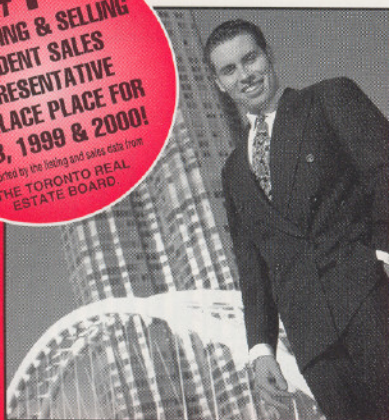


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TOP LISTING & SELLING
RESIDENT SALES
REPRESENTATIVE
AT PALACE PLACE FOR
1998, 1999 & 2000!
As reported by the listing and sales data from
THE TORONTO REAL
ESTATE BOARD



LUKE DALINDA
SALES REPRESENTATIVE



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Tel: (416) 236-1871
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**PALACE PLACE
1 PALACE PIER COURT**

*The Most Prestigious
and Luxurious Waterfront
Condominium Residence
in Canada!*

THE LUKE DALINDA CONDOMINIUM REPORT

January/February 2000 / Issue 31

A Monthly Review of Current Real Estate Market Trends

1999: RECORD YEAR!

It has been a great year for Toronto's real estate resale market. According to the Toronto Real Estate Board 58,957 single-family dwellings were sold in 1999. Total sales were up 6% from the 55,344 single-family dwelling sales recorded in 1998 and up 2% from the record-breaking 58,014 single-family dwelling sales recorded in 1997. The year end (January 1st - December 31st, 1999) single-family dwelling cumulative average price for the Toronto area increased 5% to \$228,372 in 1999 from \$216,815 in 1998.

The Toronto real estate resale market continued at the strong pace and momentum that first began in 1997. Sales and prices remained strong as The Toronto Real Estate Board reported 3,271 sales of single family dwellings in December 1999. December 1999 total sales were down 20% from the 4,119 sales recorded in November 1999 and down 1 sale from the 3,272 sales recorded in December 1998.

The average price in December 1999 decreased 1.7% to \$231,992 from \$236,214 in November 1999. The median, the point at which there are an equal number of sales above and below, remained unchanged at \$199,000. The average price in December 1998 was \$215,131 (December 1999 average price up 7% from December 1998 average price) and the median price in December 1998 was \$185,000. The twelve-month (January - December 1999) single-family dwelling cumulative average price for the Toronto area was \$228,372 (1998-year end single-family dwelling cumulative average price was \$216,815).

The number of active listings in December 1999 decreased 15% to 12,498 from 14,726 in November 1999 and decreased 18% from the 15,321 active listings recorded in December 1998. The decrease in active listings in December 1999 was best attributed to the strong fall market that cleared out many of the existing listings as well as traditional seasonal slowdown.

It should be remembered, in terms of market activity, that the holiday season (early December & early January) is generally one of the slowest times of the year. With December and January typically being 'holiday months', it is not unusual for market numbers (listings, sales and prices) and market activity to decrease slightly.

The Toronto Real Estate Board's 3,271 single-family dwelling sales, reported throughout the Toronto area, totaled \$758,847,970 and averaged \$231,992. The median price was \$199,000. The 28 west districts contributed 1,161 sales (3,271 total) and had an average sale price of \$211,634.

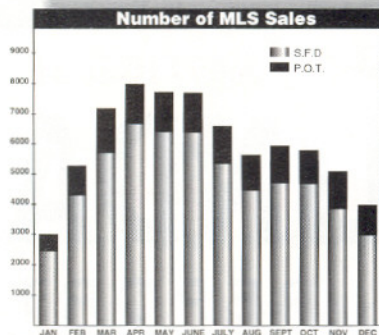
Condominium apartment sales in the west district that represents Humber Bay Shores (Palace Place, Palace Pier and Grand Harbour included) decreased to 14 in December 1999 from 29 in November 1999. The average condominium price in this district increased to \$242,279 in December 1999 from \$235,821 in November 1999. The median price also increased to \$211,000 in December 1999 from \$197,500 in November 1999. The average condominium price in this district in December 1998 was \$228,493.

With the New Year underway, a continuation of the active seller's market is expected. Market numbers (listings, sales and prices) are forecast to remain strong & trend upwards throughout the year.

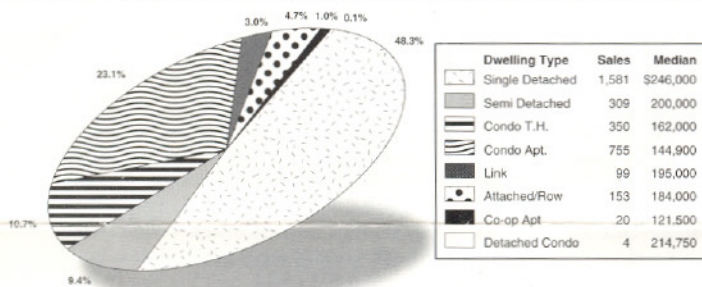
"May you live in interesting times" goes a famous toast. It appears that Y2K will undoubtedly live up to that promise. Times and technology are changing faster than warp. Traditional ways of doing things are being re-invented, computerized and even outdated and replaced. In today's 'information age' one is constantly bombarded with new technologies and opportunities described in terms such as; information highways, the Internet, 500 Channels, Multimedia and digital communication. Companies from all corners of business are converging into the same market, forming allies that never before crossed their radar. For many, this 'Information Age' comes as a culture shock that is feared. It should be remembered, however, that fear of technology gets one nowhere; thinking of it as a personal assistant helps unlock its true potential by bringing efficiencies into both the workplace and the home. It should also be remembered that information is the key in turning uncertainty into opportunity. - Happy New Year!

*This article was written by Luke Dalinda.
All Statistics courtesy of The Toronto Real
Estate Board AND LDMG. ©2000*

*This is not intended to solicit properties currently for sale. This report is sent out monthly to all Palace Place resident owners and tenants. To be added to our mailing list call 416-236-1871 or fax your name and address to 416-259-3316.



Single-Family Residential Breakdown



Housing Market Indicators

	December 1998	December 1999	% Change
Sales*	3,272	3,271	(-%)
New Listings*	3,451	3,259	(-5%)
Active Listings**	15,321	12,498	(-18%)

* Single-Family Dwellings Only

** Properties All Types including Single-Family Dwellings.

Luke Dalinda Profile

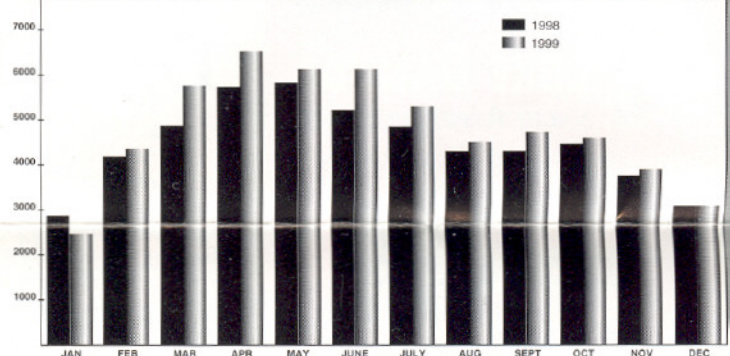
- **The #1 Top Listing & Selling PALACE PLACE Resident Sales Representative for 1998, 1999 and 2000!**
(As reported by the listing and sales data from The Toronto Real Estate Board).
- Luke Dalinda is the producer of www.1palacepiercourt.com
- A resident at PALACE PLACE for over 7 years!
- Award Winning Service
- PALACE PLACE Resident Owner
- Also a film and television producer/writer (portfolio includes contracts with Universal Studios Canada, NBC, FOX, Molson & Energy 108FM to name a few), 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.
- Luke Dalinda offers ultimate exposure by advertising your property everywhere including The Toronto Star, The Globe & Mail and other newspapers, in this newsletter and on his exclusive www.1palacepiercourt.com website.

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

Put the POWER of the PALACE PLACE Specialist to work for you...

CALL NOW! 416-236-1871

Single-Family Dwelling Sales Comparison



PRICE CATEGORY BREAKDOWN - DECEMBER

Price Range	Total S.F.D.	Condo Apt.	Condo T.H.
Up to \$90,000	88 (2.7)	56 (7.4)	11 (3.1)
90,001 to 110,000	139 (4.3)	90 (11.9)	21 (6.0)
110,001 to 120,000	103 (3.2)	62 (8.2)	8 (2.3)
120,001 to 130,000	142 (4.3)	75 (9.9)	24 (6.9)
130,001 to 140,000	145 (4.4)	72 (9.5)	25 (7.1)
140,001 to 150,000	157 (4.8)	51 (6.8)	39 (11.1)
150,001 to 160,000	166 (5.1)	57 (7.6)	37 (10.6)
160,001 to 170,000	196 (6.0)	49 (6.5)	52 (14.9)
170,001 to 180,000	184 (5.6)	33 (4.4)	34 (9.7)
180,001 to 190,000	186 (5.7)	33 (4.4)	27 (7.7)
190,001 to 200,000	156 (4.8)	25 (3.3)	15 (4.3)
200,001 to 225,000	393 (12.0)	51 (6.8)	31 (8.9)
225,001 to 250,000	290 (8.9)	21 (2.8)	9 (2.6)
250,001 to 300,000	402 (12.3)	44 (5.8)	12 (3.4)
300,001 to 400,000	290 (8.9)	23 (3.0)	4 (1.1)
400,001 to 500,000	103 (3.2)	6 (0.8)	1 (0.3)
500,001 to 750,000	96 (2.9)	7 (0.9)	- (-)
750,001 to 1,000,000	19 (0.5)	- (-)	- (-)
1,000,001 to 1,500,000	11 (0.3)	- (-)	- (-)
Over 1,500,000	5 (0.1)	- (-)	- (-)
TOTAL	3,271 100.0	755* 100.0	350** 100.0

* 755 condominium apartments sold for \$123,815,168, averaging \$164,041

** 350 condominium townhouses sold for \$57,925,210, averaging \$165,500.

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 1998 Prices	Average 1999 Prices	Current Prices	Current Price per sq.ft.
01	1,985 sq.ft.	\$382,666	\$456,450	\$462,900	\$233
01	2,836 sq.ft.	\$690,000	N/A	\$690,000	\$243
02	1,204 sq.ft.	\$318,500	\$300,500	\$325,000	\$270
02	1,186 sq.ft.	\$326,000	\$315,000	\$326,000	\$275
03	1,985 sq.ft.	\$475,000	\$500,000	\$505,000	\$254
03	2,028 sq.ft.	\$522,500	\$513,750	\$525,000	\$259
04	790 sq.ft.	\$182,400	\$206,750	\$212,500	\$269
04	833 sq.ft.	\$192,400	N/A	\$196,000	\$235
05	1,228 sq.ft.	\$271,250	\$307,500	\$310,000	\$252
05	1,491 sq.ft.	\$302,500	\$362,000	\$399,000	\$268
06	1,985 sq.ft.	\$414,666	\$451,250	\$455,000	\$229
06	2,028 sq.ft.	\$420,500	\$460,000	\$460,000	\$227
07	788 sq.ft.	\$169,166	\$186,750	\$205,000	\$260
07	833 sq.ft.	\$166,750	\$183,000	\$186,000	\$223
08	1,223 sq.ft.	\$243,833	\$253,000	\$256,500	\$209
08	1,201 sq.ft.	\$225,317	N/A	\$225,317	\$188
09	1,388 sq.ft.	\$250,000	\$286,000	\$295,000	\$213
10	1,388 sq.ft.	\$260,833	\$274,500	\$282,000	\$203
10	1,395 sq.ft.	\$272,500	N/A	\$277,000	\$199
11	1,106 sq.ft.	\$205,600	\$232,100	\$252,700	\$228
12	813 sq.ft.	\$165,500	\$175,000	\$175,000	\$215

* 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. FOR AN ACCURATE EVALUATION CALL LUKE TODAY!

** PALACE PLACE penthouse owners call Luke today for a confidential evaluation.

• To truly maximize your time and investment make sure your property is advertised in as many places as possible. Don't simply rely on the Multiple Listing Service (M.L.S.)! Time is money! The more purchasers that know about your suite increases your chances at getting multiple offers and/or a HIGHER PRICE!

• Luke Dalinda is the only sales representative at Palace Place that truly and effectively MARKETS your condominium suite in The Toronto Star and other newspapers, in this newsletter, on M.L.S. AND on the Internet! That is why Luke is known for getting his clients RECORD PRICES in RECORD TIME! You pay the real estate commissions! Make sure those commissions are used to get you the BEST PRICE!

Attention!

I have a serious buyer looking for a 2,836 sq. ft. "01" style suite. She is willing to pay up to \$850,000.00. CALL ME!

Point of View

"Only those who risk
going too far
can possibly find out
how far one can go."

T.S. ELIOT

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