (1.2)
400,001 to 500,000	67 (2.2)	3 (0.5)	1 (0.4)
500,001 to 750,000	52 (1.7)	4 (0.6)	2 (0.8)
750,001 to 1,000,000	15 (0.5)	1 (0.1)	- (-)
1,000,001 to 1,500,000	8 (0.3)	1 (0.1)	- (-)
Over 1,500,000	3 (0.1)	- (-)	- (-)
TOTAL	3,017 100.0	656* 100.0	252** 100.0

Housing Market Indicators

	December 1996	December 1997	% Change
Sales*	4,127	3,017	(-27%)
New Listings*	3,771	3,498	(-7%)
Active Listings**	16,964	15,448	(-9%)

* Single-Family Dwellings Only

** Properties All Types including Single-Family Dwellings.

* 656 condominium apartments sold for \$94,048,810, averaging \$143,364

** 252 condominium townhouses sold for \$38,187,243, averaging \$151,536.

Luke Dalinda Profile

Formally a film and television producer/director Luke Dalinda entered real estate as a second generation real estate practitioner. Luke Dalinda offers ultimate service to all his clients by treating each client like an individual and not another commission. When people look for ultimate service there is only 1 name that stands out, LUKE DALINDA.



The officail plan is in place for a 20 hectare Master planned community

- zoned for commercial, specialty retail, entertainment and high-end residential
- development potential for 3,000 residential units
- 15,000 square metres of specialty retail potential

Resident services available at Five Hundred Queens Quay West include: Regular daily shuttle bus service to and from Union Station.

And these additional optional services, specially arranged for 500 Queens Quay West:

- *Maid and linen service. 7 days a week.*
- *Dry cleaning pick up and delivery.*
- *Wait staff for dinner or cocktail parties.*
- *Personal shopping. Groceries to pet grooming, it will all be taken care of.*
- *Reservation ticket service.*
- *Dog walking and pet sitting.*

Take a high-speed elevator to your home and enter your own elegant enclave. Your foyer has stunning marble floors, slate or rich hardwood if you prefer. Extravagant ceiling heights that are just under nine feet with lighting that changes the mood from mid-day Miami to Mediterranean indigo in an instant.

Imagine, if you will, relaxing in your expansive whirlpool bath, Japanese-style privacy walls opened, giving you an unencumbered view of your fireplace and, beyond that, the soft evening light of sunset reflecting off the sails of yachts homeward bound to a snug harbour.

Other equally sensuous design and lifestyle features of the private residences at 500 Queens Quay West are:

- *A complete five piece ensemble of brand name, top quality appliances.*
- *Panoramic, panavision windows, most overlooking lake and islands.*

And in many suites:

- *Romantic double French doors and Juliette balconies.*
- *Large balconies or terraces with transparent railings. Elegant and discrete.*
- *Cozy fireplaces.*
- *Room sizes with extra widths up to 16'.*
- *And infinitely more.*

Each residence is wired, both for ultimate security and for state-of-the-art, high-speed technology access and cable broadcast.

CITY VIEW

One Bedroom	From \$117,000
Two Bedrooms	From \$205,000
Penthouses	From \$399,000

LAKE VIEW

One Bedroom + Den	From \$225,000
Two Bedrooms	From \$238,000
Two Bedrooms + Den	From \$249,000
Larger Two Bedrooms	From \$349,000
Penthouses	From \$569,000

For further information or to preview 500 Queens Quay West call Luke Dalinda at 416-236-1871.



Luke Dalinda

Sales Representative



3031 Bloor Street West
Toronto, Ontario M8X 1C5

Tel: (416) 236-1871
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Mystic Pointe - 10 Storey Midrise Building

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Occupancy Prices

Effective Dec. 1, 1997

2 Bedroom (1125 Sq Ft)

Suite	Purchase Price
904	\$173,800.00*

2 Bedroom (960 Sq Ft)

Suite	Purchase Price
607	\$155,800.00
707	\$160,800.00*
807	\$162,800.00*
907	\$166,800.00*

2 Bed/Balconies SE (1150 Sq Ft)

Suite	Purchase Price
208	\$176,800.00*
308	\$181,800.00*

2 Bedroom W (1125 Sq Ft)

Suite	Purchase Price
801	\$172,800.00*
901	\$176,800.00*
1001	\$178,800.00*

2 Bed+den/dining W (1060 Sq Ft)

Suite	Purchase Price
912	\$171,800*

2 Bedroom W (900 Sq Ft)

Suite	Purchase Price
810	\$156,800.00
910	\$161,800.00

2 Bed/Balconies SW (1120 Sq Ft)

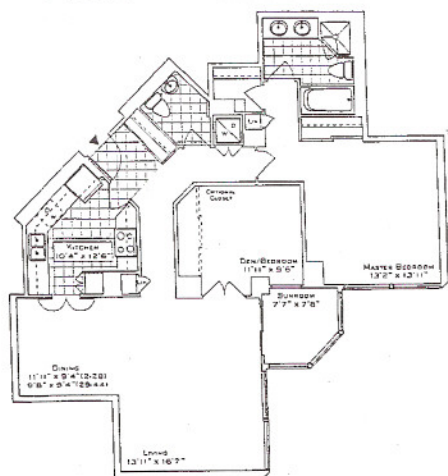
Suite	Purchase Price
209	\$173,800.00*
309	\$175,800.00*
409	\$177,800.00*

* Includes tandem parking for 2 automobiles

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HOMEOWNER MORTGAGES

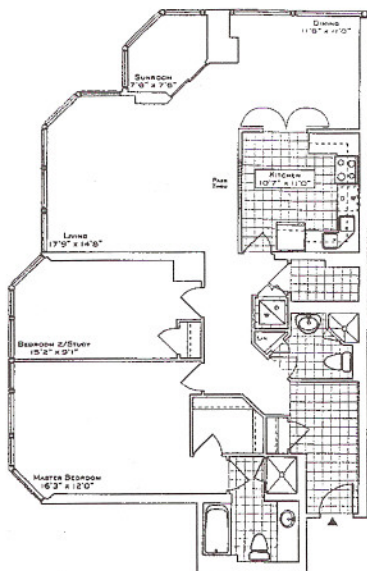
		Posted	Special Rate
6 Months	Open for Prepayment	6.7%	6.2%
6 Months	Convertible	6.5%	6.0%
1 Year	Open for Prepayment	7.25%	6.75%
1 Year	"15 + 15" Prepayment Privileges	6.65%	6.15%
2 Years	"15 + 15" Prepayment Privileges	6.85%	6.35%
3 Years	"15 + 15" Prepayment Privileges	7.0%	6.50%
4 Years	"15 + 15" Prepayment Privileges	7.05%	6.55%
5 Years	"15 + 15" Prepayment Privileges	7.05%	6.55%
7 Years	"15 + 15" Prepayment Privileges	7.35%	6.85%
10 Years	"15 + 15" Prepayment Privileges	7.85%	7.35%
3 Years	Variable Rate - Open for Prepayment	6.25%	
3 Years	Variable Rate - Convertible	6.0%	
4 Years	Variable Rate - Below Prime	5.75%	
5 Years	Protected Variable Rate (Maximum 7.45%)	7.0%	



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Breathtaking City & Lake
Views - 2 Parking Spots. -
\$348,900



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Leased for \$2500/mo

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knowledgeable. His service was
exceptional. Luke has been a
pleasure to work with."

- Loretta Z

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