



LUKE DALINDA
SALES REPRESENTATIVE
& VICE PRESIDENT OF PALACE PLACE (MTCC 1053)
TOP 3% IN CANADA* THE #1 TOP SELLING REALTOR AT PALACE PLACE

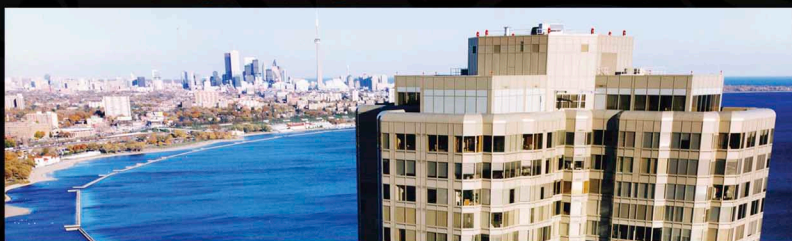
THE DALINDA REPORT

Est. 1997

JUNE 2014

THE ORIGINAL
PALACE PLACE REPORT
AND PRICE CHART

PALACE PLACE MARKET REPORT



TORONTO – JUNE 6, 2014

MAY 2014

The month of May had proved very strong for Toronto's real estate resale market, which had resulted in continued record-setting sales, as the Toronto Real Estate Board had reported 11,079 sales of single-family dwellings in May 2014.

Total sales were up by 11.4% from the 9,946 sales that had been recorded in May 2013, and total sales had increased by 14% from the 9,706 sales that had been recorded in April 2014.

THE MAY AVERAGE PRICE HAD INCREASED BY 8.3%.

The GTA average price in May 2014 had increased by 1.3% to \$585,204 from \$577,898 in April 2014. The May 2014 average price had increased by 8.3% from the May 2013 average price of \$540,544. The 2013 year-end cumulative average price had totaled \$523,043.

Looking just at the City of Toronto, the average price for a detached home had been \$943,055, while the average price for a condominium apartment had totaled \$401,809.

ACTIVE LISTINGS HAD DECREASED BY 8.8%.

The number of active listings in May 2014 had increased by 8.1% to 20,679 from the 19,118 active listings in April 2014 and had decreased by 8.8% from the 22,677 active listings in May 2013.

THE HUMBER BAY SHORES AVERAGE PRICE HAD TOTALED \$397,584.

Condominium apartment sales in the W06 west district that represents Humber Bay Shores had increased to 69 sales in May 2014 from 63 sales in April 2014. The average condominium price in this district had totaled \$397,584 in May 2014, which had increased by 5% from \$378,583 in April 2014, while the median price in May 2014 had equaled \$340,000, which had been up from \$330,000 in April 2014.

PALACE PLACE

Palace Place had experienced a slow but solid period from January 1, 2014 to June 1, 2014, as total sales had increased from 10 sales in 2013 to 12 sales in 2014.

While sales are strong, it is critical to note that the record prices that had been experienced from 2010 to 2013 are not being achieved in 2014. This is best attributed to the increase in new inventory from condos like Nautilus, 16 Brookers Lane.

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. As the saying goes, "you can only compare apples to apples."

It is easy to be lured by low commission rates these days by novice realtors. However, is it worth saving \$15,000 in commission by sacrificing \$60,000 in your ultimate sale price? ***Is it worth it to trust your biggest investment with someone who has never done a deal at Palace Place?***

As an owner at Palace Place and the longest serving realtor, I am highly motivated to achieve record prices. I am on-site and on-call 24/7. I am the only Palace Place realtor that is a Platinum Level Marketer in The Toronto Star, and I have advertised the most in The Globe & Mail. Add my website, homes and condos newsletters, Google, and other strategic initiatives, and you will quickly discover why I get the deal done!

Dollar for dollar, I offer the most marketing services for the least commission. Give me a call, or send me an email, for a confidential consultation at no charge or obligation. As always, I am honored to be considered for your real estate needs. Thank you for your time.



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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.

This is not intended to solicit clients that are under contract with a brokerage. This report is sent out monthly. For regular delivery, send an email, with request, to ldalinda@Dalinda.net. Please indicate print or electronic format preference. We respect your privacy. Your information will be kept under strict confidence and will only be used for having our report sent to you. If you wish to be removed from this mailing list, please have an email written and sent, with your request, to the following email address, ldalinda@Dalinda.net. Please note that this report is also sent by the unaddressed ad mail service of Canada Post, over which we have no control.

LUKE DALINDA PRESENTS PALACE PLACE

PALACEPLACE.DALINDA.NET

PALACE PLACE, 1 PALACE PIER COURT, SUITE 906

FOR SALE AT: \$909,000



Toronto Life's Condo of the Week!

Suite 906 is a modern condominium residence, with approximately 1,985 square feet of living space and breathtaking views of Lake Ontario. This suite features Ian Schrager-inspired finishes.

PALACE PLACE, 1 PALACE PIER COURT, SUITE 2906

FOR SALE AT: \$895,000



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

Having set the all-time record price for the 02 suites at \$580,000, I am concerned by the instability of the subsequent 02 sale prices. I have prepared the following chart to illustrate my concern.

Luke Dalinda	02	\$580,000	5/24/2012
Outside Realtor	02	\$540,000	7/28/2012
Outside Realtor	02	\$500,000	2/26/2013
Luke Dalinda	02	\$552,000	5/14/2013
Outside Realtor	02	\$537,900	11/07/2013
Luke Dalinda	02	\$540,000	1/23/2014
Outside Realtor	02	\$484,000	2/22/2014
Outside Realtor	02	\$509,000	3/31/2014
Luke Dalinda	02	\$540,000	6/04/2014*

CASE STUDY: THE YO-YO GAME OF THE 02 SUITES LUKE DALINDA AS COMPARED TO OUTSIDE REALTORS

If owners are not careful and do not exercise proper market research, the results can be costly. It is your money. I cannot do this alone. We, as fellow neighbors, need to work together. There is a lot of new inventory, in the form of new condo buildings, coming very soon. If we, as owners, are not careful, our values can easily be pushed down. If you are considering a sale, please contact me for a confidential, no obligation market appraisal and evaluation.

TESTIMONIAL

April 19, 2014

"Dear Luke,

This is a long overdue Thank You. You handled the sale of our condo at Palace Place with the utmost professionalism. After 7 years of calling Palace Place our home the time came to move on. Selling was not only stressful but also emotional. You were with us every step of the way. You made us feel comfortable and secure with every decision. You made yourself available to us at all times and kept us well informed on all showings. When the final offer came in, thanks to your assistance, we knew it was time to accept without any reservation or questions. Anyone wanting to buy or sell is in good hands with the very knowledgeable and honest Luke Dalinda, a 1st Class Realtor for a 1st Class building.

- Peter Kastenmacher & Rene Salomon

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

PALACE PLACE, 1 PALACE PIER COURT 12 SALES - JANUARY 1 TO JUNE 1, 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	\$ 552,000	\$459
02	1,186	\$ 580,000	\$489
03	1,985	\$ 950,000	\$478
03	2,028	\$ 960,000	\$473
04	790	\$ 350,000	\$443
04	833	\$ 349,900	\$420
05	1,228	\$ 490,000	\$400
05	1,491	\$ 620,000	\$416
06	1,985	\$ 820,000	\$413
06	2,028	\$ 928,000	\$457
07	788	\$ 300,333	\$381
07	833	\$ 329,900	\$396
08	1,223	\$ 547,000	\$447
08	1,201	\$ 400,000	\$333
09	1,388	\$ 565,000	\$407
10	1,388	\$ 457,000	\$330
10	1,395	\$ 512,500	\$367
11	1,106	\$ 383,000	\$346
12	813	\$ 320,000	\$394

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

LUKE DALINDA'S 2014 PALACE PLACE SALES

SUITE 4306*	JUST SOLD	\$895,000
SUITE 2802****	JUST SOLD	\$540,000
SUITE 1505*	JUST LEASED	\$2,650/MO.

2013	
SUITE 3906*	SOLD
SUITE 1211*	SOLD
SUITE 4305*	SOLD
SUITE 602*	SOLD
SUITE 3410*	SOLD
SUITE 406*	SOLD
SUITE 4601*	SOLD

LEASED	
SUITE 4003*	LEASED
SUITE 4309*	LEASED
SUITE 705*	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 2013 from TREB MLS data.

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