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VOLUME 77, NUMBER 38 - THURSDAY, OCTOBER 13, 2011 - 11 000 COPIES

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Westmount increases sustainability initiatives: Samiotos

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Stately Boulevard home has a rich history

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Westmount fetes long-serving employees

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Victoria Hall was filled with the sounds of laughter and an atmosphere of camaraderie last Thursday night as the City of Westmount honoured current and retired municipal employees at the 68th annual Quarter Century Club Banquet and awards ceremony. See story at www.westmountexaminer.com

Photo: Radu Diaconu

Ludmer will run for mayor in '13

Activist seeks "transparency, accountability and equality"

WAYNE LARSEN

Westmount's next municipal election may still be two years away, but Grosvenor Avenue resident David Ludmer isn't taking any chances — he announced this week that he is tossing in his hat for the local mayoralty race in 2013.

Ludmer, well-known throughout the community as an outspoken critic of the City's current Recreation Centre project plans, said he decided to run after careful consideration.

"I propose a new avenue for Westmount, one based on transparency, accountability and equality," said the 44-year-old architect who was educated at Lower Canada College and

McGill University. "Council must conduct its business openly. It must also embrace constructive criticism and make decisions based on the common good, as opposed to the needs of the few."

One of Ludmer's most recent initiatives was putting forth an alternative plan for the

Continued on page 2 >>>



Mayoral hopeful David Ludmer and his Dalmatian, Bea

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Ludmer will run for mayor in '13

Continued from page 1

Westmount Recreation Centre, which would place the two-rink arena across Ste. Catherine Street, behind the POM condo building, in the Public Works yard — a plan supported by several residents of Lansdowne Avenue and the surrounding area, but subsequently dismissed by City officials for its impracticality.

Ludmer emphasises the importance of giving residents a chance to voice their opinions.

"We should collectively define our priorities and ensure that everyone is given their say," he said. "We should also lead by example

in sound fiscal management, in environmentalism, in the care of our seniors, and in the nurturing of cultural and linguistic diversity. In doing so, we can heal our divisions and strengthen our sense of community."

Ludmer said he began considering a run for public office when he saw so many irate citizens speaking up at city council question periods. "It's not a proactive environment," he said of the current atmosphere at monthly meetings. "It's more like a war."

The candidate knows he has a long road ahead, but says, "I look forward to a campaign of new and differing ideas that will leave our City as its sole beneficiary."

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City boosts sustainability

■ MORGAN LOWRIE

From reducing paper use to zero-waste public events, Westmount has made great strides towards becoming a more sustainable, environmentally friendly municipality in the last year, the City's environment commissioner announced last week.

Whereas in 2010, the City put out a 10-item checklist of its sustainability goals, "This year all the departments have taken initiatives to try to bring sustainability into their objectives," said councillor Theodora Samiotis at last Monday's city council meeting.

She congratulated all the departments on greatly reducing the amount of paper they use. Simple strategies such as sending out notices on postcards instead of paper and envelopes, switching information online and encouraging customers to try online payments have made an enormous difference, she said.

Other initiatives include the Public Works

Department switching over to low-energy light fixtures, 'no-waste' public events that now offer recycling and composting options, a rain barrel subsidy program, workshops for the community on sustainable home renovations, and, of course, the arrival of Bixi bikes in Westmount.

"Just very small changes like using less paper and trying to be a bit more energy efficient day-to-day is what starts people thinking, and that's really what it's all about — thinking in a more creative manner about what we can all do for the planet," Samiotis said.

Despite the successes, there is work still to be done. At Monday's council meeting, Samiotis submitted the draft of a new garbage management bylaw that will address the sorting and collecting of recyclables, as well as yard and organic waste. She hopes it will raise awareness about recycling practices in the city, as well as replacing the current law, which she

says is outdated.

"This will modernize all the definitions of types of garbage, and make everything clearer for everybody," Samiotis said. "Anything that helps quantify to residents what goes out when is a step in the right direction."

Finally, Samiotis highlighted the fact that the city is also looking towards more long-term sustainability goals. Westmount already owns and uses several hybrid vehicles, including the public security vans, but last week they begin testing a fully electric utility vehicle to see if it might be a feasible option in the future. Although further tests, especially in winter, will be needed before the vehicles can be put into circulation, Samiotis said, "it is a sign that we are looking at the bigger picture, and looking to the future."

In the more immediate future, she looks forward to a continued partnership between the City and residents, whose contribution

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Samiotis is quick to highlight.

"Most of our initiatives have come from residents," she said. "And now, I'm hoping we will continue to think outside the box and can collaborate even more with our residents for the good of the planet."

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For the Record
Wayne Larsen

Here's to a streamlined question period

Westmount's city council may not be enjoying a 100 percent popularity rate these days, the contentious issue of the \$37-million Westmount Recreation Centre weighing heavily upon public opinion, but at least accessibility is not an issue. There is a proud tradition at city hall that allows for two question periods at each regular monthly council meeting, and one following any special meeting that happens to be called.

This means that any resident can line up at the microphone and ask just about anything they wish, and more often than not they are given an answer by the mayor, a councillor, or the director general. Of course they might not be satisfied with the answer they receive — for some complain they are being given the run-around by City officials — but even the most disgruntled resident would have a hard time proving they were denied access to council in a public forum, where their problem or issue could be raised through a comment and question.

But Westmount's generosity in tolerating the hopelessly longwinded came under scrutiny last week when the first question period went on for more than 90 minutes, with residents still waiting to speak at 9:30 p.m. — around the time a meeting with a medium-to-large agenda would normally be winding down. In response to Westmount Municipal Association president Jean-Pierre Picard, who asked if democracy would be better served if question period rules were made clear and enforced, Mayor Trent proposed limiting residents to a brief preamble, a question, and then one follow-up question after receiving a response from council. This would presumably cut down on lengthy exchanges and allow more people to speak within a reasonable time period.

This idea is most welcome, for Westmount's well-intentioned, democratic policy has been abused over the years by an array of colourful characters. One woman, unsatisfied with the answer she was given during the first question period, refused to sit down and remained standing quietly at the microphone throughout the long regular meeting in order to be first in line for the second question period. Then there was the gentleman who showed up each month to ask a ridiculously trivial question in French, always addressing it to the one unilingual Anglophone councillor — then he would

stand back, arms folded in smug satisfaction as the hapless councillor stammered and twisted in his chair in a vain struggle to fulfill the legal obligation to respond in French. All the while the councillor's eyes were fixed sternly on the questioner — who never had a problem addressing the other councillors in English — obviously questioning the man's parentage.

More questions, more responses, more transparency — that's what this community needs right now. Mayor Trent's suggestion to implement a more streamlined approach to council's question period next month could not have come at a better time, especially with so many residents concerned about the possible financial repercussions of a \$37 million arena project.

Because \$37 million, as resident Larry Klepper regularly reminds us, is not peanuts.

POLITICIANS ON THE NEW CHAMPLAIN BRIDGE



COLUMN MADE IT TO COUNCIL

On a more personal note, kudos to city councillor Gary Ikeman for his tribute to Westmount's Public Security and Station 12 police officers at the Oct. 3 council meeting — in large part a reiteration of my Sept. 15

column on the same subject, which appeared after a particularly busy week for authorities. It's good to know our local officers are getting the recognition they deserve, not just in the pages of The Examiner, but right across the board.

Letters to the Editor

It's time for a public meeting

To the editor:

I am somewhat surprised at the way the last Council meeting was reported. The WMA did not participate in the discussion at all, except to protest when citizens finally got a chance to express their views. How shameful!

Need we recall that this is the single largest public works project on the history of Westmount. Seeing that it is 15 months behind schedule and the firm of architects has been dismissed after being paid more than \$1 million, is it not time to step back and reflect?

The City is seriously divided. We have over 1,800 residents who have signed a petition to change the project. Why do we not have a public meeting to discuss the project, as would be customary given that this is a project for the entire community, and a very expensive one. It would be the way to find a win-win solution.

Nina Safdie,
Lansdowne Avenue

Let the buyer beware

To the editor:

In the last Westmount City Council meeting on Oct. 3, Mayor Trent said there have been a "cacophony" of voices regarding the arena-pool project, but part of the cacophonous background noise has come from council itself.

During an earlier, mid-month council meeting on Sept. 19, Mayor Trent gave the apparent explanation of why Westmount has shifted to Design-Build and terminated the contract with the architectural firm of Lemay. He talked about the delays involved in staying with the conventional process of first completing an architectural plan and then building. It could mean months of waiting, the Mayor said, and even then "We have no guarantee" the bids will come in at the required \$37 million and "it could come in at \$45 million."

The Mayor himself mentioned such possible uncertainty of cost as one of the reasons for going to Design-Build, with the explicit assumption that a streamlined process guarantees cost control.

A designer here in Westmount, who is skeptical about the whole project in its present

state, gave me another, interesting view: "Design Build can mean almost anything," he said. "It can be a way to rush a job along and you design as you build. But it is certainly not a guaranteed way to control costs."

On Oct. 3 there was joking in the council chamber about Latin and the phrase *deus ex machina*. (Oxford Concise Dictionary: *deus ex machina*, "an unexpected power or event saving a seemingly hopeless situation.")

But Design-Build is no joke. I suggest that Westmount citizens really think hard about another Latin phrase — *caveat emptor*, "Let the Buyer Beware!"

Patrick Barnard,
Melville Avenue

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Production Director: Robert Bourcier
Graphic Design: Innograp Montreal

Printed by: Imprimeries Transcontinental 2003 inc. Transmag Division
Distribution: Transcontinental Media Inc. Publi-Sac Montréal, 337-6920
Published by: Transcontinental Media G.P. www.transcontinentalmedia.com
President: Natalie Larivière

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Multiple sales in Westmount

3664 The Boulevard



ANDY DODGE
 REAL ESTATE

Some homeowners in Westmount will change houses every 40 years, about as often as they change the drapes. Others switch houses every three years or even less, getting caught up in the fervor of renovating and updating which can be not only gratifying but profitable. There are as many reasons for selling houses as there are houses in Westmount: employment, changing family sizes, changing financial status...The list goes on.

But what about the houses? Is there a reason some houses sell more than others? The answer appears to be no, so far as we can tell, but it might be useful to track those houses that appear to be "hot potatoes" — changing hands again and again — to find out what happens to their prices and status over the years. This is the story of one of those houses whose history tells us a great deal about the real estate market in Westmount.

The large stone semi-detached home on the south side of The Boulevard between Argyle and Aberdeen Avenues began its life as part of a development of the corner of Argyle and The Boulevard, a large land lot which had been purchased by noted Montreal advertiser Anson McKim back in the nineteenth century. On Oct. 28, 1928, one year before the onset of the Great Depression, Bessie True McKim, Anson's widow, sold the entire corner to architect John Baker Fellowes for a price of \$1 per square foot, thus \$35,010 for the whole corner. Mr. Fellowes built 3656, 3660 and 3664 The Boulevard, 608, 610, 612 and 614 Argyle.

Mr. Fellowes, it would seem, lived in 3664 The Boulevard while designing and constructing other houses in Westmount, finally selling it in August 1948 to William Ashworth, described in the deed as a "corporation executive," for \$32,000, almost the same price that Mr. Fellowes had paid for the entire corner.

Mr. Ashworth owned the house for 16 years before selling to Campbell W. Leach, a chartered accountant, in May of 1964, for \$62,000, almost double his original price.

Mr. Leach, who before he left the house had become chairman of McDonald, Currie,



Chartered Accountants, sold to Vernerd Jack Housez and his wife, Sylvia Claire Ditchburn, for only \$55,000 in March of 1972. Just two years later the house was sold to Michael K. Duggan in May 1974, for "\$1 and other good and valuable considerations" which were never revealed.

This type of sale was becoming popular in Westmount as The Examiner was publishing sale prices, which were zooming upward in the early 1970s. In 1976, the province passed a law introducing the concept that municipalities could levy a "welcome tax" on purchasers of property, and this allowed owners to admit their sale prices while still declaring that the price paid was \$1.

Such was the case when Mr. Duggan sold to René Garcia and Guy Dagregorio in October 1977; with the price still declared as \$1, the value of the consideration was disclosed as \$88,000. Those two took out a loan for \$66,000 and started renovating the house, including a new kitchen, furnace, windows and stripped floors, etc. In July 1980, they sold the renovated house to A. Philip Briggs, again for \$1 but with a declared value of \$181,500, and taking over the mortgage with a rate of 10.25 percent while banks were issuing loans in the 12 percent range — again, a common practice as interest rates climbed into 1981.

Mr. Biggs listed the house in June 1982, asking \$269,000. It appears he was unable to sell it by September when he sold it to Bankers' Trust Company, whose representatives are all officers of Royal Trust, for \$242,000. Bankers' Trust then unloaded the house for \$32,000 less than that, \$210,000, to Jean Pierre Miller, who

moved into the house in January 1983. He lived there for four years and finally sold to Max Bayer and Daryl Rita Hellenbrand for more than double what he paid for it, pulling in \$550,000 in May 1987.

Mr. Bayer, then vice-president of Ultramar Canada, sold the house to his company in June of 1991 for a stunning \$762,500, as the market was reaching its all-time high. The recession of 1991, election of a Parti Québécois government and the narrow defeat of the sovereignty referendum in 1995 all helped pull prices down in Westmount, but to see the house come on the market in June of 1996 for \$449,000 and to eventually sell for \$375,000 appears somewhat surprising.

Mariette Desjardins took it over at that price

and sold it in August 1998, as the market started to recover, for \$523,000, to Mrs. Elaine Dalfen.

Ms. Dalfen held the house for only two years before turning it over in August of 2000 for \$675,000, then the new owners held it for another two years and sold to Richard Guay for \$690,000. He held onto it for seven years before finally selling it for \$1,018,000 in November, 2009. The current owners are Denis Soulières and Marilyn Dupuis.

This article is the second in a series on significant Westmount properties that have changed hands many times over the years, written by Westmount real estate expert Andy Dodge.

3664 The Boulevard List of Sales

Land sold to John Baker Fellowes from Anson McKim family in 1928 for \$31,000;			
22 Jun, 1948	\$32,000	John Baker Fellowes	William Ashworth
30 Apr, 1964	\$62,000	William Ashworth	Campbell W. Leach
1 Mar, 1972	\$55,000	Campbell Leach	Vernerd Jack Housez & Sylvia Claire Ditchburn
31 May, 1974	\$1	Vernerd Jack Housez & Sylvia Claire Ditchburn	Michael K. Duggan
14 Oct, 1977	\$88,000 (\$1)	Michael K. Duggan	René Garcia & Guy Degregorio
29 Jul, 1980	\$181,500 (\$1)	René Garcia & Guy Degregorio	A. Philip Briggs
15 Sep, 1982	\$242,000	A. Philip Briggs	Bankers' Trust Company
21 Jan, 1983	\$210,000	Bankers' Trust Company	Jean Pierre Miller
26 May, 1987	\$550,000	Jean Pierre Miller	Max Bayer & Daryl Rita Hellenbrand
28 June, 1991	\$762,500	Max Bayer & Daryl Rita Hellenbrand	Ultramar Canada
23 Dec, 1996	\$375,000	Ultramar Canada	Mariette Desjardins
11 Aug, 1998	\$523,000	Mariette Desjardins	Elaine Dalfen
16 Aug, 2000	\$675,000	Elaine Dalfen	Oleg Krichevsky & Nicoletta Mooohamed
27 Jun, 2002	\$690,000	Oleg Krichevsky & Nicoletta Mooohamed	Richard Guay
2 Nov, 2009	\$1,018,000	Richard Guay	Denis Soulières & Marilyn Dupuis

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Real Estate Section

High-priced August sales held down markups

Ramezay Road home goes for \$3.3 million



ANDY DODGE
REAL ESTATE

Strong summer volume got even stronger in August, as some 27 homes changed hands, including six over \$2 million for the first time in Westmount's history.

Volume was way above the average of 20 for August, only two more than in July and three more than in June, following a very slow spring season.

The average price of 27 sales was \$1,419,259, roughly the level for averages in each of the last four months. Early this year the averages were just under \$1.3 million, so there has been a significant improvement this summer alone.

Highest-priced sale was 24 Ramezay Road, which changed hands for \$3.3 million, though this was 8 percent below evaluation, the

biggest markdown of the month. The price was actually lower than the house had sold for in April of 2008, when it sold for \$3.4 million, and July of 2006, when it went for \$3,365,000. In fact, the six sales which sold for more than \$2 million averaged only 2.25 percent more than valuation, an indication that the higher-priced properties are not selling as well as the mid-range properties — between \$1,065,000 and \$1,630,000, which sold 25 percent over their respective tax values — or those under \$1 million which tallied an average 15 percent markup.

The average markup was 14 percent, held down by the high-priced sales; in July, the average was 23 percent. Only two sales were registered over 50 percent above municipal evaluation, including 367 Elm Avenue, which went for a 70-percent markup, and 8 de Casson at 60 percent.

Lowest price in the month was 50 Bruce Avenue at \$642,000, the only house which went for less than \$800,000 and one of three which sold in the lower-Westmount district, one other on Bruce and one on Columbia Avenue.

Besides the 27 single-family sales counted in the statistics, we have excluded the sale of 421 Argyle Avenue to Prudential Relocation, since this was a transitional sale while it was still on the open market. It was listed back in May for \$1,330,000, just about exactly its valuation. Also not included in the statistics is a triplex at 79 Bruce Avenue, the first full triplex to sell this year. In general triplexes are being sold flat by flat, though there were three sales of full triplexes on St. Antoine Street and one on Elm Avenue last year and two others in 2007.

Condominium sales were fast and furious

in August, with six apartments and two duplex-type condos selling for an average markup of just less than 14 percent. Apartment 404 at 267 Olivier Avenue went for \$404,000, a seventh-floor apartment at Westmount Park Towers (the former POM Bakery) sold for \$620,000 and an eighth-floor unit at 1 Wood Avenue sold for \$865,000. The others were all in a range between \$700,000 and \$760,000.

So far this year, some 33 condominiums have sold, compared with 32 for all of 2009 and 41 last year; the average price in 2011 is \$703,279, only four sales were over \$1 million, all in the second quarter of the year.

NOTE: This article relates to the registration of deeds of sale for Westmount property in August 2011, provided by city officials. A list of sales can be found on pages 10 and 16.

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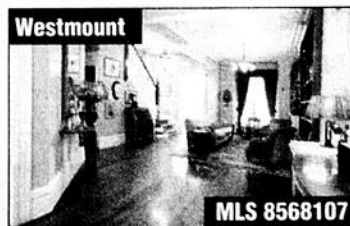


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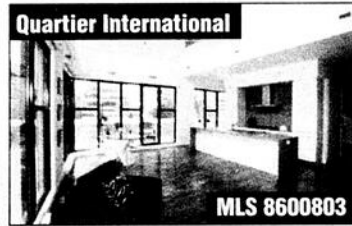
Westmount
548 Lansdowne Ave.
\$889,000



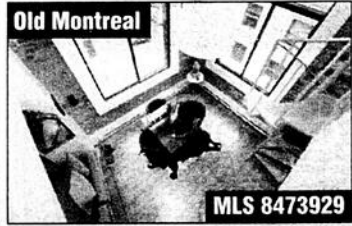
Westmount
69 Clondeboye Ave.
\$919,000



Westmount
556 Grosvenor Ave.
\$689,000



Quartier International
1085 St-Alexandre PH5
\$995,000



Old Montreal
460 St-Jean #408
\$329,000



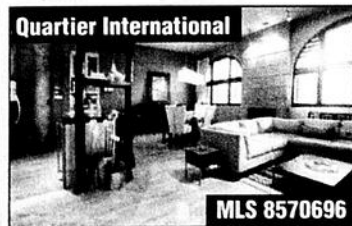
Old Montreal
64 St-Paul West #511
\$1,049,000



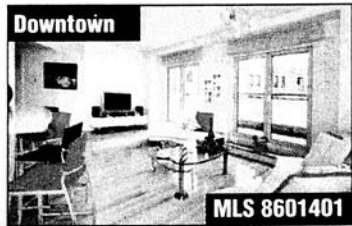
Quartier International
1085 St-Alexandre PH1
\$1,098,000



Old Montreal
420 St-Pierre #103
\$698,000



Quartier International
1449 St-Alexandre #1103
\$679,000



Downtown
2000 Drummond #305
\$5,000/mo



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RECENTLY PURCHASED

MONTREAL | 333 SHERBROOKE \$459,000*

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INTRODUCING | WATERFRONT


MONT-TREMBLANT | CONTEMPORARY MASTERPIECE NESTLED ATOP THE MOUNTAINSIDE \$2,095,000

MONTREAL \$5,490,000
MLS 8457433

DOWNTOWN \$3,500,000
MLS 8485213

WESTMOUNT ADJACENT \$3,495,000
MLS 8591845

MONTREAL \$3,495,000
MLS 8454189

WESTMOUNT ADJACENT \$2,995,000
MLS 8582605

EXCLUSIVE WATERFRONT COMMUNITY
SANCTUAIRE MONT-CATHEDRALE PRICES UPON REQUEST
MLS 8417245

WESTMOUNT ADJACENT \$2,499,000
MLS 8480842

OUTREMONT \$2,198,000
MLS 8573807

WESTMOUNT ADJACENT \$1,849,000
MLS 8562626

INTRODUCING
WESTMOUNT ADJACENT \$1,699,000
MLS 8617868

PRESTIGIOUS CONDOS

DOWNTOWN | LE-BEAUX-ARTS \$2,595,000
MLS 8521283

WESTMOUNT | 2 WESTMOUNT SQUARE \$2,499,000
MLS 8599167

OLD MONTREAL | HERITAGE-DU-VIEUX-PORT \$475,000 & \$849,000
MLS 8466406 | MLS 8613365

OLD MONTREAL | 64 ST-PAUL \$1,495,000
MLS 8597843

WESTMOUNT | 2 WESTMOUNT SQUARE \$999,000
MLS 8616258

WESTMOUNT | GROSVENOR \$979,000
MLS 8594054

DOWNTOWN | LE CHATEAU \$869,000
MLS 8555884

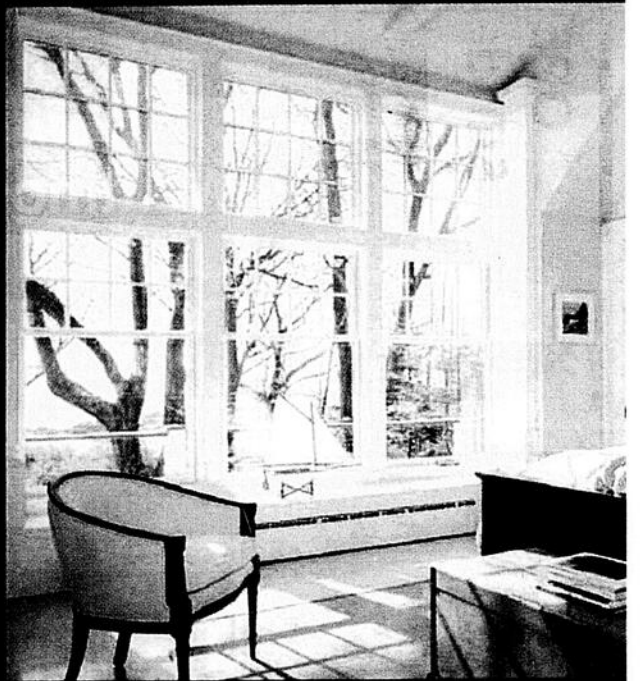
WESTMOUNT ADJACENT \$399,000
MLS 8614858

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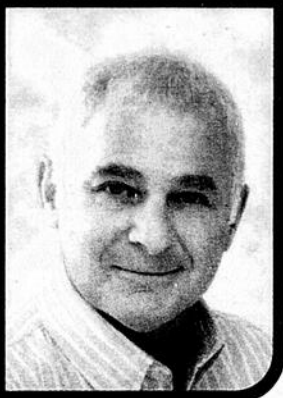


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COTTAGE \$839K



Kensington

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\$2,650 / mo.**



Madison

2011

**Award Level
(so far)**

91

Transactions

COTTAGE Accepted offer



Montclair

CONDO UPPER \$325K



Benny

CONDO UPPER \$399K



Melrose

CONDO LOWER \$324K



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CONDO UPPER \$405K



Dufferin

CO-PROP UPPER \$418K



Beaconsfield

CO-PROP LOWER \$462K



Beaconsfield

CO-PROP UPPER \$345K



Melrose

Recently Sold!

Hampton Cottage
Beaconsfield Duplex
2297-99 Beaconsfield
4776 Victoria
4544 Draper

CO-PROP UPPER \$350K



Wilson

DUPLEX Accepted offer



Walkley



Westmount

Real Estate Section

HOME TRANSFERS IN AUGUST 2011

ADDRESS	FROM	TO	PRICE	2011 VALUATION
421 Argyle	Paul Denis O'Shea & Helen Mary McNamara	Prudential Relocation Canada Ltd.	\$1,295,000	\$1,324,500
79 Arlington	estate Maureen Catherine Manning	Adrian Dunn & Amanda Jelowicki	\$1,500,000	\$1,168,900
5 Belfrage	Nanette Clarfelt	Brookhaven Enterprises Ltd. (Vito Lamorte, pres.)	\$865,000	\$655,500
6 Belfrage	Glenn Lucas	Dominique Thabet & Dominic Plante	\$2,042,000	\$2,052,000
10 Bellevue	Peter Cooke & Karen Howells	Cheng Gang Li & Hui Ying Chu	\$2,350,000	\$2,052,000
780 Upper Belmont	Pierre LeFevre & Lili Hollinrake	Louise Goyette & Robert Hurst	\$1,320,000	\$1,077,800
50 Bruce	Jacqueline Iny	David McPherson	\$642,000	\$558,500
58 Bruce	Joann Patenaude	Joanne Camacho & Edward H. Gatharcole	\$850,000	\$639,000
92 Columbia	Kevin Chase & Stacey Sandler	Tatiana Custode	\$895,000	\$776,000
592 Côte St. Antoine	Raymond Halls & Marilyn Burnham-Halls	Fatemeh Hadi	\$1,200,000	\$1,091,200
8 de Casson	Giorgio Damiani	Bernard Mariette & Marie-Françoise Petit	\$1,475,000	\$924,000
4299 de Maisonneuve	Mathieu Castonguay	Philip Messer & Xinwei Kitty Qiu	\$1,160,000	\$1,140,000
4462 de Maisonneuve	Scott K. Hayman & Lisa M. Jeffrey	Abdel Wahab Chafai el Alaoui & Leila Fores	\$1,065,000	\$991,300
1 Douglas	Corey Copeland & Elizabeth Martin	Nancy Yau-Kwong	\$1,630,000	\$1,339,700
7 Douglas	Pierre McGuire	Anton Stupak Vitaliiov	\$1,310,000	\$1,064,700
315 Elm	Lois Oshry	George S. Attar & Elizabeth Pye	\$1,185,000	\$869,100
367 Elm	Susan Chadwick	Barbara Elaine Maldoff	\$1,575,000	\$924,300
305 Grosvenor	Geracimos Hionis & Cynthia Campbell	Machael Martella	\$825,000	\$703,700
21 Grove Park	Laurent Joly	Adam Turner & Catherine Melling	\$2,300,000	\$2,420,000
20 Holton	Dr. Sanjay Sharma & Dr. Pramodita Joshi	Kitty Shuk Wai Cheung & Josephine Hsiao-Tung Yu	\$1,160,000	\$952,000
494 Lansdowne	Bonnie Carnell Pattee	Patrick Chattas	\$840,000	\$668,800

Continued on page 16 ▶▶▶



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PLATEAU



MLS: 8617638 \$605,000

WESTMOUNT



MLS: 8612189 \$1,345,000

WESTMOUNT



MLS: 8577257 \$979,000

#1

***FEWEST DAYS ON THE MARKET**

*2010 GMREB statistics

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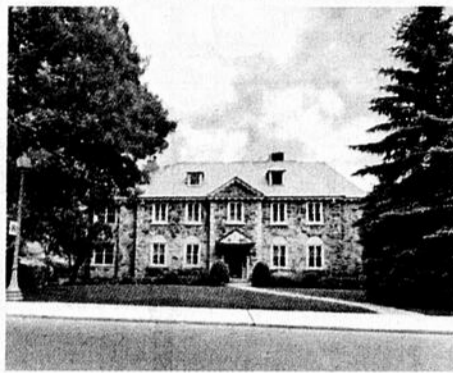
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INTRODUCING



UNIQUE OPPORTUNITY TO BUILD \$2,395,000
UPPER WESTMOUNT | MLS 8621347



QUINTESSENTIAL MANOR \$2,595,000
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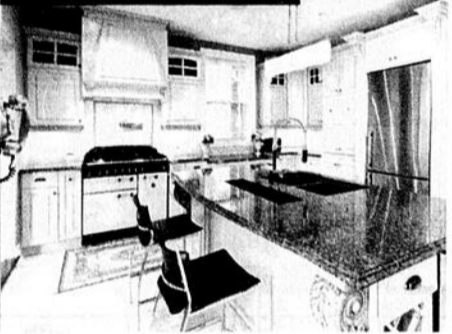


EXQUISITE MOUNTAINTOP RESIDENCE \$2,198,000
WESTMOUNT | MLS 8530980



STUNNING GEORGIAN INSPIRED HOME \$1,698,000
WESTMOUNT | MLS 8451967

RECENTLY REDUCED



IMPECCABLY RENOVATED RESIDENCE \$1,695,000
WESTMOUNT | MLS 8549346

INTRODUCING



SUPERB CONDO \$898,000
ATWATER MARKET | MLS 8622596

Almost everything sold for over \$



ANDY DODGE
REAL ESTATE

The notion that nearly every homeowner in Westmount is now a millionaire became clear last month as all but one of the eight sales in September topped the \$1 million mark.

Volume returned to the market after a sluggish August, but still there were no sales over \$2 million, which appears to be the latest level of resistance.

There are some 34 houses currently on the market for more than \$2 million but no agreements to pay more than that since July.

The average of eight September sales was \$1,336,750 and the adjusted price of the "typical" Westmount house hovered around the \$1,475,000 level, showing

continued confidence in the local real estate market even as predictions of another recession plague the stock market and the housing market south of the border. The only sub-million sale price was \$900,000 and two houses sold for close to \$1.7 million.

Average markup in September was 22 percent, which represents the overall market increase since mid-2009, about 10 percent of that in the past eight or nine months. Only one of the eight sales was below evaluation, and the highest markup was 54 percent. On average the houses took 96 days to sell, and it appears only one dropped its asking price during its time on the market, an indication the owners had confidence in the market.

The month also marked the sale of three condominiums, all apartments in high-rise buildings. For the third quarter of 2011 seven condos have sold for an average



ALFEE KAUFMAN

Real Estate Broker

514.771.7463

akaufman@sothebysrealty.ca

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RECENTLY PURCHASED



GOLDEN SQUARE MILE OFFERED AT \$998,000

RECENTLY PURCHASED



MONTREAL OFFERED AT \$699,000

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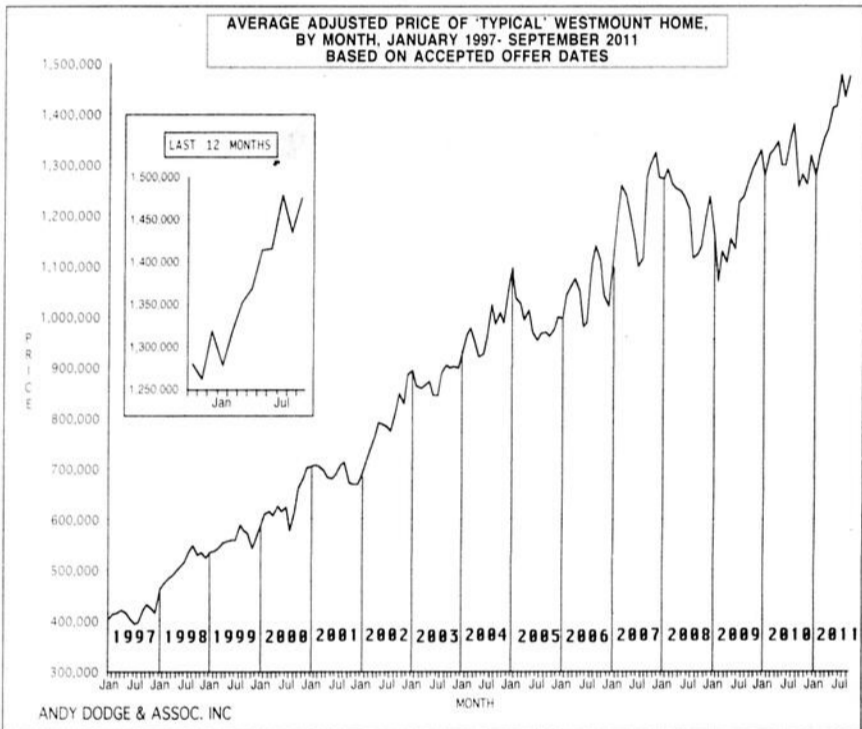
Over \$1 million in September

Local real estate sales in Westmount were 28 percent above valuation, only two over \$1 million and the rest between \$700,000 and \$815,000. Three co-op apartments, including two shares of duplexes and one apartment in Westmount Square, for prices in a narrow range between \$459,000 and \$500,000.

In adjacent-Westmount, another eight sales were posted in September, only one over \$1 million while the rest sold for prices between \$780,000 and \$997,000. It would appear that those looking for prices under \$1 million must resort to houses in eastern Notre Dame de Grâce (two sales in September), southern Côte des Neiges (three sales) or the older houses in the

Trafalgar-Daulac and Golden Square Mile districts (three sales). Though it is hard to give exact statistics, prices appear to have been improving in these areas, particularly north and west of Westmount.

NOTE: This article relates to offers to purchase Westmount residential dwellings which were reported by the local real estate agents as having been accepted in September 2011. Because they are not final registered sales, the addresses and prices cannot be made public, but give a good idea of current trends in local real estate activity. The graph on this page offers a picture of these trends over time.



SPECTACULAR MANSION \$4,980,000
WESTMOUNT | MLS 8552402



INTRODUCING MAJESTIC GEORGIAN-STYLE MANSION \$4,295,000
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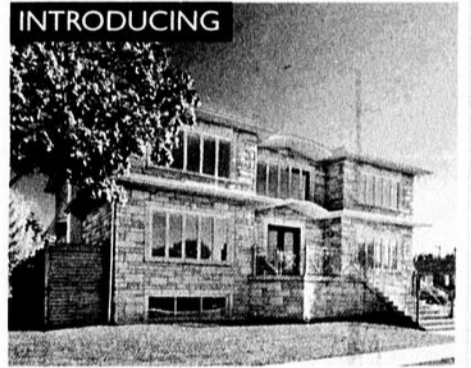
PICTURESQUE STONE RESIDENCE \$3,900,000
WESTMOUNT | LOT 1,258.2 SQM | MLS 8559099



RECENTLY REDUCED IMPECCABLY RENOVATED RESIDENCE \$2,595,000
WESTMOUNT | MLS 8554242



INTRODUCING SUBLIME HOME ON IMMENSE LOT \$2,500,000
TMR | MLS 8625985



INTRODUCING SPECTACULAR NEW CONSTRUCTION \$2,450,000
CÔTE-SAINT-LUC | MLS 8627194



RECENTLY PURCHASED GOLDEN SQUARE MILE OFFERED AT \$8,500,000



RECENTLY PURCHASED GRAND STONE MANOR OFFERED AT \$4,498,000 SOLD AT FULL ASKING PRICE

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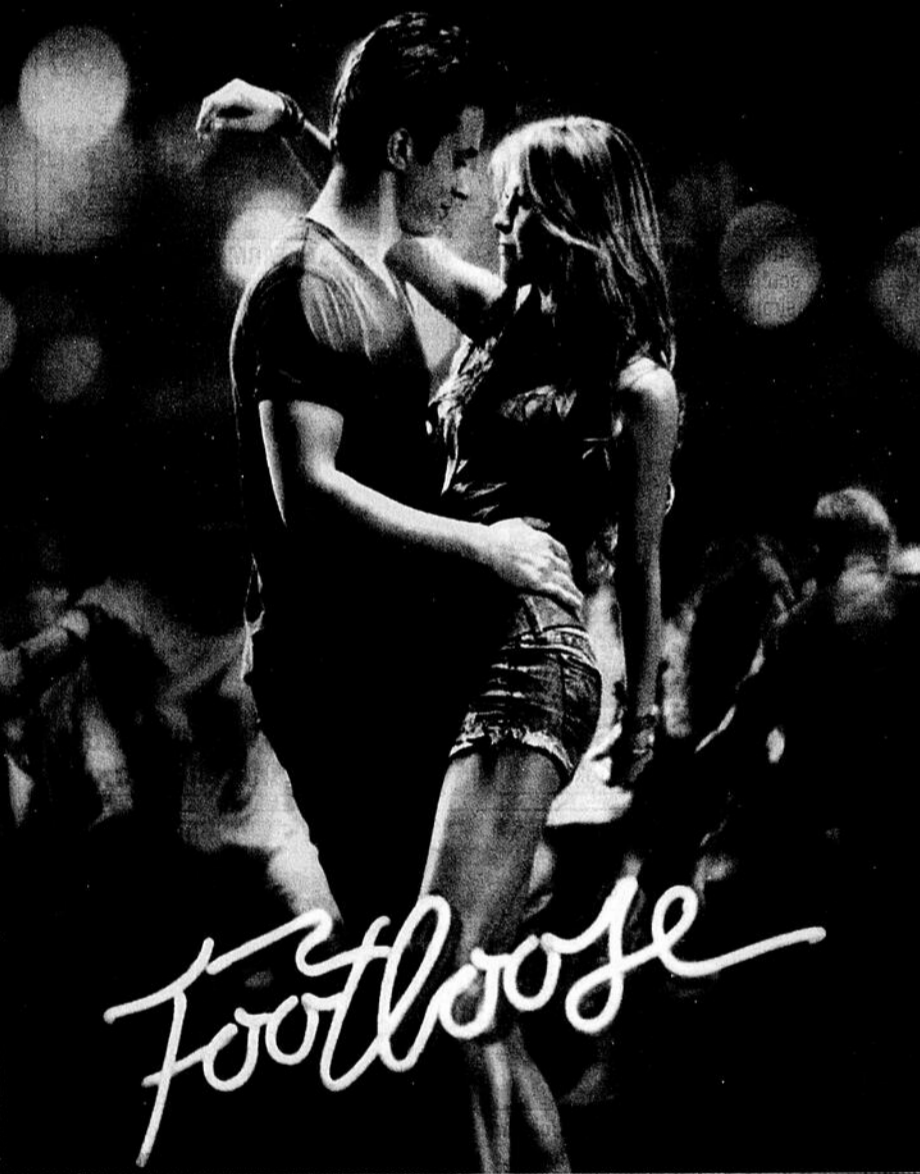
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Westmount
Real Estate Section

Being realistic in rental issues can save you money

■ TED WRIGHT

You know one of the most difficult things to convince people to be aware of and to do is the whole concept of being realistic in any legal matter.

There have been many and myriad occasions when people "cut their nose off to spite their face." For those who do not understand this old saying, what it essentially means is that a person is willing to harm themselves in some way rather than remove an ego-based reaction and instead proceed to an intelligent, rational discussion and final agreement. Doesn't that sound like a little better way to act and resolve a difficult situation?

If I were to give you several examples, you, dear readers, may simply not believe that it could possibly occur. But it really does. Over and over.

EXAMPLE ONE

Persons who receive a rent-increase notice from a landlord and are bound and determined to contest it — and hire a lawyer to assist them and to reduce to the actual legal limits any rent increase for the particular year — do not consider the amount paid to the lawyer as an honourable and/or adequate remuneration, even when the person has won the case, reduced the amount of legal rent increase and the payback of fees takes only one year.

For example, the rent increase is knocked down so precipitously that, on the books, the tenant has saved three times the money he would have paid in rent, after only three years. That means a tenant profit/payback in only one year. To me that's great. All costs returned to you in only one year.

EXAMPLE TWO

How much do you value your time? How much do you value the time of your spouse? Another question to ask is, when you put a

dollar value on your time spent to object to or fight some legal concern, do you enter the profit or loss column? When you fight over \$120 a year, and it takes \$500 or more in lost time, which cannot be claimed anywhere on your taxes, is that a wise choice? Is this where ego takes over?

EXAMPLE THREE

Do you examine the pertinent laws? When a legal fight happens, it is very important to clearly and with a person of knowledge, examine with both a legal and realistic eye the laws, chances to win, likelihood to lose — and remove your ego, especially when a loss is the almost assured outcome.

In the last couple of months, we have had several cases where one party or the other simply will not listen to any clear enunciation and/or citing of laws, such that they look the fool in court and risk losing in a ruling from the bench.

I cannot be more insistent that every person who wishes to spend time in court have a lawyer — or someone with the appropriate knowledge — look over their case and give as concise and clear as possible opinion regarding your chance to win, wasting of money and effort or counteroffer or stop now and not to lose any more money.

Just a thought!

Ted Wright is coordinator of Westmount Legal Clinic, every Wednesday at 6:30 p.m. at the Westmount YMCA, 4585 Sherbrooke St. W. Send questions to tedquestions@yahoo.ca or via fax to 514-277-8403. Please provide a phone number to verify identity. Your name will not be published without your permission. Mr. Wright contributes to various media in Canada, both print and electronic, including rental issues on CJAD News, CTV, The Gazette, etc. Ideas or suggestions for articles are always welcome. This is a general overview only. Please seek legal counsel or come to see us

Send the editor an email:
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320 Woodcroft - MLS # 8610701 Quiet area, wooded lot, sun
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Real Estate Broker



Westmount

Real Estate Section

HOME TRANSFERS IN AUGUST 2011

▶▶▶ Continued from page 10

ADDRESS	FROM	TO	PRICE	2011 VALUATION
599 Lansdowne	Renée Rosenberg	Jesse Glick & Elyssa Elman	\$2,126,000	\$1,722,000
4302 Montrose	Gillian Elisabeth Adams	Sarah Danielle Mashaal	\$2,350,000	\$2,308,300
4353 Montrose	Pierre Falardeau & Agnès Coquet	Jennifer Kakon	\$875,000	\$820,100
446 Mount Stephen	Monica Ann Ruffo	Dominic Acocella & Chantal Foucault	\$1,195,000	\$840,000
466 Mountain	Brian G. Philbin	Agnès Coquet & Pierre Falardeau	\$1,310,000	\$1,280,600
57 Oakland	Michael Karen & Debra Karjala	Farhad Jarrah & Sandra Alborno	\$975,000	\$1,034,800
24 Ramezay	Jean Bernier & Isabel Jacques	Caroline Savoie	\$3,300,000	\$3,596,000
TRIPLEXES				
79 Bruce	estate Xavière Marie Claire Aimée Lefebvre	Habib Nabati	\$1,050,000	\$829,100
CONDOMINIUMS				
4325 de Maisonneuve	Anna Elizabeth Doyle & Joel Hillel	Andrew John King & Angela D. Silver	\$700,000	\$630,000
200 Lansdowne #607	Benjamin Shapiro	Adnan Albakri	\$750,000	\$667,300 ¹
267 Olivier #404	Bernard Smith	Pegi Gross	\$404,000	\$366,300
512 Prince Albert	Lorraine Baker	Susan Chadwick	\$700,000	\$540,000
4700 St. Catherine #402	Lina Marx	Judy Shier	\$727,000	\$544,800
4700 St. Catherine #711	Bryna Levin	Robin Weiss	\$620,000	\$557,400
1 Wood #310	Myer Bentob	Hui Fang Dai	\$760,000	\$740,500
1 Wood #804	Juliette Rainville	Radu Suliteanu	\$865,000	\$814,600

¹ Valuation is a combination of \$635,100 for the apartment, \$32,200 for one parking space.

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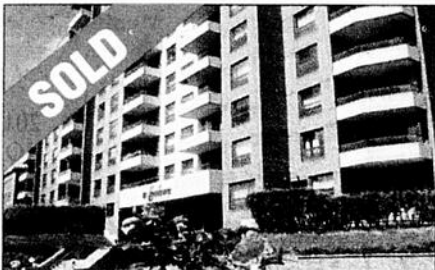
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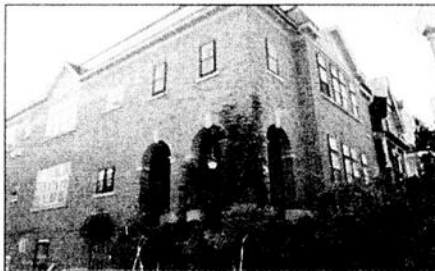
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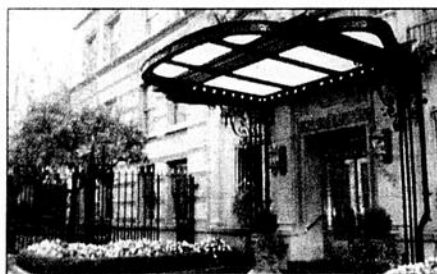


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West End Gallery exhibits recent Briansky works



MARILYNN VANDERSTAAY
AROUND WESTMOUNT

Michael Millman, director of the West End Gallery, 1358 Greene Ave., is hosting an exhibition of recent paintings by established Canadian artist Rita Briansky from Oct. 15 to 24. The community is invited to join him for a vernissage and to meet Briansky on Saturday, Oct. 15 from 1 to 5 p.m.

Briansky is one of two surviving members of the "Jewish Painters of Montreal" and a professional artist for more than 60 years. Born in Poland, Briansky came to Canada at age four before the war, but her faith and the Holocaust would ultimately have a large impact on her work.

Interested in art from a young age, she studied in her teens at the École des beaux-arts de Montreal, and at the Art Students League of New York to develop her unique style of poetic sensitivity and velvety softness in her interpretation of life from people to flowers to buildings in oils, conte, pastel and copper plate etching. During her career, Briansky also taught at the Saidye Bronfman Centre and was an illustrator for Tundra Books. Millman and Briansky dedicated this first exhibition since her passing to the memory of Briansky's long-time friend, Florence Millman (1925-2011).

For more information phone 514-933-4314 or email art@westendgallery.com or go to www.westendgallery.com

Recognize World Polio Day at The Rotary Club of Westmount

The community is invited to join the members of the Rotary Club of Westmount as they recognize World Polio Day and the Rotary International End Polio Now program at their luncheon on Wednesday, Oct. 19 at 12:30 p.m.

The event will be heartfelt, recognizing the work of Rotary International in eradicating polio globally one vaccine at a time. Speaker Richard Lalonde, chief of Infectious Diseases at the MUHC, will give some insight in the perception of polio. In addition the Club will offer a tribute to Westmount's inspirational polio survivor Sally Aitken who, in spite of the life long challenges of polio, became a role model for Westmount in commitment to community. Very involved in the Polio community, one of Sally's achievements was the publishing of Walking Fingers, a collection of stories about Polio survivors co-edited with Helen d'Orazio and Stewart Valin. Guests will include members of Polio Quebec who have made the last copies of the book available at the luncheon.

Because of the number of members and guests expected to attend, reservations are a must by noon, Monday, October 17 at 514-935-3344 or info@rotarywestmount.org. Cost is \$20 and includes a buffet lunch prepared by By George Catering.

October 24 marks what would have been the 95th birthday of Jonas Salk, developer of the first safe and effective polio vaccine. Rotarians around the world are raising \$200 million (US) to match the Bill and Melinda

Gates Foundation's \$35 million in grants by June 30, 2012. For more information go to www.rotary.org

A virtual tour of Iceland

Westmount lawyer and honorary consul to Iceland David Franklin will give the animated presentation Discover Iceland at the Westmount Public Library on Wednesday, Oct. 19 at 2 p.m.

Armchair tourists and those who just want to know more about Iceland will enjoy Franklin's unique images based on his 21 trips to the country of extreme contrasts where fire and ice co-exist.

YMCA recognizes Children's Posture Awareness Day

The Westmount Y Centre, in partnership with Health on Greene, is hosting a children's posture awareness workshop this evening, October 13 from 4 to 6 p.m.

Parents are invited to bring their children with their backpacks and learn how to keep an eye on their child's posture. Dr. Andrew Kerklaan and Dr. Steve Tucker, chiropractors at Health on Greene, will give tips on how to correct children's posture and teach children fun and beneficial postural exercises to help with their heavy homework load. For more information phone 514-932-1415 or email info@healthongreene.com

Discover what your handwriting says about you

For over 20 years, master graphoanalyst Rita Pomade has been working with

government, the police, Montreal school boards, psychologists and companies interested in what handwriting says about personalities, clients who were fascinated by the letters of relatives who have passed away, and writers working on biographies looking for insight into their subjects through correspondence. She also offers consultations to private clients who are interested in personal insight and growth.

This month Pomade is offering a two-day workshop on Sunday Oct. 16 and Sunday Oct. 23 from 10 a.m. to 3 p.m. The workshop is a basic, hands-on course that could benefit psychologists, social workers, parents, educators, human resource people, and those interested in personal insight. Participants will learn their strengths, weaknesses and what may be holding them back, coping mechanisms they can use to get through life, how they are emotionally wired, and about their talents and aptitudes in which participants will learn more about what their handwriting says about who they are.

Pomade explains that handwriting is brain writing. It originates in the cortex of the brain, and then travels through the nervous system of the body to the muscles of the fingers. It is an unconscious act controlled by the brain and is as uniquely individual as a fingerprint. No two are exactly alike. Each page of writing is a "snap shot" of the unique in that particular individual.

The cost is \$175 and includes course materials, refreshments, and a light lunch. For more information phone 514-938-3574 or email rpomade@hotmail.com.

Continued on page 22 ▶▶▶

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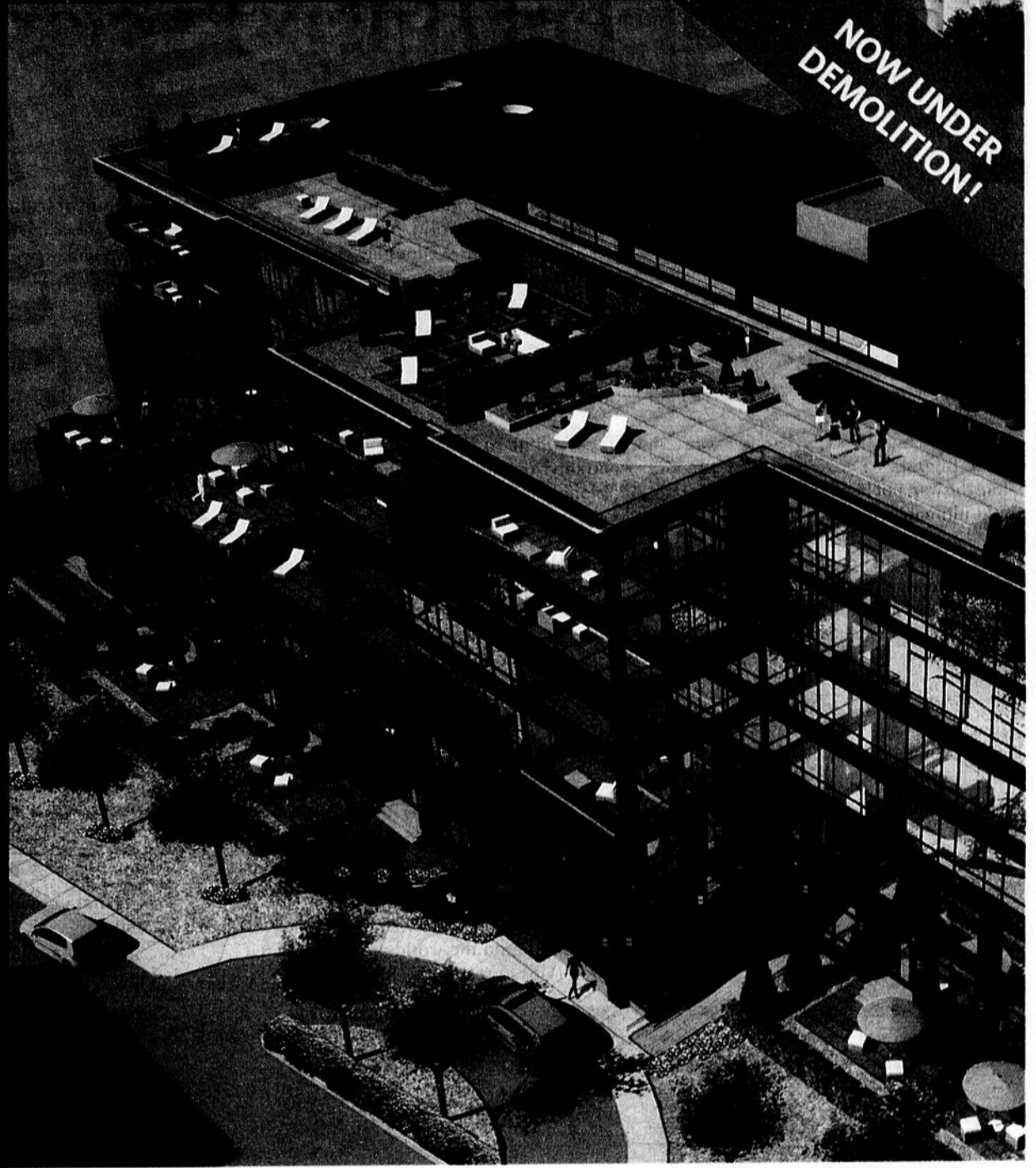
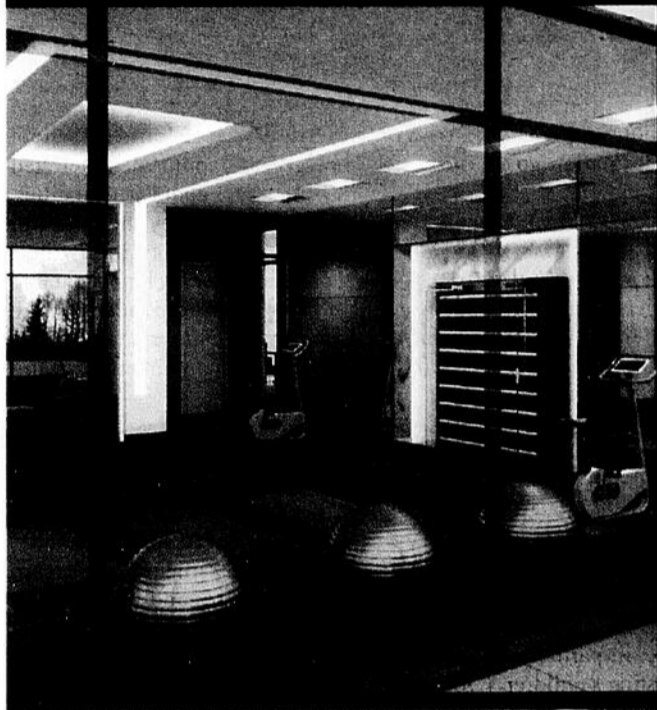
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Continued from AROUND WESTMOUNT

Pinkus offers house concerts

Mark Pinkus is a pianist who composed his first composition the first time he put his hands to the piano. He was only seven, and his life-long love affair with the instrument and the wonderful sounds he could create with it had begun.

But as an adult, Pinkus found the business of making music more of a challenge. While his seven CDs are popular on CD Baby, he needed to find a way to make his live music available directly to his audiences. So this year the entrepreneur started performing at house concerts in his home and the homes of friends

and acquaintances as far away as Toronto.

A unique way to gather friends for an evening of music and dessert. Today Pinkus is working on his eighth cd recording that will be released in 2012. He has recently committed to a concert at the Unitarian Church on de Maisonneuve Boulevard on November 26 at which time he will perform his original music with close friends flautist Punham and string bassist Gyandey.

To try a delicious sample of Mark's music online go to www.markpinkus.com Tickets are \$20. For more information about the concert phone Louise at 514.846.8047.

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A draw of the correct answers will be made and the winner will be announced in the **October 27** issue of Westmount Examiner.

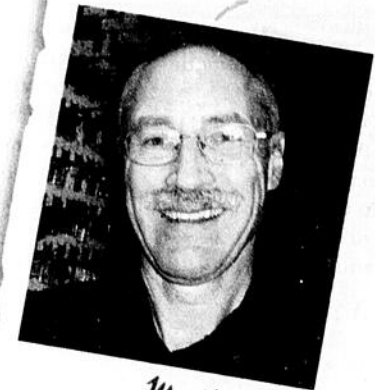
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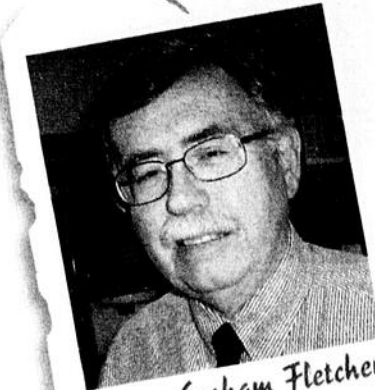
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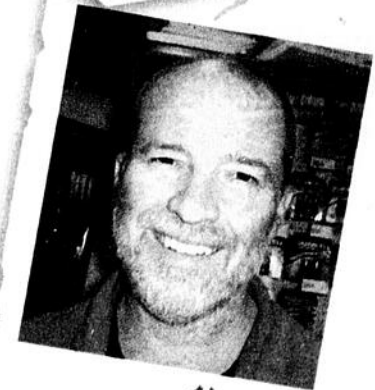
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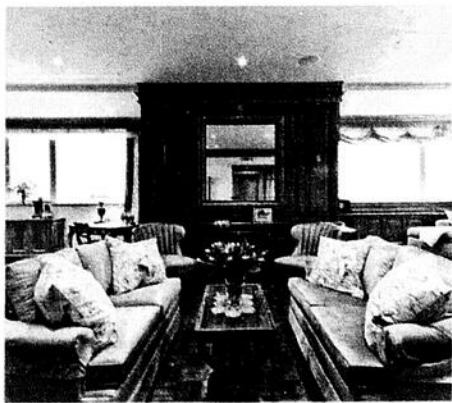
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