



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 2013

THE ORIGINAL
PALACE PLACE REPORT
AND PRICE CHART

PALACE PLACE, A CONDOMINIUM OF DISTINCTION IN A CONGESTED CONDO MARKET!



TORONTO – June 5, 2013

MAY 2013

The month of May had proved exceptionally strong for Toronto's real estate resale market, which had resulted in continued record-setting sales, as the Toronto Real Estate Board had reported 10,182 sales of single-family dwellings in May 2013.

Total sales were down by 3.4% from the 10,544 sales that had been recorded in May 2012, and total sales had increased by 3.8% from the 9,811 sales that had been recorded in April 2013.

THE MAY AVERAGE PRICE HAD INCREASED BY 5.4%.

The average price in May 2013 had increased by 3% to \$542,174 from \$526,335 in April 2013. The May 2013 average price had increased by 5.4% from the May 2012 average price of \$514,567. The 2012 year-end cumulative average price had totaled \$497,298.

ACTIVE LISTINGS HAD INCREASED BY 10.8%.

The number of active listings in May 2013 had increased by 8.6% to 22,677 from the 20,866 active listings in April 2013 and had increased by 10.8% from the 20,462 active listings in May 2012.

THE HUMBER BAY SHORES AVERAGE PRICE HAD TOTALED \$357,765.

Condominium apartment sales in the W06 west district that represents Humber Bay Shores had increased to 76 sales in May 2013 from 64 sales in April 2013. The average condominium price in this district had totaled \$357,765 in May 2013, which had decreased by 4.7% from \$375,582 in April 2013, while the median price in May 2013 had equaled \$331,450, which had been down from \$333,375 in April 2013.

According to a report from Benjamin Tal, the renowned Deputy Chief Economist for CIBC World Markets, there is good news for Toronto's oversaturated condo market.

Mr. Tal anticipates major delays for Toronto condo developers, as these condo developers are facing constrained credit facilities. In other words, lenders "are thinking twice" about allowing developers to borrow money, even if they have met the required 70% pre-construction sale threshold.

According to Benjamin Tal, who had said, "The practical implication of such a scenario is potentially large-scale delays in project delivery. Developers will get the money, but they will have to pay more for it, and it will take more 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.

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LUKE DALINDA PRESENTS
PALACE PLACE

PALACE PLACE, 1 PALACE PIER COURT, SUITE 3906

FOR SALE AT: \$948,888



Suite 3906 is a magnificent condominium residence, with approximately 2,028 square feet of living space and magical views of Lake Ontario.

PALACE PLACE, 1 PALACE PIER COURT, SUITE 4306

FOR SALE AT: \$957,000



Suite 4306 is a spectacular condominium residence, with approximately 2,028 square feet of living space and enchanting views of the lake. Suite 4306 has been completely renovated for the discerning buyer, who appreciates quality workmanship and sophisticated styling.

PALACE PLACE, 1 PALACE PIER COURT, SUITE 2802

FOR SALE AT: \$617,000



Suite 2802 is a stunning, immaculate condominium residence, with approximately 1,204 square feet of living space and the most sought after views of the Toronto skyline and Lake Ontario. 2 Parking + 1 Locker!

PALACE PLACE, 1 PALACE PIER COURT, SUITE 1109

FOR SALE AT: \$568,900 – IMMACULATE & SPACIOUS!



Suite 1109 is a spacious, immaculate condominium residence, with approximately 1,388 square feet of living space and enchanting water views.

PALACE PLACE, 1 PALACE PIER COURT, SUITE 2602

FOR SALE AT: \$559,900 – AMAZING DEAL!



Suite 2602 is a stunning condominium residence, with approximately 1,204 square feet of living space and the most dramatic views of the city skyline and the lake.

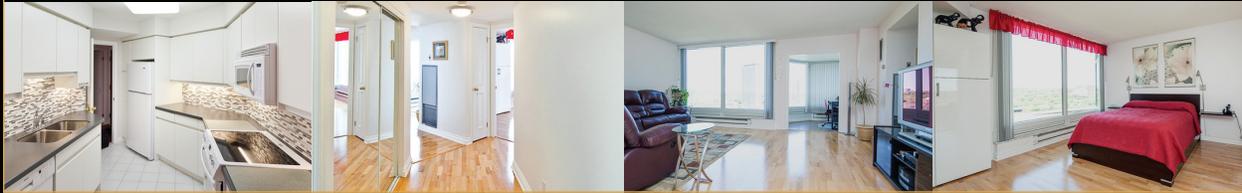
GET THE DEAL DONE WITH YOUR #1 TOP SELLING PLACE PLACE RESIDENT REALTOR!*

* Such achievement has been based on the number of sales that had been sold from 2010 to 2012 from TREB MLS data.

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

PALACE PLACE, 1 PALACE PIER COURT, SUITE 1211

FOR SALE AT: \$397,500 – INCREDIBLE VALUE!



Suite 1211 is a stylish, modern condominium residence, with approximately 1,106 square feet of living space and enchanting views of the Humber River, Swansea Village, High Park, and more.

PALACE PLACE, 1 PALACE PIER COURT, SUITE 705

FOR LEASE AT: \$2,950 PER MONTH



Suite 705 is a spacious condominium residence, with approximately 1,228 square feet of living space and enchanting views of Lake Ontario.

LUKE DALINDA'S OTHER LISTINGS

BEYOND THE SEA, 2240 LAKE SHORE B W, PENTHOUSE 01

FOR SALE AT: \$899,900



Beyond The Sea is a striking luxury condominium residence. Penthouse 01 is a spacious penthouse residence, with 3-bedrooms, approximately 1,435 square feet of living space, and the most dramatic views of the lake, Humber Bay Shores, and the city skyline.

2289 LAKE SHORE B W, TOWNHOUSE 141

FOR SALE AT: \$799,000



At the water's edge, Townhouse Suite 141 is a magnificent townhouse condominium residence, with approximately 2,000 square feet of living space, plus a balcony and patio, and enchanting water and marina views.

THE BRONFMAN RESIDENCE, 2 BRULE GARDENS



CONTACT LUKE DALINDA FOR YOUR PRIVATE VIEWING AND PRICING INFORMATION

“Wow!”
“Excellent!” “Well Done!”

**PALACE PLACE:
THE BOOK**

OVER 200 SOLD!
BUY NOW!

DALINDA.NET/
PALACEPLACEBOOK

THE DALINDA TEAM HAS ACHIEVED TOP 3% IN CANADA STATUS SINCE 2007.*

* Such achievement has been based on the number of sales that had been sold from 2007 to 2012 from Royal LePage.

PALACE PLACE, A CONDOMINIUM OF DISTINCTION! (CONT'D)

This bodes well for Toronto's condo market, as it will help level the supply of new condos on the market.

According to Phil Soper, Royal LePage President and CEO, who had said recently, "2013 finds the Canadian housing industry in a highly unusual place. The combination of very low mortgage rates and flat home prices, against a background of general economic improvement across the nation, is not something we have seen before. Typically one of these variables is moving hard in an opposite direction. While some have spoken loudly about impending market volatility and dramatic downward pressure on home prices, we are simply not seeing evidence of this. The current environment is very supportive for housing. Those waiting for big declines in home prices will likely be disappointed."

"We are now talking ourselves into a housing crash by creating a scenario in which every new statistic is interpreted in the most negative way with an eye on trying to constantly compare the Canadian housing market with what our neighbors to the south experienced just before their housing prices plummeted by as much as 50% in some markets," Tal had added.

WHAT DOES THIS MEAN FOR PALACE PLACE?

Buyers are confused because they have a lot to choose from, so they are demanding more. You cannot expect buyers to adequately identify the value proposition of Palace Place on their own. You need to have it communicated very clearly to them. You also need to be able to know the differences among the other condominiums that they are considering.

It takes a lot of work and market knowledge, but we are in a buyer's market that demands it. Palace Place delivers the key fundamentals that buyers must realize that other condominiums cannot offer.

In today's condominium market, new becomes old fast. Buyers fail to consider the importance of buildings that have been tried and tested and that have built to a much higher standard than the standards of today.

Palace Place had experienced a slow but solid period from January 1, 2013 to June 1, 2013, as total sales had decreased from 15 sales in 2012 to 10 sales in 2013. Prices had increased significantly during this time. In fact, four of these ten sales had been sold by me.

- I had achieved the historic record price of \$515 per square foot for Palace Place.
- I had sold Suite 602 for the low-rise record price of \$552,000.
- I had sold Suite 406 for the 2013 record price of \$810,000.
- I had sold Suite 3410 for \$505,000, after having personally set the record for 10 suites at \$512,500.

TESTIMONIAL

Dear Fellow Residents:

Recently, we made the decision to sell our suite at Palace Place with Luke Dalinda.

We are Royal LePage realtors ourselves specializing in the downtown area, but we chose to list with Luke because of his expertise in selling Palace Place. We are thrilled to report that Luke sold our suite.

Luke saved us money, was always available to us, delivered yet another record price, and got the deal done. His market forecasts and activity predictions were spot on. When it comes to Palace Place, Luke Dalinda offers knowledge and services that are simply unequaled.

You are in good hands with Luke on the mission.

We thank the residents and staff for making Palace Place such an enjoyable place to call home.

Jim Currie & Bill Newman

1 TO THE POWER OF 5 - LUKE DALINDA'S TEAM



LUKE DALINDA
Sales Representative



DAIVA DALINDA
Broker



VALENTINA MORASKY
Sales Representative



MAUREEN GALEA, LLB
Barrister & Solicitor



IAN BAIRD, CFP
Manager Residential Mortgages
TD Canada Trust



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PALACE PLACE, 1 Palace Pier Court 10 Sales, January 1 to June 1, 2013

Unit	Square Feet	Current AVG Prices	Current AVG Prices PSF
01	1,985	\$ 820,000	\$413
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	\$ 859,000	\$423
04	790	\$ 350,000	\$443
04	833	\$ 349,000	\$420
05	1,228	\$ 490,000	\$400
05	1,491	\$ 620,000	\$416
06	1,985	\$ 820,000	\$413
06	2,028	\$ 784,000	\$386
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	\$ 475,000	\$342
10	1,388	\$ 457,000	\$330
10	1,395	\$ 512,500	\$367
11	1,106	\$ 380,000	\$343
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

Call Daiva or Luke Dalinda for more information. Ask to receive these charts regularly.
Tel: 416-236-1871 Email: ldalinda@Dalinda.net



LUKE DALINDA'S 2013 PALACE PLACE SALES

SUITE 4601 *	RECORD PRICE!	SOLD FOR \$1,255,000
SUITE 602*	RECORD PRICE!	SOLD FOR \$552,000
SUITE 3410*	JUST SOLD!	SOLD FOR \$505,000
SUITE 406*	RECORD PRICE!	SOLD FOR \$810,000

LEASED

SUITE 4003*	RECORD PRICE!	LEASED FOR \$4,200
SUITE 4309*		LEASED FOR \$2,700

LUKE DALINDA'S 2012 PALACE PLACE SALES

SUITE 4110 *	RECORD PRICE!	SOLD FOR \$ 512,500
SUITE 1410 *	RECORD PRICE!	SOLD FOR \$ 457,000
SUITE 2806 **	JUST SOLD!	
SUITE 306 *	JUST SOLD!	SOLD FOR \$ 733,000
SUITE 1706 ****	RECORD PRICE!	SOLD FOR \$ 783,333
SUITE 4305 *	RECORD PRICE!	SOLD FOR \$ 620,000
SUITE 1707 *	RECORD PRICE!	SOLD FOR \$ 300,333
SUITE 3504 *	RECORD PRICE!	SOLD FOR \$ 335,000
SUITE 3705 *	RECORD PRICE!	SOLD FOR \$ 617,000
SUITE 2208 ****	RECORD PRICE!	SOLD FOR \$ 547,000
SUITE 3002 *	RECORD PRICE!	SOLD FOR \$ 580,000
SUITE 4206 *	RECORD PRICE!	SOLD FOR \$ 784,000
SUITE 4305 ****	RECORD PRICE!	SOLD FOR \$ 610,000

LEASED

04 SUITE **	RECORD PRICE!	LEASED FOR \$ 1,800
SUITE 4009 *	RECORD PRICE!	LEASED FOR \$ 2,700

* Seller Rep. ** Buyer Rep. **** Buyer & Seller Rep