



**LUKE DALINDA**  
SALES REPRESENTATIVE



3031 Bloor Street West  
Toronto, Ontario M8X 1C5  
Tel: (416) 236-1871  
Fax: (416) 239-5493

## Features

### Market

Conditions ..... Page 2

### The PALACE PLACE

Price Chart ..... Page 3

### Luke Dalinda's Recent

Sales/Listings ..... Page 4

### Thank You PALACE PLACE

- For making me the #1 top listing & selling PALACE PLACE sales representative for 1998 (as reported by the listing & sales data from The Toronto Real Estate Board)
- As of February 2<sup>nd</sup>, 1999 my website www.palaceplace.com OR www.1palacepiercourt.com has received a total of 540 unduplicated hits (visits)! From these 540 hits, I have received over 162 e-mails of support for the website! Thank you!

Included with this newsletter, you will find a current issue of the "Waterfront Trail" featuring information on our neighbourhood. Enjoy!

# THE LUKE DALINDA CONDOMINIUM REPORT

February 1999

A Monthly Review of Current Real Estate Market Trends



## Despite snow disaster, Toronto experiences strong seller's market!

**W**ith the winter market coming to an end, 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 2,449 sales of single family dwellings in January 1999. Total sales were down 25% from the 3,272 sales recorded in December 1998 and down 18% from the 3,006 sales recorded in January 1998.

The average price in January 1999 decreased 2% to \$211,723 from \$215,131 in December 1998. The median, the point at which there are an equal number of sales above and below, remained unchanged from December 1998 at \$185,000. The average price in January 1998 was \$206,209 (January 1999 average price up 3% from January 1998 average price) and the median price in January 1998 was \$182,000 (January 1999 median up 2% from January 1998 median). The cumulative average price for the Toronto area was \$211,723 (1998 year end cumulative average price was \$216,815).

The number of active listings in January 1999 decreased 2% to 15,045 from 15,321 in December 1998 and decreased 7% from the 16,203 active listings recorded in January 1998.

Due to the fact that Toronto was hit with the biggest snowstorm in a century, it is not unusual for market numbers (listings, sales and prices) and market activity to have decreased slightly while Toronto area residents were digging out of the snow.

The Toronto Real Estate Board's 2,449 single-family dwelling sales, reported throughout the Toronto area, totaled \$518,511,095 and

averaged \$211,723. The median price was \$185,000. The 28 west districts contributed 943 sales (2,449 total) and had an average sale price of \$199,386.

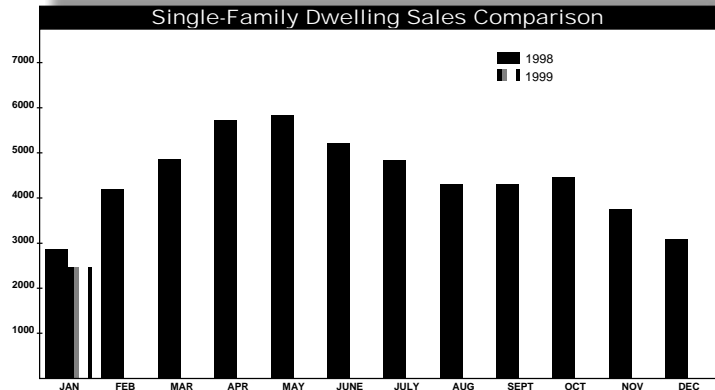
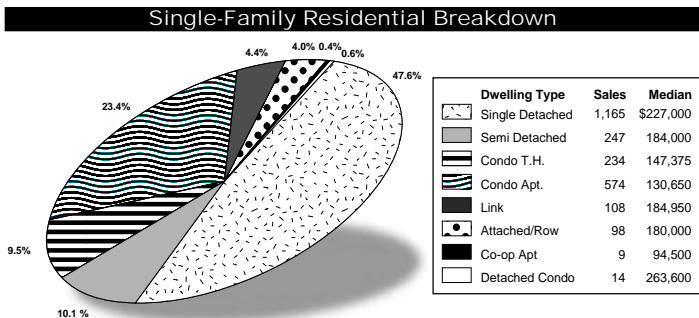
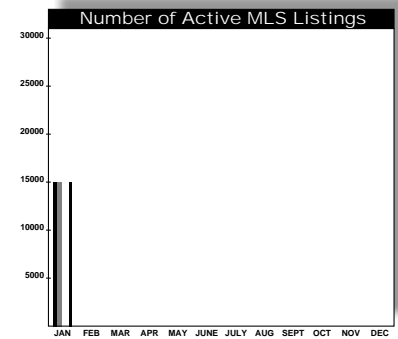
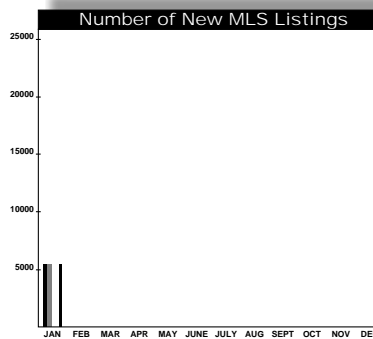
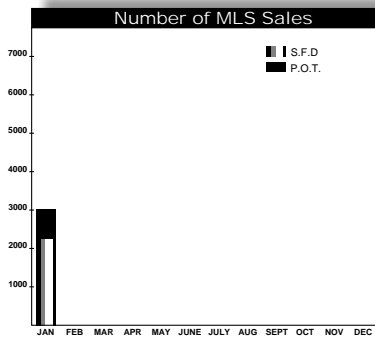
Condominium apartment sales in the west district that represents Humber Bay Shores (Palace Place, Palace Pier and Grand Harbour included) decreased to 11 in January 1999 from 20 in December 1998. The average condominium price in this district increased to \$269,091 in January 1999 from \$228,493 in December 1998. The median price also increased to \$280,000 in January 1999 from \$209,500 in December 1998.

With the New Year underway, a continuation of the active seller's 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. Despite a 2 week snow disaster experienced in early January, a strong seller's market is currently being experienced and market numbers (listings, sales and prices) remain strong and are beginning to trend upwards.

All Statistics courtesy of The Toronto Real Estate Board AND Royal LePage Residential Real Estate Services Ltd.

Luke Dalinda is a proud contributor to:





	January 1998	January 1999	% Change
Sales*	3,006	2,449	(-18%)
New Listings*	6,913	5,507	(-20%)
Active Listings**	16,203	15,045	(-7%)

\* Single-Family Dwellings Only  
 \*\* Properties All Types including Single-Family Dwellings.

### PRICE CATEGORY BREAKDOWN - JANUARY

Price Range	Total S.F.D.	Condo Apt.	Condo T.H.
Up to \$90,000	111 (4.5)	77 (13.4)	16 (6.6)
90,001 to 110,000	122 (5.0)	84 (14.6)	15 (6.4)
110,001 to 120,000	97 (4.0)	56 (9.7)	14 (6.0)
120,001 to 130,000	146 (6.0)	69 (12.0)	24 (10.3)
130,001 to 140,000	131 (5.4)	55 (9.6)	30 (12.8)
140,001 to 150,000	109 (4.5)	36 (6.3)	23 (9.8)
150,001 to 160,000	152 (6.2)	32 (5.6)	31 (13.3)
160,001 to 170,000	138 (5.6)	26 (4.5)	26 (11.1)
170,001 to 180,000	148 (6.0)	23 (4.0)	9 (3.9)
180,001 to 190,000	177 (7.2)	24 (4.2)	16 (6.8)
190,001 to 200,000	113 (4.6)	12 (2.1)	9 (3.9)
200,001 to 225,000	248 (10.1)	19 (3.3)	11 (4.7)
225,001 to 250,000	208 (8.5)	15 (2.6)	1 (0.4)
250,001 to 300,000	266 (10.9)	20 (3.5)	6 (2.6)
300,001 to 400,000	141 (5.8)	16 (2.8)	2 (0.8)
400,001 to 500,000	65 (2.6)	5 (0.9)	- (-)
500,001 to 750,000	59 (2.4)	5 (0.9)	1 (0.4)
750,001 to 1,000,000	13 (0.5)	- (-)	- (-)
1,000,001 to 1,500,000	3 (0.1)	- (-)	- (-)
Over 1,500,000	2 (0.1)	- (-)	- (-)
<b>TOTAL</b>	<b>2,449 100.0</b>	<b>574* 100.0</b>	<b>234** 100.0</b>

\* 574 condominium apartments sold for \$86,015,929, averaging \$149,853  
 \*\* 234 condominium townhouses sold for \$35,768,380, averaging \$152,856.

### 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
<b>Buyer's Market:</b> 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.
<b>Seller's Market:</b> 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.
<b>Balanced Market:</b> 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.

## 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](http://www.palaceplace.com) / [www.1palacepiercourt.com](http://www.1palacepiercourt.com)
- A resident at PALACE PLACE for **over 6 years!**
- Award Winning Service/Director's Platinum Award
- 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 (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, The National Post, in his newsletter and on his exclusive PALACE PLACE 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**



# PALACE PLACE 1 PALACE PIER COURT

## Price Chart

Unit	Square Feet	Average 1997 Prices	Average 1998 Prices	Current Prices	Current Price per sq.ft.
01	1,985 sq.ft.	\$368,138	\$382,666	\$420,000	\$212
01	2,836 sq.ft.	\$476,074	\$690,000	\$690,000	\$243
02	1,204 sq.ft.	\$279,750	\$318,500	\$325,000	\$270
02	1,186 sq.ft.	\$278,402	\$326,000	\$326,000	\$275
03	1,985 sq.ft.	\$405,360	\$475,000	\$475,000	\$239
03	2,028 sq.ft.	\$495,000	\$522,500	\$525,000	\$259
04	790 sq.ft.	\$175,500	\$182,400	\$190,000	\$240
04	833 sq.ft.	\$176,051	\$192,400	\$196,000	\$235
05	1,228 sq.ft.	\$261,800	\$271,250	\$283,000	\$230
05	1,491 sq.ft.	\$276,000	\$302,500	\$335,000	\$225
06	1,985 sq.ft.	\$400,833	\$414,666	\$425,000	\$214
06	2,028 sq.ft.	\$386,296	\$420,500	\$435,000	\$214
07	788 sq.ft.	\$151,300	\$169,166	\$205,000	\$260
07	833 sq.ft.	\$147,891	\$166,750	\$167,500	\$201
08	1,223 sq.ft.	\$204,770	\$243,833	\$256,500	\$209
08	1,201 sq.ft.	\$211,937	\$225,317	\$225,317	\$188
09	1,388 sq.ft.	\$239,986	\$250,000	\$255,000	\$184
10	1,388 sq.ft.	\$229,750	\$260,833	\$272,500	\$196
10	1,395 sq.ft.	\$220,315	\$272,500	\$277,000	\$199
11	1,106 sq.ft.	\$183,422	\$205,600	\$214,000	\$193
12	813 sq.ft.	\$160,900	\$165,500	\$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. FOR AN ACCURATE EVALUATION CALL LUKE TODAY!

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

### Canada Trust Residential Mortgage Rates and Factors\*

For The Best Rates  
and Service Call:

**VICKI  
MARKEVICH**  
MANAGER, RESIDENTIAL  
MORTGAGES

24 HOUR PAGER #:  
416-860-8292

FAX #:  
416-252-8457

PHONE#:  
416-252-8441

TERM	RATE	FACTOR**
6 Month Convertible	6.90%	.00694
6 Month Closed	6.90%	.00694
6 Month Open	7.15%	.00710
1 Year Closed	6.40%	.00664
2 Year Closed	6.65%	.00679
3 Year Closed	6.75%	.00685
4 Year Closed	6.85%	.00691
5 Year Closed	6.90%	.00694
7 Year Closed	7.15%	.00710
10 Year Closed	7.55%	.00735

\* Residential Mortgage Rate as of February 2, 1999.  
Rates are subject to change without notice.

\*\* Multiply factor with mortgage amount to determine the monthly principal and interest payment.

### Point of View

*"Good and evil,  
reward and punishment  
are the only motives  
to a rational creature:  
these are the spur and reins  
whereby all mankind  
are set on work, and guided"*

JOHN LOCKE

The Following is a List of Luke Dalinda's recent 1999 SALES

**PALACE PLACE**  
1 PALACE PIER COURT

**SOLD!  
IN 1 DAY!**

Listed and Sold  
by Luke Dalinda  
**SUITE 3905 - PALACE PLACE**  
Sold for \$335,000

**SOLD!**

**SUITE 3109 - PALACE PLACE**  
Sold for \$277,000

**SOLD!**

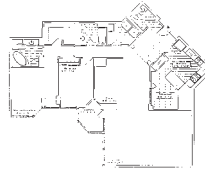
**SUITE 3503 - PALACE PLACE**  
Represented Purchaser

# JUST LISTED!

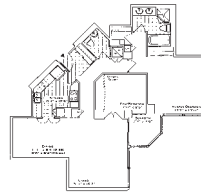
Call Luke Dalinda Today! Tour these suites on the web!

[www.palaceplace.com](http://www.palaceplace.com)  
[www.1palacepiercourt.com](http://www.1palacepiercourt.com)

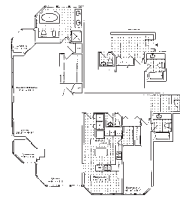
PALACE PLACE virtual tours offered exclusively  
by & through Luke Dalinda.



**SUITE P4604 - PALACE PLACE**  
Exquisite penthouse suite. This suite has it all!  
Loaded with upgrades, 2 parking spaces plus  
2 lockers! Immaculate Condition! 1,955 Sq. Ft.  
- A must see! \$599,900



**SUITE 2402 - PALACE PLACE**  
Most sought after suite in Palace Place.  
Breathtaking city & lake view.  
2 bdrms. 1,204 Sq. Ft. \$335,000  
Also for lease @ \$2,300/mo.



**FOR LEASE**  
**SUITE 2301 - PALACE PLACE**  
Dramatic City & Lake View! Includes two  
parking spots and two lockers!  
\$3,200 per month.

To find out what else is available FOR SALE or LEASE  
at PALACE PLACE call LUKE today!

The Following is a List of Luke Dalinda's 1998 SALES

**PALACE PLACE**  
1 PALACE PIER COURT

**SOLD!  
SOLD!  
SOLD!  
SOLD!  
SOLD!  
SOLD!  
SOLD!  
SOLD!  
SOLD!  
SOLD!  
SOLD!  
SOLD!  
SOLD!  
SOLD!  
SOLD!  
SOLD!  
SOLD!  
SOLD!  
SOLD!  
SOLD!**

**SUITE 3701 - PALACE PLACE**  
**SUITE 607 - PALACE PLACE**  
**SUITE 1504 - PALACE PLACE**  
**SUITE 2401 - PALACE PLACE**  
**SUITE 204 - PALACE PLACE**  
**SUITE 407 - PALACE PLACE**  
**SUITE 801\* - PALACE PLACE**  
**SUITE 805 - PALACE PLACE**  
**SUITE 904\* - PALACE PLACE**  
**SUITE 1802 - PALACE PLACE**  
**SUITE 2107 - PALACE PLACE**  
**SUITE 3106 - PALACE PLACE**  
**SUITE 3505\*\* - PALACE PLACE**  
**SUITE 3906 - PALACE PLACE**  
**SUITE 3910\* - PALACE PLACE**  
**SUITE 4402 - PALACE PLACE**

**LEASED!  
LEASED!  
LEASED!  
LEASED!  
LEASED!  
LEASED!**

**SUITE 709 - PALACE PLACE**  
**SUITE 904 - PALACE PLACE**  
**SUITE 1405 - PALACE PLACE**  
**SUITE 1705 - PALACE PLACE**  
**SUITE 2310 - PALACE PLACE**  
**SUITE 3809 - PALACE PLACE**

\* Represented Purchaser \*\*Purchaser

When it comes time to Buy, Sell or Lease

# LUKE DALINDA

provides

**ULTIMATE  
CONDOMINIUM  
SERVICE**



**ROYAL LEPAGE**

3031 Bloor Street West, Toronto, Ontario M8X 1C5

**Tel: (416) 236-1871**

**Fax: (416) 239-5493**

Call today for a complimentary  
confidential market evaluation