



LUKE DALINDA
SALES REPRESENTATIVE



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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 January 4th, 1999 my website www.palaceplace.com OR www.1palacepiercourt.com has received a total of 257 unduplicated hits (visits)! From these 257 hits, I have received over 100 e-mails of support for the website! Thank you!

I look forward to using my skills & services to help better our PALACE PLACE community in 1999.

THE LUKE DALINDA CONDOMINIUM REPORT

January 1999

A Monthly Review of Current Real Estate Market Trends

1998: Strong end to the year.



It has been a great year for Toronto's real estate resale market. According to the Toronto Real Estate Board 55,344 single-family dwellings were sold in 1998. Total sales were down 5% from 1997's record-breaking 58,014 single-family dwelling sales. The year end (January 1st - December 31st, 1998) cumulative average price for the Toronto area increased 3% to \$216,815 in 1998 from \$211,307 in 1997.

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 3,272 sales of single family dwellings in December 1998. Total sales were down 16% from the 3,905 sales recorded in November 1998 and up 8% from the 3,017 sales recorded in December 1997.

The average price in December 1998 increased marginally to \$215,131 from \$214,465 in November 1998. The median, the point at which there are an equal number of sales above and below, decreased slightly to \$185,000 from \$186,000 in November 1998. The average price in December 1997 was \$205,710 (December 1998 average price up 4% from December 1997 average price) and the median price in December 1997 was \$180,000. The twelve-month (January - December 1998) cumulative average price for the Toronto area was \$216,815.

The number of active listings in December 1998 decreased 15% to 15,321 from 18,047 in November 1998 and decreased 1% from the 15,448 active listings recorded in December 1997. The decrease in active listings in December 1998 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 3,272 single-family dwelling sales, reported throughout the Toronto area, totaled \$703,911,424 and averaged \$215,131. The median price was \$185,000. The 28 west districts contributed 1,255 sales (3,272 total) and had an average sale price of \$196,932.

Condominium apartment sales in the west district that represents Humber Bay Shores (PALACE PLACE, Palace Pier and Grand Harbour included) increased to 20 in December 1998 from 16 in November 1998. The average condominium price in this district increased to \$228,493 in December 1998 from \$222,156 in November 1998. The median price also increased to \$209,500 in December 1998 from \$208,000 in November 1998.

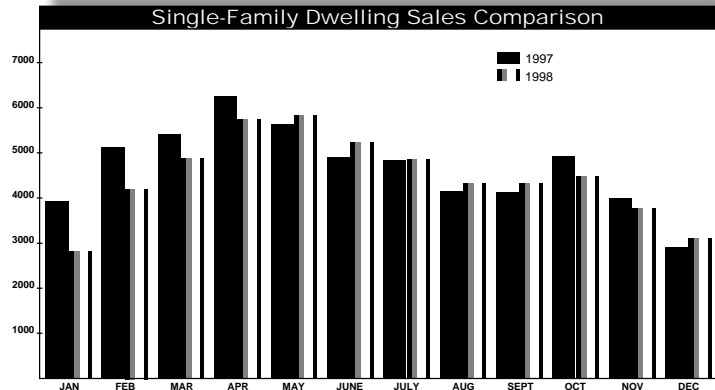
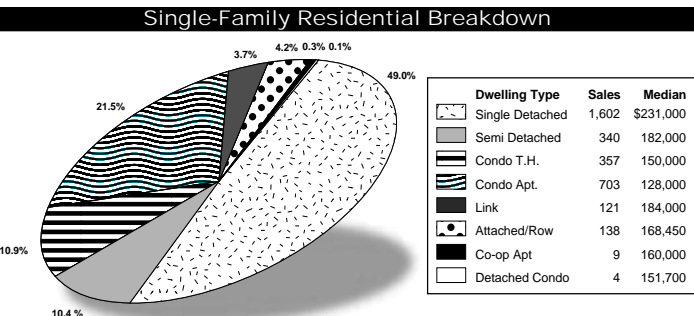
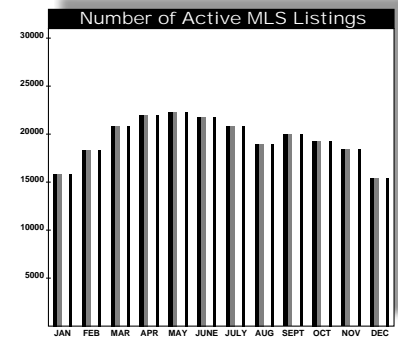
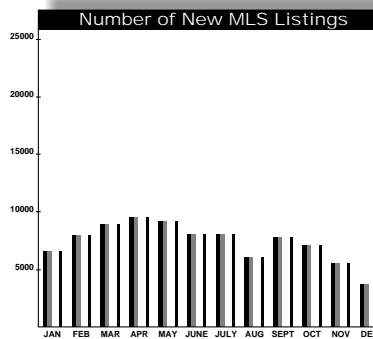
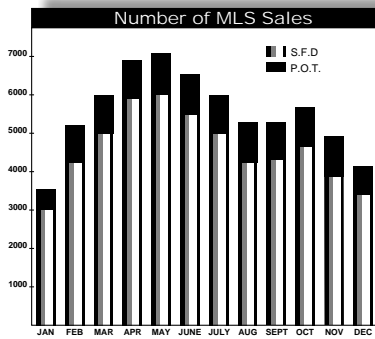
With the New Year underway, a continuation of the active seller's market is expected. Sales are forecast to decline by about 5% - assuming no major decrease in interest rates - while prices are expected to be up by about 2% to a 1999 forecast year-end cumulative average price of around \$222,400. Altogether, market numbers (listings, sales and prices) should remain strong & trend upwards throughout the year.

"May you live in interesting times" goes a famous toast. It appears that 1999 will undoubtedly live up to that promise. The prospects of a slowing global economy, the Y2K (year 2000) computer problem, low commodity prices, stock market jitters and changing technology are indeed making times interesting and uncertain. It should be remembered, however, that information is the key in turning uncertainty into opportunity. *Happy New Year!*

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

Luke Dalinda is a proud contributor to:





Housing Market Indicators

	December 1997	December 1998	% Change
Sales*	3,017	3,272	(+6%)
New Listings*	3,498	3,451	(-1%)
Active Listings**	15,448	15,321	(-1%)

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

PRICE CATEGORY BREAKDOWN - DECEMBER

Price Range	Total S.F.D.	Condo Apt.	Condo T.H.
Up to \$90,000	139 (4.3)	90 (12.8)	25 (7.0)
90,001 to 110,000	190 (5.8)	124 (17.6)	26 (7.3)
110,001 to 120,000	127 (3.9)	72 (10.2)	22 (6.2)
120,001 to 130,000	160 (4.9)	85 (12.1)	24 (6.7)
130,001 to 140,000	163 (5.0)	61 (8.7)	41 (11.5)
140,001 to 150,000	158 (4.8)	41 (5.8)	43 (12.1)
150,001 to 160,000	194 (5.9)	30 (4.3)	57 (16.0)
160,001 to 170,000	201 (6.2)	39 (5.6)	31 (8.7)
170,001 to 180,000	203 (6.2)	25 (3.6)	28 (7.8)
180,001 to 190,000	221 (6.8)	22 (3.1)	19 (5.3)
190,001 to 200,000	142 (4.3)	16 (2.3)	4 (1.1)
200,001 to 225,000	342 (10.5)	26 (3.7)	18 (5.0)
225,001 to 250,000	276 (8.4)	23 (3.3)	1 (0.3)
250,001 to 300,000	321 (9.8)	32 (4.5)	8 (2.2)
300,001 to 400,000	237 (7.2)	14 (2.0)	9 (2.5)
400,001 to 500,000	93 (2.8)	1 (0.1)	- (-)
500,001 to 750,000	79 (2.4)	2 (0.3)	- (-)
750,001 to 1,000,000	13 (0.4)	- (-)	1 (0.3)
1,000,001 to 1,500,000	9 (0.3)	- (-)	- (-)
Over 1,500,000	4 (0.1)	- (-)	- (-)
TOTAL	3,272 100.0	703* 100.0	357** 100.0

* 703 condominium apartments sold for \$101,353,390, averaging \$144,172
 ** 357 condominium townhouses sold for \$55,246,186, averaging \$154,751.

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 6 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 (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.

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...

ULTIMATE CONDOMINIUM SERVICE

CALL NOW! 416-236-1871

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	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	\$186,200	\$236
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	\$305,000	\$204
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	\$166,500	\$211
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.
 ** 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	6.65%	.00675
6 Month Closed	6.95%	.00675
6 Month Open	6.95%	.00697
1 Year Closed	6.40%	.00664
2 Year Closed	6.55%	.00673
3 Year Closed	6.65%	.00679
4 Year Closed	6.75%	.00685
5 Year Closed	6.80%	.00688
7 Year Closed	7.05%	.00704
10 Year Closed	7.50%	.00732

* Residential Mortgage Rate As of December 2, 1998.
Rates are subject to change without notice.

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

Point of View

*"If we all did the things we are
capable of doing, we would literally
astound ourselves."*

THOMAS A. EDISON

*"The only way to discover the limits
of the possible is to go beyond them
into the impossible."*

ARTHUR C. CLARKE

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

PALACE PLACE
1 PALACE PIER COURT

SOLD!
IN 9 DAYS!
SOLD!
SOLD!
SOLD!
SOLD!
SOLD!
SOLD!
SOLD!
SOLD!
SOLD!
SOLD!
SOLD!
SOLD!
SOLD!
SOLD!
SOLD!
SOLD!
SOLD!

Listed and Sold
by Luke Dalinda

SUITE 3701 - PALACE PLACE
Listed for \$699,000, Sold for \$690,000

SUITE 607 - PALACE PLACE
Sold for \$160,000

SUITE 1504 - PALACE PLACE
Sold for \$186,200

SUITE 2401 - PALACE PLACE
Sold for \$396,000

SUITE 204 - PALACE PLACE
Sold for \$179,500

SUITE 407 - PALACE PLACE
Sold for \$160,500

SUITE 801 - PALACE PLACE
Sold for \$370,000 Represented Purchaser

SUITE 805 - PALACE PLACE
Sold for \$283,000

SUITE 904 - PALACE PLACE
Sold for \$181,500 Represented Purchaser

SUITE 1802 - PALACE PLACE
Sold for \$319,000

SUITE 2107 - PALACE PLACE
Sold for \$162,000

SUITE 3106 - PALACE PLACE
Sold for \$406,000

SUITE 3505 - PALACE PLACE
Sold for \$300,000 Purchaser

SUITE 3906 - PALACE PLACE
Sold for \$435,000

SUITE 3910 - PALACE PLACE
Sold for \$277,000 Represented Purchaser

SUITE 4402 - PALACE PLACE
Sold for \$326,000 - 1,186 sq. ft sold for \$275/sq. ft.

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

SUITE 709 - PALACE PLACE
Leased for \$2,150/mo.

SUITE 904 - PALACE PLACE
Leased for \$1,350/mo.

SUITE 1405 - PALACE PLACE
Leased for \$2,250/mo.

SUITE 1705 - PALACE PLACE

SUITE 2310 - PALACE PLACE
Leased for \$2,500/mo.

SUITE 3809 - PALACE PLACE
Leased for \$2,200/mo.

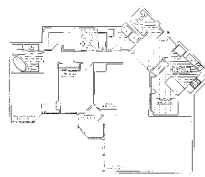
JUST LISTED!

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

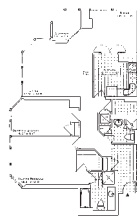
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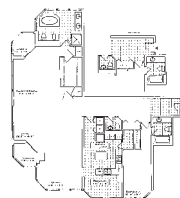
PALACE PLACE virtual tours offered exclusively
by & through Luke Dalinda.



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



"09" SUITE - PALACE PLACE
Sought after 2 bdrm. 1,388 Sq. Ft. high rise
"09" style suite. Stunning! Great lake view,
immaculate condition. Shows to perfection.
\$299,000



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

When it comes time to Buy, Sell or Lease

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provides

**ULTIMATE
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ROYAL LEPAGE

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Call today for a complimentary
confidential market evaluation

