



Luke Dalinda

Sales Representative
Coldwell Banker
Islington Kingsway Realty Inc.
2908 Bloor St. West
Etobicoke, Ontario M8X 1B6
Tel: 416-231-5000
Fax: 416-233-2713



Expect the best.

November, 1997

Features this month:

- Sales up 18%... Pg 1
- Palace Place & Palace Pier update... Pg 3
- Secured Power line of Credit...No set up Fee!! Pg 3
- Mortgages this month... Pg 4

Volume 1, Issue 3

*This is not meant to solicit properties currently for sale.

The Luke Dalinda Report

A MONTHLY REVIEW OF CURRENT REAL ESTATE TRENDS

SALES UP 18% FROM SEPTEMBER!

- By Luke Dalinda

The Bank of Canada's low interest rates have kept sales up for October 1997. According to The Toronto Real Estate Board, 5,077 single-family dwellings were sold in October 1997. These 5,077 sales are up 18% from the 4,298 sales reported in September 1997. However, these 5,077 sales are down 6% from the 5,398 sales recorded in October 1996. Remembering, that October 1996 numbers were at record levels it is unrealistic to expect the market can still maintain that kind of pace.

Looking at prices, the median rose marginally to \$184,000 from \$183,000 in September, while the average dipped almost 1% to \$211,791 from \$213,567 the previous month. The number of active listings in October fell 5% to 19,889 from 21,060 in September. This means that one in every four homes listed sold last month, indicating a very active market. Home buyers worried about prices creeping up month over month can breathe a little more easily, but should remember that many analysts predict that the spring market will increase by 5-10%.

The Toronto Real Estate Board's reported 5,077 single-family dwelling sales (reported throughout the GTA), totalled \$1,075,283,900, and averaged \$211,791. The median price was \$184,000. The 28 west districts

contributed 1,938 sales (5,077 total), and had an average sale price of \$192,525.

Condominium apartment sales in the west district that represents Palace Place and Palace Pier fell from 26 sales in September to 8 sales in October. The average condominium price in this district for the month of October is \$208,688. The fast approaching winter season is the best explanation for the drop in sales. While the number of active listings has also decreased, it should be noted that there are still many buyers looking for condominium apartments in this area.

With a total of 779 more sales this month than last, and with the numbers still trending upwards, the GTA is continuing to experience a healthy market.

All statistics courtesy of The Toronto Real Estate Board.

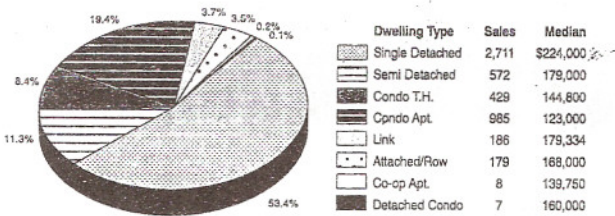
Point of View

"We are what we think.
All that we are arises
With our thoughts.
With our thoughts,
We make our world."

-THE BUDDHA

Price Category Breakdown — October

Single-Family Residential Breakdown



Housing Market Indicators

	October 1996	October 1997	% Change
Sales*	5,388	5,077	(-6%)
New Listings*	7,428	7,236	(-2%)
Active Listings**	23,057	19,889	(-14%)

* Single-Family Dwellings Only
** Properties All Types Including Single-Family Dwellings.

Price Range	Total S.F.D.	Condo Apt.	Condo T.H.
Up to \$90,000	204 (4.0)	145 (14.7)	26 (6.1)
90,001 to 110,000	305 (6.0)	202 (20.5)	45 (10.5)
110,001 to 120,000	227 (4.5)	120 (12.2)	31 (7.2)
120,001 to 130,000	269 (5.3)	116 (11.8)	47 (11.0)
130,001 to 140,000	223 (4.4)	55 (5.6)	51 (11.9)
140,001 to 150,000	273 (5.4)	62 (6.3)	52 (12.1)
150,001 to 160,000	314 (6.2)	40 (4.1)	48 (11.2)
160,001 to 170,000	320 (6.3)	40 (4.1)	32 (7.5)
170,001 to 180,000	295 (5.8)	25 (2.5)	26 (6.0)
180,001 to 190,000	327 (6.4)	31 (3.2)	17 (4.0)
190,001 to 200,000	222 (4.4)	17 (1.7)	12 (2.8)
200,001 to 225,000	490 (9.7)	42 (4.3)	11 (2.5)
225,001 to 250,000	435 (8.5)	29 (2.9)	5 (1.2)
250,001 to 300,000	513 (10.1)	27 (2.7)	14 (3.3)
300,001 to 400,000	391 (7.7)	16 (1.6)	7 (1.6)
400,001 to 500,000	125 (2.4)	6 (0.6)	4 (0.9)
500,001 to 750,000	106 (2.1)	9 (1.0)	1 (0.2)
750,000 to 1,000,000	21 (0.4)	1 (0.1)	— (—)
1,000,001 to 1,500,000	14 (0.3)	2 (0.2)	— (—)
Over 1,500,000	3 (0.1)	— (—)	— (—)
TOTAL	5,077 100.0	985* 100.0	429** 100.0

* 985 condominium apartments sold for \$142,856,726, averaging \$145,032
** 429 condominium townhouses sold for \$65,317,314, averaging \$152,254.

Palace Place

Do you have a unit for these anxious buyers

To buy	To rent
01	02
03	05
05	call
07	Luke Dalinda
09	for more information
11	

Palace Pier

Do you have a unit for this buyer?

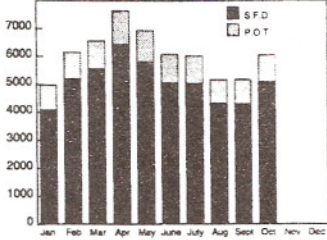
- Looking for a 1,553 square foot unit with a southwest view.

Call Luke Dalinda for more information

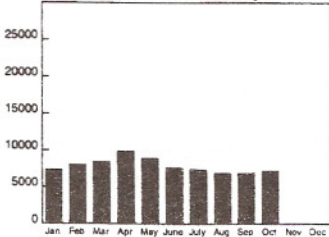
Palace Place

1 locker & 1 parking spot available for rent beginning Dec. 1st
Excellent Price
Call Luke Dalinda for more information.

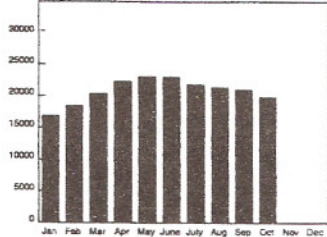
Number of MLS Sales



Number of New MLS Listings



Number of Active MLS Listings



Luke Dalinda Profile

Formerly 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.

Palace Place

Unit	Square Feet	Average 1996 Prices	Highest Price Paid in 1997	Approximate Price per sq.ft. Today.
01	1,985 sq.ft.	\$351,500	\$420,000	\$212
01	2,836 sq.ft.	\$524,900	N/A	N/A
02	1,204 sq.ft.	\$245,000	\$299,000	\$248
02	1,186 sq.ft.	\$255,000	\$310,000	\$262
03	1,985 sq.ft.	\$410,000	\$460,000	\$232
03	2,028 sq.ft.	N/A	N/A	N/A
03	2,442 sq.ft.	N/A	\$535,000	\$219.09
04	790 sq.ft.	N/A	\$178,500	\$226
04	833 sq.ft.	N/A	N/A	N/A
05	1,228 sq.ft.	\$223,666	N/A	\$255
05	1,491 sq.ft.	\$270,500	N/A	\$255
06	1,985 sq.ft.	\$312,000	\$405,000	\$204
06	2,028 sq.ft.	\$367,350	\$429,000	\$212
07	788 sq.ft.	\$137,000	\$160,000	\$203
07	833 sq.ft.	N/A	\$157,000	\$188
08	1,223 sq.ft.	\$177,500	\$220,000	\$180
08	1,201 sq.ft.	\$203,500	\$220,000	\$183
09	1,388 sq.ft.	\$229,000	\$255,000	\$184
10	1,388 sq.ft.	\$218,625	\$250,000	\$180
10	1,395 sq.ft.	\$239,000	N/A	N/A
11	1,106 sq.ft.	\$182,000	\$192,000	\$174
12	813 sq.ft.	\$138,500	\$162,800	\$200

*N/A = No sales available.

Palace Pier

Unit	Square Feet	Average 1996 Prices	Highest Price Paid in 1997	Approximate Price per sq.ft. Today.
01	1,553 sq.ft.	\$226,000	\$265,000	\$171
01	3,200 sq.ft.	\$390,000	N/A	N/A
02	920 sq.ft.	\$155,000	\$150,000	\$163
02	1,258 sq.ft.	\$167,000	\$225,000	\$179
03	1,553 sq.ft.	\$208,700	N/A	N/A
03	1,892 sq.ft.	\$280,000	\$315,000	\$166
03	3,200 sq.ft.	\$299,000	\$425,000	\$132
04	2,600 sq.ft.	\$280,000	\$258,000	\$99**
04	3,200 sq.ft.	N/A	\$685,000	\$214
05	1,350 sq.ft.	\$195,000	N/A	N/A
06	920 sq.ft.	N/A	\$174,000	\$189
06	1,553 sq.ft.	\$236,000	N/A	N/A
06	3,200 sq.ft.	\$400,750	N/A	N/A
07	1,553 sq.ft.	\$187,000	\$210,750	\$136
07	1,892 sq.ft.	N/A	N/A	N/A
07	3,200 sq.ft.	N/A	\$475,000	\$148
08	920 sq.ft.	N/A	\$145,000	\$158
08	1,258 sq.ft.	N/A	\$225,000	\$179
09	1,892 sq.ft.	N/A	\$242,000	\$128
10	1,553 sq.ft.	\$153,000	\$219,000	\$141
10	1,892 sq.ft.	\$225,000	N/A	N/A
11	920 sq.ft.	\$130,000	\$140,000	\$152
11	1,258 sq.ft.	\$153,750	N/A	N/A
12	1,553 sq.ft.	\$188,214	\$216,000	\$139

N/A = No sales available.

Due to the diversity of units in Palace Pier, the above prices are based on 1996 & 1997 unit sales. For an accurate market evaluation call Luke Dalinda today at (416)231 5000.

**** Please Note:** Prices are approximate & prices are based on SALES. Important factors that affect the value of a unit are; view, upgrades, renovations, the extent of wear and tear, & THE MOTIVATION OF THE SELLER.



SECURED POWERLINE LINE OF CREDIT

NO SET UP FEE!

- Tim Mezik

We're waiving our normal fee to set up a Canada Trust PowerLine line of credit! This offer is available to customers who:

- set up a new Canada Trust residential real estate secured PowerLine line of credit
- increase an existing Canada Trust residential real estate secured PowerLine line of credit
- switch and increase their conventional mortgage to a Canada Trust PowerLine line of credit secured with residential real estate

Take advantage of this offer, a minimum draw down of \$30,000 is required... a great opportunity to make some investments, renovate or maybe consolidate some loans using the Canada Trust PowerLine line of credit!

FOR FURTHER INFORMATION CALL

Tim Mezik

Manager, Residential Mortgages

Office: (416) 744-8484

Pager: (416) 860-8292

Toll Free: 1-800-560-1593

Palace Place & Palace Pier tenants
find out how easy it is to
become owners.

Mortgage rates are going up.
Act now to lock in at low rates!

Please Call
Luke Dalinda today at
416.231.5000

your mortgage connection



"Special Rates"
Residential Mortgage Rates As of Nov 05.1997

	Posted	Special
6 Month Convertible	5.35%	4.60%
6 Month Closed	5.35%	4.60%
6 Month Open	5.95%	5.20%
1 Year Closed	5.65%	4.90%
2 Year Closed	6.05%	5.30%
3 Year Closed	6.35%	5.60%
4 Year Closed	6.50%	5.75%
5 Year Closed	6.70%	5.95%
7 Year Closed	7.00%	7.00%
10 Year Closed	7.50%	7.50%

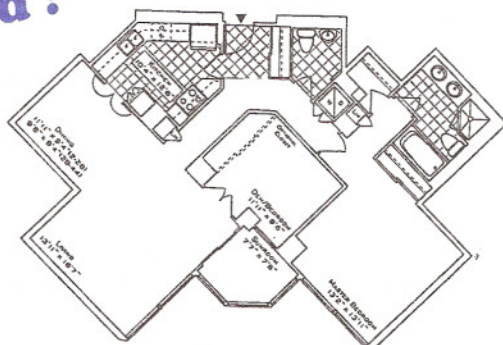
Tim Mezik
Manager, Residential Mortgages
Office: (416) 744-8484
Pager: (416) 860-8292
Toll Free: 1-800-560-1593

Just Sold!

Palace Place #1405 Represented Purchaser
Listed for \$249,900 Sold for \$256,000

Just Listed!

#4402 Palace Place

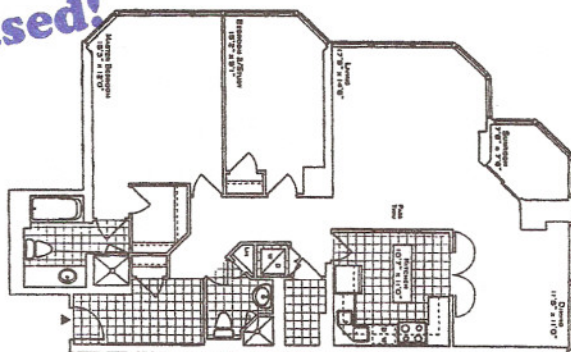


\$348,900

Dramatic showpiece. Thousands in upgrades.
Breathtaking city & lake views.
Shuttle bus to downtown, 2 parking spots.

Available for Lease #2310 Palace Place

Just Leased!



Listed for \$2,150/mo Leased for \$2,500/mo

2 Bedroom, 2 Bath, 2 Parking Spots!

Also Leased, 1705 Represented purchaser

Also Leased, Palace Place #1705 Represented Purchaser

Another Satisfied Customer...

"Luke represented me when I
bought unit 1405 in Palace Place.
His service was exceptional.
There is no question about it,
Luke Dalinda truly provides
Ultimate Condominium Service"
- Ange B.

**When it comes time
to Buy, Sell
or Lease**

Luke Dalinda
provides
**Ultimate
Condominium
Service**

**COLDWELL
BANKER**

Expect the best.®

Coldwell Banker
Islington Kingsway Realty Inc.
2908 Bloor Street West
Etobicoke, Ontario M8X 1B6
Bus: (416) 231-5000
Fax: (416) 233-2713
Call today for a
complimentary confidential
market evaluation!