



LUKE DALINDA
SALES REPRESENTATIVE
& VICE PRESIDENT OF PALACE PLACE (MTCC 1053)
TOP 1% IN CANADA* THE #1 TOP SELLING REALTOR AT PALACE PLACE

THE DALINDA REPORT

Est. 1997

FEBRUARY 2015

THE ORIGINAL
PALACE PLACE REPORT
AND PRICE CHART

PALACE PLACE MARKET REPORT



WHAT IT TAKES TO KEEP OUR VALUES STRONG.
TORONTO – February 9, 2015

JANUARY 2015

The month of January had proved strong for Toronto's real estate resale market, which had resulted in continued record-setting sales, as the Toronto Real Estate Board had reported 4,355 sales of single-family dwellings in January 2015. Total sales were up by 6.1% from the 4,103 sales that had been recorded in January 2014, and total sales had decreased by 2% from the 4,446 sales that had been recorded in December 2014.

THE JANUARY AVERAGE PRICE HAD INCREASED BY 4.9%.

The average price in January 2015 had decreased by 0.7% to \$552,575 from \$556,602 in December 2014. The January 2015 average price had increased by 4.9% from the January 2014 average price of \$526,965. The 2014 year-end cumulative average price had totaled \$566,696.

ACTIVE LISTINGS HAD DECREASED BY 2.5%.

The number of active listings in January 2015 had increased by 13.4% to 11,600 from the 10,230 active listings in December 2014 and had decreased by 2.5% from the 11,903 active listings in January 2014.

THE HUMBER BAY SHORES AVERAGE PRICE HAD TOTALLED \$407,528.

Condominium apartment sales in the W06 west district that represents Humber Bay Shores had increased to 44 sales in January 2015 from 40 sales in December 2014. The average condominium price in this district had totaled \$407,528 in January 2015, which had decreased by 7.7% from \$441,969 in December 2014, while the median price in January 2015 had equaled \$345,250, which had been up from \$335,500 in December 2014.

The average home price in Toronto has been forecast by Royal LePage to increase by 4.5% for 2015.

PALACE PLACE

Palace Place had experienced a slow, but stable year in 2014. Total sales had increased slightly from 27 sales in 2013 to 28 sales in 2014. The average price per square foot for Palace Place for 2014 had been \$405, which had been up from \$399 in 2013, a dramatic rise from \$371 in 2012.

PALACE PLACE (CONT'D)

The highest price per square foot that has been achieved for Palace Place remains my personal record at \$515 per square foot.

In 2014, Palace Place was dominated by outside realtors who had otherwise never done a deal at Palace Place before. Some owners are not doing their homework and far too often have accepted lower market valuations from realtors looking to make a quick sale. **Buyers take note!** When these new shoebox condos are selling for \$700 to \$1000 per square foot, you can see that there is a lot of room for improvement in our \$405 per square foot average.

Where is the market?

In 2014, there had been 408 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 123 sales of condominium units that had been sold for above the \$450,000 price point. Of that amount, there had only been 51 sales of condominium units that had been sold for between \$500,000 and \$600,000. Of those, only 11 sales were from Palace Place. Finally, since January 2014, there had only been 31 sales of condominium units that had been sold for above \$700,000. Of those, only 6 sales were from Palace Place.

What buyers fail to consider when infatuated with these "new" condos are construction, window wall construction versus curtain wall construction, financial health of the condo corporation, special assessments, what the fees include, what are the fees per square foot in comparison, etcetera. The "new" factor of a condo is lost within 5-years. Buyers need to consider these facts carefully, but, unfortunately, they are given comparisons of all things being equal. Despite its far superior construction, Palace Place has experienced a challenge in competing with this "new factor". Add the challenges of qualifying for a mortgage under the new rules, and it is clear how we have seen a decrease in sales since 2012.

A key question that must be asked in our upcoming Federal Election is what are the parties going to do to make mortgages more accessible to hardworking Canadians. Low rates do not cut it, when those who deserve to qualify cannot from inept bureaucracy.

In 2015, we will see even more new inventory come on the market, and a lot more is scheduled for 2016. It will take hard work and passion to keep the incredible value proposition of Palace Place at the forefront.

I continue to seek innovative solutions to attract buyers to your suite. I truly believe that Palace Place is the best-built building in Toronto and one of the city's foremost residential opportunities.



ROYAL LEPAGE REAL ESTATE SERVICES LTD.

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

* 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 PLACE, 1 PALACE PIER COURT, SUITE 2306 FOR SALE AT: \$899,000



Newly refinished Jatoba hardwood floors!

Suite 2306 is a magnificent condominium residence, with approximately 1,985 square feet of living space and enchanting views of Lake Ontario, the city, and the Humber Bay Shores parkland.

PALACE PLACE, 1 PALACE PIER COURT, SUITE 3408 FOR SALE AT: \$514,888



Suite 3408 is a spacious, renovated condominium residence, with approximately 1,201 square feet of living space and stunning views of Humber Bay Shores.

250 WELLINGTON STREET WEST, SUITE 1133 FOR SALE AT: \$397,000



The Icon 2, 250 Wellington Street West, is a luxury condominium building that had been built by Tridel in the sought after Entertainment District. Suite 1133 is a sought-after, spacious condo residence, with approximately 751 square feet of living space and a bright southern view.

PALACE PLACE FOR LEASE

SUITE 703 1,985 SF \$4,800/M
SUITE 1912 813 SF \$2,000/M

PALACE PLACE PARKING SPOTS FOR SALE

P3 25 \$21,000
P3 26 \$21,000

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PALACE PLACE, 1 PALACE PIER COURT 28 SALES - JANUARY 1 TO DECEMBER 31, 2014

UNIT	SQUARE FEET	CURRENT AVG PRICES	CURRENT AVG PRICES PSF
01	1,985	\$ 855,000	\$431
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	\$ 960,000	\$473
04	790	\$ 350,000	\$443
04	833	\$ 349,900	\$420
05	1,228	\$ 534,000	\$435
05	1,491	\$ 620,000	\$416
06	1,985	\$ 869,000	\$437
06	2,028	\$ 928,000	\$457
07	788	\$ 313,000	\$397
07	833	\$ 329,900	\$396
08	1,223	\$ 547,000	\$447
08	1,201	\$ 445,000	\$370
09	1,388	\$ 565,000	\$407
10	1,388	\$ 489,000	\$352
10	1,395	\$ 539,000	\$386
11	1,106	\$ 383,000	\$346
12	813	\$ 370,000	\$455

PENTHOUSES

PH01	2,437	\$ 1,255,000	\$515
PH02	1,642	\$ 625,000	\$380
PH03	2,437	\$1,250,000	\$512
PH04	1,955	\$ 655,000	\$335
PH05	2,437	N/A	N/A
PH06	1,633	N/A	N/A
PH07	2,437	\$1,070,000	\$430
PH08	1,550	\$530,000	\$342

TESTIMONIAL

November 11, 2014

My wife and I recently purchased a condominium in Palace Place.

We were fortunate to have Mr. Luke Dalinda as our real estate agent and his assistance and knowledge were invaluable in making our decision. He did an excellent job for us, as it happened at a very busy and difficult time in our life, and Mr. Dalinda guided and helped us with every question we had. His knowledge of the real estate business is such a comfort and we quickly became aware that we were dealing with a true professional in this field.

I would recommend anyone considering buying or selling a property to contact him.

Donald Bainbridge

For more testimonials, please visit <http://palaceplace.dalinda.net>

LUKE DALINDA'S 2015 PALACE PLACE SALES

SUITE 2302* RECORD PRICE \$585,000
SUITE 1503* RECORD PRICE \$4,650/M

2014
SUITE 4306* SOLD
SUITE 2802**** SOLD
SUITE 1503** SOLD
SUITE 306**** SOLD
SUITE 1912** SOLD

SUITE 2906* LEASED
SUITE 906* LEASED
SUITE 1505* LEASED

* 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 2014 from TREB MLS data and Royal LePage sales.

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