

[illegible]

Sold for \$326,000 - 1,186 sq. ft sold for \$275/sq. ft.

Leased for \$2,200/mo.

LEASED!
LEASED!
LEASED!
LEASED!
LEASED!
LEASED!

The floor plan shows a complex layout with several rooms and corridors. Key areas include a large central hall, a kitchen area with a sink and stove, a bathroom, and several smaller rooms. Dimensions are provided for several rooms: 11' x 11' for a room in the top left, 11' x 11' for a room in the top right, 11' x 11' for a room in the bottom left, and 11' x 11' for a room in the bottom right. The plan also shows a large central area labeled 'HALL' and a large room labeled 'KITCHEN'.

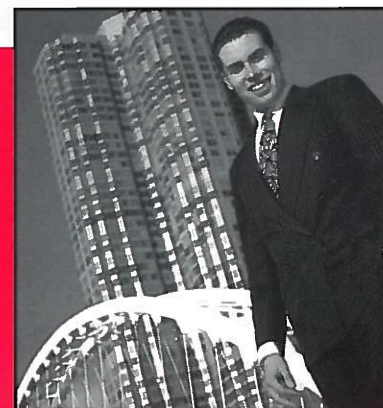
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*Special thanks
to all of the many
Palace Place residents
who supported me
in the PALACE PLACE
Board of Directors Election.*

Your support was and is an honor!

Season's Greetings

Design, graphics and print: Watermark Design
Photographs: Martin Ranger

P H A S E O N E N O W O N L I N E !

THE December 1998
LUKE DALINDA
CONDOMINIUM REPORT

A Monthly Review of Current Real Estate Market Trends

In spite of seasonal slowdown market still strong!

As the fall market comes to an end, the Toronto real estate resale market is continuing the strong pace that was set earlier this spring. Sales and prices remain strong with The Toronto Real Estate Board reporting 3,905 sales of single family dwellings in November. These sales are down 17% from the 4,688 sales recorded in October and down 7% from the 4,185 sales recorded in November 1997.

The average price in November decreased 2% to \$214,465 from \$217,908 in October. The median, the point at which there are an equal number of sales above and below, increased to \$186,000 from \$185,000 in October. The average price in November 1997 was \$212,127 (November 1998 average price up 1% from November 1997 average price) and the median price in November 1997 was \$182,250. The eleven month (January 1998 - November 1998) cumulative average price for the Toronto area is \$216,920 (1997 year end cumulative average price was \$211,307)

The number of active listings in November decreased 7% to 18,047 from 19,440 in October and decreased marginally from the 18,131 active listings recorded in November 1997. The decrease in active listings in November is partly attributed to the strong fall market that cleared out many of the existing listings.

Novembers decrease in sales is best attributed to the lack of listings (or supply) on the market as well as traditional seasonal slowdown. With November 1997 market numbers (listings, sales & prices) at record levels, November 1998 market numbers (listings, sales & prices) are still exceptionally strong.

The Toronto Real Estate Board's 3,905 single-family dwelling sales, reported throughout the Toronto area, totaled \$837,486,257 and averaged \$214,465. The median price was \$186,000. The 28 west districts contributed 1,446 sales (3,905 total) and had an average sale price of \$200,044.

condominium apartment sales in the west district that represents Humber Bay Shores (Palace Place, Palace Pier and Grand Harbour included) decreased to 16 in November from 19 in October. The average condominium price in this district decreased slightly to \$222,156 from

\$229,205 in October. The median price increased to \$208,000 from \$188,800 in October.

With the holiday season underway, traditional slowdown is beginning to 'chill' Toronto's real estate resale market (numbers & activity) along with the strong seller's market experienced throughout 1998. While 1997 marked the best performance of the decade for Toronto's real estate resale market, 1998 has also proved to be exceptionally strong. Banks, brokerages and analysts continue to be optimistic about the continued health of Toronto's real estate resale market in 1999.

1998 Summary. 1999 Forecast.

Single family dwelling prices rose moderately (about 3%) from the end of 1997, the rapid price ascent that almost all single family dwellings experienced in the first half of the year began to slow or stabilize as new inventory came on the market. Vendor interest grew as "latent" sellers perceived that prices had reached the top of the curve and listed their homes. It is forecast that by year-end more than 55,000 single family dwellings will have changed hands in the Toronto area, a 4.5% drop over 1997. Prices, however, held onto gains, forecast to end 1998 at a cumulative average price of \$218,000. In 1999, a continuation of the active market is expected. Sales are forecast to decline by about 5% - assuming no major decrease in interest rates - while prices are expected to be up by about 2% to a 1999 forecast year-end cumulative average price of around \$222,400.

All statistics courtesy of the Toronto Real Estate Board.

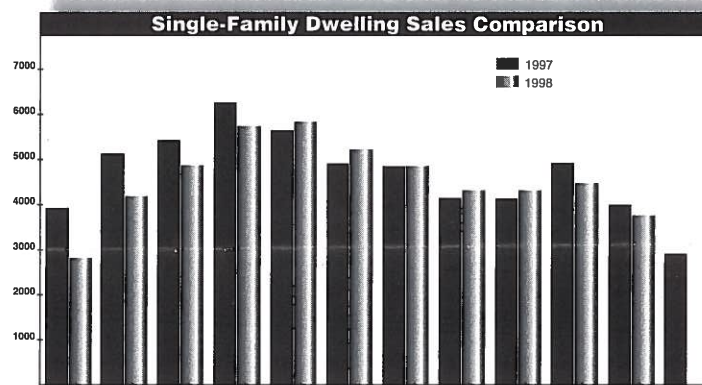
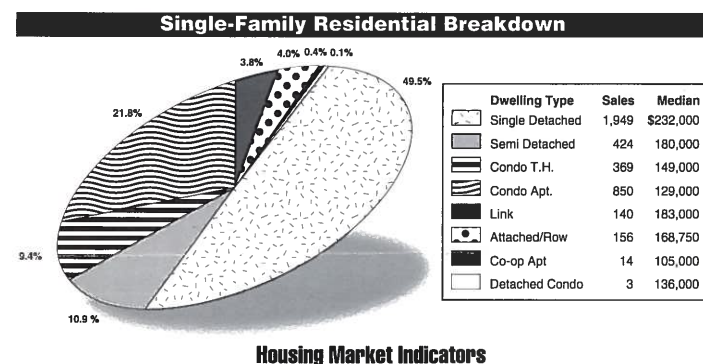
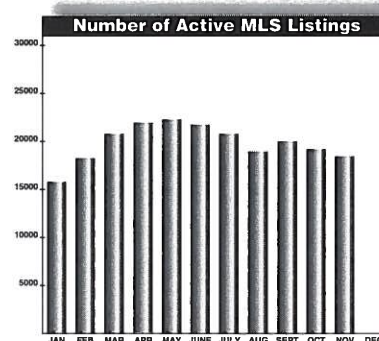
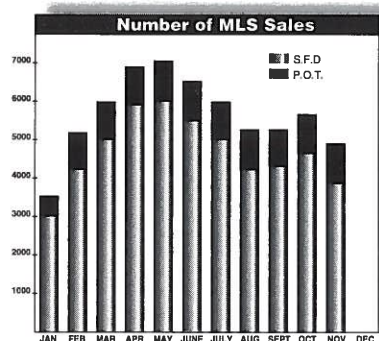
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**This is not intended to solicit properties currently for sale*



PRICE CATEGORY BREAKDOWN - NOVEMBER					
Price Range	Total S.F.D.	Condo Apt.	Condo T.H.		
Up to \$90,000	158 (4.0)	108 (12.7)	22 (6.0)		
90,001 to 110,000	200 (5.1)	141 (16.6)	28 (7.6)		
110,001 to 120,000	163 (4.2)	91 (10.7)	25 (6.8)		
120,001 to 130,000	188 (4.8)	100 (11.8)	26 (7.1)		
130,001 to 140,000	191 (4.9)	82 (9.7)	47 (12.7)		
140,001 to 150,000	219 (5.6)	60 (7.1)	45 (12.2)		
150,001 to 160,000	221 (5.7)	42 (4.9)	46 (12.5)		
160,001 to 170,000	244 (6.2)	40 (4.7)	43 (11.6)		
170,001 to 180,000	239 (6.1)	24 (2.8)	21 (5.7)		
180,001 to 190,000	241 (6.2)	31 (3.7)	16 (4.3)		
190,001 to 200,000	181 (4.6)	20 (2.3)	13 (3.5)		
200,001 to 225,000	409 (10.5)	34 (4.0)	20 (5.4)		
225,001 to 250,000	338 (8.7)	23 (2.7)	4 (1.1)		
250,001 to 300,000	385 (9.9)	22 (2.6)	9 (2.4)		
300,001 to 400,000	309 (7.9)	19 (2.2)	2 (0.5)		
400,001 to 500,000	107 (2.7)	7 (0.8)	1 (0.3)		
500,001 to 750,000	84 (2.2)	5 (0.6)	1 (0.3)		
750,001 to 1,000,000	16 (0.4)	—	—		
1,000,001 to 1,500,000	9 (0.2)	—	—		
Over 1,500,000	3 (0.1)	1 (0.1)	—		
TOTAL	3,905 100.0	850* 100.0	369** 100.0		

* 850 condominium apartments sold for \$125,858,194, averaging \$148,068
 ** 369 condominium townhouses sold for \$56,554,259, averaging \$153,263.

UNDERSTANDING MARKET CONDITIONS		
The real estate market is always changing. It helps to understand how market conditions can affect your position as a seller/buyer		
Market Conditions	Characteristics	Implications
Buyer's Market: The supply of homes on the market exceeds demand.	High inventory of homes. Few buyers compared to availability. Homes on the market longer. Prices tend to drop in this type of market.	Your home may take longer to sell. Less negotiating leverage in terms of selling price.
Seller's Market: The number of buyers wanting homes exceeds the supply or number of homes on the market.	Smaller inventory of homes. Many buyers. Homes sell quickly. Prices usually increase.	May have more negotiating leverage and obtain a higher selling price for your property.
Balanced Market: The number of homes on the market is equal to the demand or number of buyers	Demand equals supply. Homes sell within an acceptable time period. Prices generally stable.	More relaxed atmosphere. Buyers have a reasonable number of homes to choose from.



PALACE PLACE 1 PALACE PIER COURT

Price Chart

Unit	Square Feet	Average 1997 Prices	Current Prices	Current Price per sq.ft.
01	1,985 sq.ft.	\$368,138	\$420,000	\$212
01	2,836 sq.ft.	\$476,074	\$690,000	\$243
02	1,204 sq.ft.	\$279,750	\$325,000	\$270
02	1,186 sq.ft.	\$278,402	\$326,000	\$275
03	1,985 sq.ft.	\$405,360	\$475,000	\$239
03	2,028 sq.ft.	\$495,000	\$520,000	\$256
03	2,442 sq.ft.	\$535,000	\$535,000	\$219
04	790 sq.ft.	\$175,500	\$186,200	\$236
04	833 sq.ft.	\$176,051	\$196,000	\$235
05	1,228 sq.ft.	\$261,800	\$283,000	\$230
05	1,491 sq.ft.	\$276,000	\$305,000	\$204
06	1,985 sq.ft.	\$400,833	\$425,000	\$214
06	2,028 sq.ft.	\$386,296	\$435,000	\$214
07	788 sq.ft.	\$151,300	\$162,000	\$205
07	833 sq.ft.	\$147,891	\$167,500	\$201
08	1,223 sq.ft.	\$204,770	\$256,500	\$209
08	1,201 sq.ft.	\$211,937	\$225,317	\$188
09	1,388 sq.ft.	\$239,986	\$255,000	\$184
10	1,388 sq.ft.	\$229,750	\$265,000	\$190
10	1,395 sq.ft.	\$220,315	\$277,000	\$199
11	1,106 sq.ft.	\$183,422	\$214,000	\$193
12	813 sq.ft.	\$160,900	\$170,000	\$209

** 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.

Luke Dalinda Profile

- The #1 Top Listing & Selling PALACE PLACE Sales Representative for 1998**
 (As reported by the listing and sales data from The Toronto Real Estate Board).
- Luke Dalinda is the producer of the PALACE PLACE website.
www.palaceplace.com / www.1palacepiercourt.com
- A resident at PALACE PLACE for **over 5 years!**
- Award Winning Service
- PALACE PLACE Resident Owner
- Luke Dalinda donates 10% of his commissions earned from every sale at PALACE PLACE, that Luke Dalinda has participated in (buyer and/or seller representation) to The Princess Margaret Hospital Foundation and Make-A-Wish Foundation (Toronto).
- Also a film and television producer/director, Luke Dalinda entered real estate as a second generation real estate practitioner. Luke Dalinda offers ultimate condominium service to all his clients by treating each client like an individual and not another commission.

When people look for ultimate condominium service, there is only one name that stands out, Luke Dalinda.

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Point of View

"You can't live a perfect day without doing something for someone who will never be able to repay you."

JOHN WOODEN

"We are what and where we are because we have first imagined it."

DONALD CURTIS