

estate, abundantly energetic and thoroughly conversant with the selling points and relative values of the property he offers for sale. That the Westmount Realities Company possesses these qualifications is shown by our record of sales, while the fact that we have for six years specialized in the sale and management of Westmount real estate in itself indicates our special knowledge of the selling points and values of Westmount property.

If you have property which you wish to dispose of, our selling organization is at your service. As part of our service, we will send an expert valuator to inspect your property carefully, and advise you as to its present value. Then we will place you in touch with customers desiring that particular class of property, and carry through the transaction for you with a minimum of trouble on your part. Property listed with us is treated in a strictly confidential manner, and only submitted to *bona fide* purchasers. Systematic advertising, in which we are firm believers, keeps our lists of contemplating purchasers up to date, and quick sales are thus effected of property placed in our hands. Our commission, which includes all advertising disbursements and other charges, is the usual $2\frac{1}{2}$ per cent on sale price. If there is no sale there is no charge.

Exchanges

IT frequently happens that exchanges of real estate can be very advantageously effected, either as part payment or to effect change of locality. If you have any desire to exchange, say, a house for building lots, or building lots for a house; or wish to sell property and take over property in part payment; or hand over property in part payment for property of higher value move from Lower to Upper Level or *vice versa*, then we can help you. We have experienced considerable success in this form of selling. If you will write us stating your requirements we shall no doubt be able to bring about a satisfactory exchange for you.

Rentals

1.—*Unfurnished Houses, Apartments or Flats.*—The value of renting property through an experienced and responsible agency like the Westmount Realities Company lies in the fact that it ensures careful and impartial investigation, such as the private owner has neither the time nor the opportunity of making. Many a property owner with destructive, slow-paying, or constantly-complaining tenants has regretted that there has been no such investigation before his property was rented. The object of our renting service is not merely to get tenants, but to get *good* tenants, and to see that those tenants are satisfied with the property and the conditions *before* signing the lease.