

November Sales: Prices coming back

by Andy Dodge, CRA

(NOTE: The following article relates to offers to purchase Westmount residential dwellings which were reported by the local real estate agents as having been accepted in November. 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 page xx offers a picture of these trends over time.)

Volume remained slow in November but prices rebounded slightly as the “typical” Westmount house value moved back over the \$1 million mark for the first time since last May.

Seven house sales were reported by local agents for prices ranging from \$515,000 to just over \$1,600,000, with two sales over \$1 million in November. The average of the seven sales was \$862,143, but after adjustments the theoretical average house in Westmount would be worth something more than \$1,025,000.

We expect this trend will stall somewhat during the next two months leading up to the federal election on January 23, after which the normal spring fervor should kick in, though it might be interesting to see how the election results will affect interest rates.

Volume so far this year is among the slowest on record since we started keeping records in 1986. The 135 sales so far match the numbers through November in 1993 and 1995 and are far higher than the 91 sales through November of 1994, but otherwise this year is far behind other years.

One luxury condominium at 1 Wood Avenue sold for more than \$1 million, the only condo sale in the month which is helping pull the average price in that category up to \$600,000 after suffering somewhat in the third quarter of 2005.

And four house sales in adjacent-Westmount areas, including two on Holton Avenue just east of the city limits, involved prices ranging from \$620,000 to \$870,000, though markups there were not as strong as in Westmount itself.