

Doncaster Ballyhoo

FOR LAURENTIAN WATERFRONT AND RECREATIONAL PROPERTY

WINTER 1995

Thank you for all the good wishes and support that we have received for this newsletter. It is very encouraging. We have been hearing from many sources, some indirect, about how our Ballyhoo is being seen as a news medium for the Laurentians as well as a real estate newsletter for our clients and friends.

In the Laurentians as elsewhere in Quebec, the most discussed topic seems to be, sadly enough, the upcoming referendum. Our riding figures high in people's consciousness because of the controversy after the provincial election surrounding some 750 'second residence' voters who the defeated PQ candidate, Monique Simard (currently PQ vice-president), felt should have voted in Montreal or elsewhere. She launched a legal action against Robert Thérien, the victorious Liberal incumbent and lost because she waited until too late, according to a unanimous decision of the judges, to file her suit. She subsequently declared that she was doing to pursue the voters on her list individually. If you have had action taken against you on this matter, let the provincial Liberal party know. We can help you reach them.

We got hold of the list and did a quick study of it. About half of the people on it have French first and last names, and a certain number seem to live in mailboxes in Montreal, since no other Montreal address was given. Thirty or so have addresses outside Quebec, but presumably consider the Laurentians their primary home and have a good reason to receive their mail elsewhere, such as retirement, or the need to make a living!

At least half of the briefs presented at the Sovereignty Commission hearing held in Ste. Agathe on February 12th were pro-federalist, or at least condemned the Declaration that was the subject of the Commission. Some of the others were very poetic presentations made by artists that appealed to our quality of life more than anything else, but there were a lot of "sovereignists" present and they did a fair bit of heckling.

The Medical Foundation is asking for your help again this year. Aside from the fact that the governments are cutting their budgets down, and that the hospital is here for all of us, giving at this time is an opportunity for the English-speaking community to make its presence felt. The amount is less important than the fact of giving, and the use of the English form enclosed in our newsletter will identify your support as coming from the English-speaking community. Give what you can afford, but give something. It is important for all of us, not just because we need the hospital, but because we need to show that the communities are willing, and able, to work together. The response last year was really encouraging. This year the Foundation has set up an English-speaking fund-raising committee. This is a very positive development because more and more, we will see a willingness on the part of the hospital to accommodate people in English, and if you are concerned about your French, the one place you really don't want to have to rely on it is in a medical emergency.

The City of Ste. Agathe has accepted to participate in a major study of the town's architectural heritage over the next few years. This study could set the theme for development and growth in our area for the next twenty years. It is a very exciting development and is happening simultaneously with Ste. Agathe Sud's recognition of its own need to examine and guide its built environment. These are major victories for the Heritage Committee and the Chamber of Commerce.

Don't forget that your capital gains exemption dies this year. If you don't use the election form for the declaration when you do your 1994 taxes, you will be forfeiting the right forever to do so. The details were covered in the Autumn 1994 issue of the Ballyhoo. If you missed it, give us a call. We'll be glad to explain what you need to do, and we can even help you do it.

- Joe Graham

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PEACEFUL COEXISTENCE ON THE WINTER TRAILS

In some quarters, just to mention snowmobiling and cross country skiing in the same breath is to invite scorn, loud noises of disgust and other expressions of disagreement. To hear it from the enthusiasts of one sport or the other, there is no middle road, or trail, down which they both might glide in harmony.

The cross-country skier, the fresh-air-loving, fit and environmentally conscious devotee of a "clean" sport, has difficulty reconciling him or herself to the fact of the smelly, noisy, impertinent machines we call snowmobiles. The snowmobiler, on the other hand, sees the cross country skier as a tree hugging "granola", bent on putting obstacles, both political and physical, in his or her path.

So, which of these two can stand morally righteous and prove the other wrong? Well, neither, really. In fact both sides have been known for their excesses and, at the same time, both can be said to contribute to the well-being of their world in one way or another.

The anti-snowmobilers in their zeal have been known to participate in decidedly undemocratic and destructive behaviour, all in the name of wiping the snowmobile scourge from the face of the earth. Acts such as that of one champion of purity, who tried to chainsaw a small bridge used by snowmobilers (the saw got stuck and he had to abandon it, to be picked up and identified by the police later) hardly conform to the image of the law-abiding lover-of-the-outdoors.

On the other hand, the gang of snowmobilers who last winter left several cases of empty beer bottles on a well-travelled cross-country trail, or who tore around Tour du Lac in Val-David the other night, do little to polish the good name of snowmobilers.

The facts, however, seem to indicate that in each camp there is a solid core of responsible people who care about their sport and its infringement of the rights of others.

Snowmobilers have developed an extensive organization which has the mission of ensuring that practitioners of the sport conform to rules and laws as they apply to snowmobiles. And they have been very successful in converting this "cowboy" sport into a well-organized family-oriented outdoor activity. They organize benefits for handicapped

children and other causes which produce millions of dollars each year. They work with the authorities to devise safety measures to ensure that they and the public-at-large are well protected. The machines they drive have been substantially improved and are now much quieter and pollute much less than was the case only a few years ago.

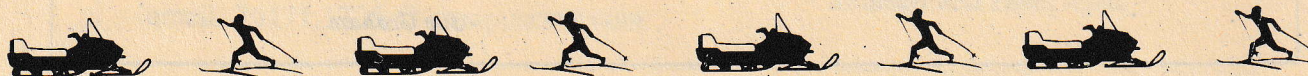
The skiers, for their part, are more and more inclined to accept that they can coexist with the snowmobilers, and they have come to realize that to fight them is futile, while working with them can significantly reduce conflict and friction.

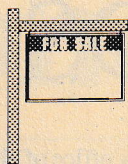
One of the events which probably had much to do with publicizing the conflict between the two groups and ultimately showing how they can get along was the establishment of the Linear Park in the Laurentians. The first winter that the park was extensively used saw skiers and snowmobilers for the most part existing side by side. There were areas of conflict, however, and it soon became evident that a more formal arrangement would have to evolve. And it did. The park is now divided into two sectors. The sector south of Val-David is the exclusive domain of non-motorized sport, while to the north, the snowmobile takes precedence. And this all seems to work well, with the exception of a stretch near Lac Mercier where the residents have effectively barred snowmobiles from the park, forcing them to cut a trail across the lake.

On the section of the Linear Park north of Val-David, I have come across numerous stretches which show traces of both skiers and snowmobilers actively using the space. As for the southern section, in many areas snowmobiler's trails cross the Park or in some cases exist for short distances on the shoulders of the Park. This is an indicator that more such cooperative behaviour is to come. The economic health of the region dictates that we find better and better ways to ensure a harmonious use of our resources, harmonious not only amongst participants but also, and most importantly, in harmony with our precious natural setting.

Neither the skier nor the snowmobiler is going to go away and, while snowmobilers produce greater direct economic spinoffs than do skier, each has contributed to the development of jobs and infrastructure here in the Upper Laurentians.

- Michael Averill





WHAT'S IT WORTH?

or



WHEN AND HOW TO PUT IT ON THE MARKET

The main seasons for sales in the Laurentians are March through June and mid-August through November. July is a month during which people like to visit homes, but unless it is raining a lot, or cold, not much actually changes hands. If you want to sell a country property, it should be on the market in March, especially if it is a waterfront. The buyers are starting to look, and will make decisions as the snow melts.

Some people like to buy in the spring because they can move right in and enjoy the summer season in their new home. They generally prefer one requiring no major modifications or repairs and will pay a good price. Great importance is placed on the quality of the kitchen, the bathrooms and the subsystems. Such a buyer is less likely to appreciate the site than the amenities.

As the summer moves on, the buyer who is more concerned about the site will still be around and looking. A buyer who recognizes the site for its potential will buy virtually any time. Often this is someone who has been looking for a long time and knows what he or she wants. They will be more tolerant of an older or less well planned kitchen, provided the potential is there to improve it. They will lend much more importance to the solidness and quality of construction of a house than to the interior finishing, but they will not compromise on location.

By the fall, buyers have often been looking all summer. They may be hoping for a bit of a bargain, or they want to get the kids back into school, review their fiscal year and make the decision from the office, when the decision can perhaps be made more dispassionately. This is often the season when the most sales happen, but they only happen if the agent is following up and keeping in touch, with both the potential buyers and sellers. We have some sales late in the year, as well, but usually it is unfinished business from earlier in the season.

Choosing an agent to represent you should be a very considered decision. Calling up a real estate brokerage because you have seen a lot of that company's signs in your neighbourhood may not be the best approach. Think about actual turn-over. Some signs have been in place so long, they may have put down roots!

If you are planning to sell, talk with someone you know who has bought or sold recently in your neighbourhood. Ask who they dealt with and their level of satisfaction with the experience. When you have been given a name from such a source, you will have a perspective on the weaknesses and strengths of a particular office, and you will be able to compensate for them in discussion with the agent or office you choose. The person you choose will also be meeting you with an introduction and will be more aware that he or she has a community to answer to, that you are someone who knows someone they know, and that if the agent satisfies you, that you, too, will pass on his or her name to your neighbour when asked about your experience.

The rest is up to the agency and you. Each brokerage has its own style of working. An agent should be able to find your property without excessive directions, otherwise you know from the outset that he or she is not really that familiar with the territory. The agent should be able to discuss the demographics of your neighbourhood, as well. Often whole second residence areas are popular to residents of specific neighbourhoods in Montreal or Ottawa. If the agent doesn't know this, he or she may not know where to advertise, or may not recognize the profile of a likely buyer when one makes an inquiry.

It is surprising how little advertising most local businesses do in the the English press, or elsewhere in English, given that seventy-five percent of our second residence homes are owned by people who claim English as their first language.

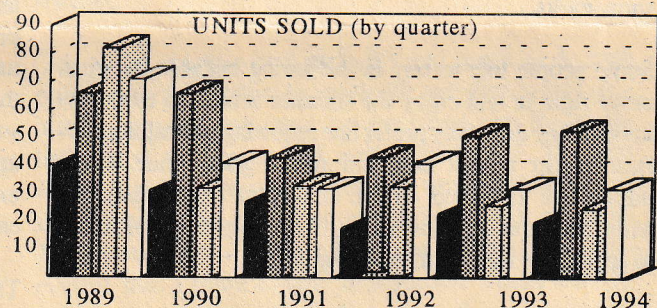
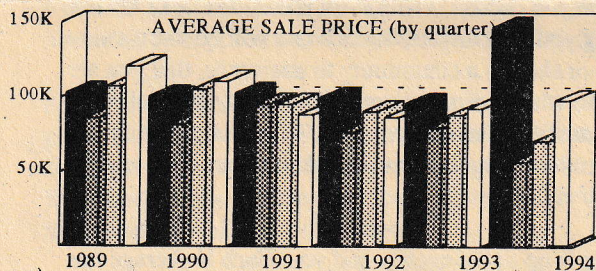
Ours is one of the most popular recreational areas in Canada. Our major competitor is the Stowe, Vermont area, and, to a lesser extent, the Eastern Townships. Our prices are among the most reasonable of recreational areas anywhere in North America, or most of Europe. Our water is cleaner, our air is purer, our crime rate is low, and the other social infrastructures are of excellent quality. It is a prime area in which to buy and almost any buy is a good buy when measured on this scale. A Laurentian property is a proud possession and should be treated that way, especially in its marketing.

- Joe Graham

MARKET TRENDS

The accompanying graphs are based on details taken from the records of the Terrebonne registry office of all residential unit sales in Ste-Agathe-des-Monts and Ste-Agathe-Nord. A look at the graphs shows that, after a period of a number of years of a downward trend in prices, 1994 saw quite dramatic swings in the average prices of properties changing hands, even while the actual number of sales is virtually identical to 1993. When we looked at the sales of waterfront properties across our territory (roughly, the Greater Ste-Agathe area), we discovered that, although our office represents fewer than 10% of the real estate agents active in the territory, we accounted for more than 40% of the sales of waterfront homes, including all those that sold, not only those handled by agents.

- *Sheila Eskenazi*



Back issues of the Doncaster Ballyhoo are available from our office. Give us a call or drop in and we will be happy to supply you with any issues you may have missed. If you know of anyone else who you feel would enjoy receiving the Ballyhoo, please let us know and we will gladly add them to our mailing list. Also, we would appreciate your letting us know if we don't have your correct address so that we can keep our list up to date. We are now online on the information highway. You can reach us at the email address below.

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Member of the Royal LePage Referral Network
(Not intended to solicit properties currently listed for sale)



**CENTRE
HOSPITALIER
LAURENTIEN**

**1995
FUNDRAISING
CAMPAIGN
OF THE
FONDATION
MÉDICALE
DES
LAURENTIDES**

*A word from the president fondateur
of the Fondation médicale des Laurentides*

We now enter into our third fundraising campaign. Over the years I have realized that rural areas like our own place important value on the following: religion, education and health. The first two are to be left in our personal lives but when we are thrown into the vulnerable situation of dealing with a terrible illness what are we to do? This is a tough question for all of us to answer. The majority of us turn to the medical population and hospitals for the quality of care that we know they will provide, this is done through the use of highly technical medical equipment.

A donation to the Fondation would allow us to purchase these very needed medical equipment which would assist us in improving our communities quality of life and that of our loved ones and maybe even ourselves.

During these difficult financial times with your assistance we will strive to be self-sufficient which in turn will enable us to continue down the road of excellence.

Donnez... pour mieux recevoir!

A handwritten signature in blue ink, appearing to read 'Michel Frenette', with a large, stylized initial 'M'.

Michel Frenette, md
Président fondateur

For improved health care

The *Fondation médicale des Laurentides* is a non-profit organization founded in 1990 by Dr. Michel Frenette of the *Centre hospitalier Laurentien*.

Its objective: to raise funds for the purchase of medical equipment for our hospital.

Sitting on the Foundation's Board of Directors are volunteers from every part of our region. These committed individuals are actively involved in the life of the community and contribute significantly to the success of our Foundation.

People actively working for the well-being of all.

More than 200 volunteers will be crisscrossing the region during the 1994 fundraising campaign of the *Fondation médicale des Laurentides*.

These canvassers will be soliciting your donations at work, at home as well as from a number of public places. Please give them a warm welcome. After all, they're working for the well-being of all.

OBJECTIF 300 000\$

YES!
I support the
Fondation médicale des Laurentides

Name _____

Address _____

City _____

Postal Code _____ Tel. _____

Company _____

I am donating

a single amount of _____ \$

or _____ instalments of _____ \$

Enclosed, please find

☐ the cheque(s) to the order of the

Fondation médicale des Laurentides

☐ a cash donation

Income tax receipts will be issued for donations of 10\$ or more.

Registration No. 0866368-13

Thank you for supporting the development of hospital services
that will benefit every resident of our region.

Correspondence ☐ French ☐ English

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