

NEW TODAY. Cheap Lots. \$175 Lot 10, block 6, 50x100, Columbia Heights; worth \$200. \$225 Lot 50x100; Sellwood; \$50 cash, balance \$10 per month. \$350 Pull lots in Seachrest's Addition; \$25 cash, balance \$10 per month. \$350 Pull lot near Willamette station, on St. Johns carline; terms. \$450 Lot 50x100; East 8th and Beech sts.; worth \$500; easy terms. \$500 Pull lot on East 34th, near Clinton; part cash. \$500 Pull lot, cor. E. Yamhill and 46th; \$50 cash, bal. \$10 per month. \$700 1/2 acre tracts at Arleta station; snap on O. W. P. carline. \$750 Two lots, Hoodway; Midway; \$100 cash; bal. \$15 per month. \$750 Lot on E. 32d, near Hawthorne ave.; nice lot and cheap. \$900 2 lots corner E. 12th and Skidmore; \$100 cash, balance terms. \$950 Each: 2 lots 23d and East Pine streets; 1/2 cash. \$1150 Nice full lot on East 11th, near Thompson; 1/2 cash. \$1200 Lot 50x170, Hamilton ave. and Ohio st., South Portland. \$1600 2 lots, cor. E. 27th and Multnomah, Irvington Park. \$1700 1/2 block, cor. Rodney ave. and Going st.; nice corner, cheap. \$3500 Lot 50x100 on Lovejoy, between 23d and 24th; the only one left. \$3500 1/2 block on 13th and Powell sts.; business corner. \$4500 1/2 block on 13th and Elm, Portland Heights; beautiful view. \$5250 Nice 1/2 block on corner East Burnside and 17th sts.; part cash.

Bollam, Grussi & Higley 128 Third Street. TEN-ACRE TRACTS - IN - HOOD RIVER. PRICES ARE RIGHT. TERMS ARE EASY. ALBEE-BENHAM COMPANY 25 Concord Bldg. A 4943.

Take Your Lunch Basket OUT TO LORRINTON. Enjoy the cool breezes and shady grasses. The balmy breath of the fir will do you good. Take W. W. car at 3d and Yamhill sts. and get off at Woodstock st.

A Fine New 6-Room Residence. On corner 50x100, two blocks from car. Good neighborhood, nicely situated; carpets, draperies, window shades, gas range and water heater, cook stove and heater, colour cushions and electric fixtures complete; all new; fireplace; cement basement and foundation. Price \$4000; less than half cash will handle this.

F. B. HOLBROOK CO. 350 STARK ST. IRVINGTON HOME. A beautiful 9-room house on a quarter-block of ground. It is new and very complete and is ready to occupy at once.

Portland Trust Company of Oregon S.E. Cor. 3d and Oak sts. Hood River Snap \$1100. Ten acres of the finest unimproved top land in this beautiful valley; lays well; right on the county road, three miles from Hood River and near churches, school and store. Land no better than his two to four miles farther out sells for \$250 to \$300 per acre. This will sell to the first party who looks at it. \$500 cash equired.

DEVLIN & FIREBAUGH 65-209 Sweetland Bldg., cor. 5th and Wash. FOR SALE. THE MOST POPULAR SEASIDE HOTEL IN THE NORTHWEST. Pleas from 20 to 30 per cent on investment. Half cash, balance to suit. Owner wishes to retire from business. For full particulars, T 51, Oregonian.

Irvington Building Site. PAID \$4000. Terms, \$1000 cash, balance 10 per cent; 120x100, on the S. E. corner of 6th and Hancock sts., a beautiful location; see it. MALL & VON BORSTEL 104 Second and 302 E. Burnside Sts.

NEW TODAY. THINK TALK TELL TRUE THINGS about OVERLOOK BUYERS BUSY BUILDING BEAUTIFUL RESIDENCES in OVERLOOK CHEAPEST CHOICEST SCENIC SITES for Homes at OVERLOOK

Take R-S or L car to the ground. Take a stroll over the 5000 feet of cement walks. Look at the residences under construction. Take a drink of cool, sparkling water and satisfy yourself that it comes from BULL RUN. Investigate the sewer system and you will find it perfect. Compare Overlook with other additions in the market. You will find that nothing in the City of Portland equals it. Prices reasonable. Terms easy. Agents on the ground. A. F. Swensson & Co. General Agents. 253 1/2 Washington Street. Phone Main 3055.

\$650 Per Acre 152 Acres. Lying immediately along the Vancouver road and adjoining Piedmont. The greater part of this property is worth from \$100 to \$200 per acre for platting, being high and slightly, with unobstructed mountain and Columbia River view. Also can offer 4.5 acres adjoining this property on the east and running along the Vancouver street line. O. R. & N. runs through this property. The whole piece is the cream of the Love Farm. Will bear the most complete investigation. It positively cannot be equaled at the price, and for the location anywhere in the whole city. Clear title and best of terms. Zimmerman & Vaughan ROOM 202 BUCHANAN BLDG. 38 1/2 Washington Street.

Saloon Snap \$21,000. The best saloon and Summer garden in the city, doing a fine business. This price includes over two acres of ground, buildings, business, stock and liquor license. NO INFORMATION GIVEN OVER THE PHONE.

Lamont & Harris 306-7 Sweetland Bldg. THIRD STREET 100 FEET FROM WASHINGTON INCOME \$500 PER MONTH. 50x95 This Gilt Edge BUSINESS PROPERTY For Sale by Sengstake & Lyman 90 Fifth St. (Near Stark).

Talk About a Snap SEE HERE. A full lot, on East 36th st., near Stark, with an 8-room residence, brick basement, hot and cold water, bath and other conveniences. Cost over \$2500 to build, pays \$20 per month rent, if you come quick \$2000 will buy it, half cash.

THE DUNN-LAWRENCE CO. No. 149 1/2 FIRST STREET. HANFORD & BLACKWELL CIVIL ENGINEERS. Railroads, Power Plants, Industrial Plants. 1101 Alaska Bldg., Seattle, Wash.

NEW TODAY. For Sale by MALL & VON BORSTEL 104 Second and 302 E. Burnside Sts. IRVINGTON. PRICE \$6000. Eight Rooms. Lot 50x100, on N. E. corner E. 9th and Tillamook sts. This is a strictly modern home, has a fine interior finish, both gas and electric lights, hot water furnace, and must be seen to be appreciated.

OREGON STREET. PRICE \$3150. 9-Room House. Terms, \$500 down, balance to suit purchaser at 6 per cent. Lot 50x100 and 9-room house, on the N. W. cor. 23th and Oregon. This house has been newly papered and painted and is in fine condition; is vacant; key will be found over the back door transom.

EAST OAK STREET. PRICE \$3750. Eight Rooms. Lot 50x100 and 8-room house, 504 East Oak st., next to cor. 10th. Here is good value for your money. We can make terms at 6 per cent on this. IRVINGTON. PRICE \$5800. Seven Rooms. Beautiful 7-room house and bath, and lot 50x100, being 550 Schuyler st. Can make terms.

IRVINGTON. PRICE \$4700. Seven Rooms. Lot 50x100 and 7-room house, all modern; furnace, fireplace, cement basement, being 468 E. 12th st., north. See it. We can make terms. Mall & Von Borstel 104 Second and 302 E. Burnside Sts. \$9000. 100x100, corner, two houses and store building. A fine quarter for manufacturing or a barn, right on the new Salem car, in South Portland, on Hood st. One-half cash will handle this.

Bollam, Grussi & Higley 128 THIRD STREET. \$16,500 BUSINESS PROPERTY. Here is a chance to make a quick turn at large profit. Situated between the skyscrapers, between Washington, Burnside, Third and Sixth.

SENGSTAKE & LYMAN 90 Fifth St., near Stark. 4 Acres. Which is today a wooded knoll, not far from the car line on the Heights. Within a year or two it will have the trees trimmed out and be converted into a beautiful villa home, with fir, alder and dogwood trees growing in their natural condition. If you are going to enjoy such a home some day, better see this land. Only \$750 per acre.

PORTLAND TRUST COMPANY OF OREGON. S. E. Corner Third and Oak Sts. Bungalow. For sale in a most attractive suburban location. House is new, grounds 100 feet square. Fine street all the way to the center of the city, making it an ideal place to keep a horse. Price, \$3000; part terms. Portland Trust Company of Oregon S. E. Corner Third and Oak Sts.

Linnton. Columbia Steel Company's purchase of water front at Linnton insures erection of a large plant at once. This is the beginning of renewed activity there. Other industries will locate at Linnton in the near future. First Addition lots \$100 to \$150 on installment plan. Take Astoria & Columbia train, Union Depot, S. A. M. APPLY TO C. F. BUNKER, 614 CHAMBER OF COMMERCE, A. A. CARTER, LINNTON.

15th Street. We have several desirable warehouse sites on 15th st., near the Marshall-Wells Hardware Company's purchase. The cheapest of any on the proposed new switch. KNAPP & MACKAY 2 CHAMBER OF COMMERCE.

Five Acres Near Mt. Tabor. Fenced and cultivated, worth \$200 per lot, but we'll sell the whole business for \$2500. THE DUNN-LAWRENCE CO. No. 149 1/2 FIRST STREET. WANTED. Good income property, business or residence, vacant lots East and West side. Also, if you want to sell your business; rent your houses, flats, apartment-houses or cottages, or have a respectable firm act as your agent, call on LAMONT & HARRIS No. 306-7 Sweetland Bldg.

Quarter Block. Corner, 14th and Flanders; some income; best buy on the street. Can make terms. GEO. D. SCHALK Phone Main 292; A-322, 264 Stark St. SIXTH STREET. One of the best business corners on North Sixth; income \$15 per month; must be sold this month. H 28, Oregonian. FOR SALE, \$8000. An elegant new residence, 8 rooms, lot 20x200. See owner, 1500 E. Morrison; easy terms.

NEW TODAY. Science of Real Estate Investment. The secret of success in making real estate investments lies in one's ability to decide where the greater number of people will congregate. Highest values in any city are invariably where the densest population is located. The most valuable business corner in any city is always where the larger number of persons pass annually. The character or social position of these people has nothing to do with it—numbers only count. A poor man is worth more, to real estate values, in proportion to the ground space he occupies, than a rich man. If you are a person of small means and desire to invest in suburban lots where you will be likely to get good returns from the little you have to invest, seek the location where the population is likely to be dense. Population always becomes dense around where employment is to be obtained. Population rarely becomes dense in a purely residence district, unless very close to where employment can be obtained. The thing of first importance which makes the real estate value is employment. Men and women will make their homes as close to their places of employment as practicable. Mills, shops, factories, commerce and trade furnish employment. Where employment and homes are in close proximity, trade will center. Keep these few simple rules in mind and you will make no mistake in placing your money. Now apply this logic to the various suburbs around Portland. Read what the real estate dealers have to say about what they have to sell. Read every advertisement you can get and apply the test before buying. University Park is surrounded by Portland's most extensive manufacturing district. This district now has flouring mills, shingle mills, lumbering mills, woolen mills, steel works, forging works, veneer mills, foundries, railroad shops, stockyards, packing-houses, furniture factory, with almost unlimited room for other concerns to locate. In the district surrounding University Park tens of thousands of men will have employment and hundreds of thousands of dollars will be paid out monthly for labor. Railroads are building into this district from every side. Ships from every part of the world land at the docks along the Willamette and Columbia Rivers, on two sides of University Park. Here we have the combination of employment, residence, wholesale and retail business, in close touch. The residence and retail area is small in comparison with the factory area. These are the kinds of conditions which bring the very highest values. The high land is ideal for residence and retail business and is right on the border of the great manufacturing and commercial district. The demand for the high land suitable for residence and retail business will be greater than the supply. Lots now selling from \$300 to \$600 each will soon bring \$5000 to \$10,000 each.

FRANCIS I. MCKENNA. Office at University Park Station, on St. Johns line. Phone Woodlawn 239.

NEW TODAY. CHEAP LOTS On Easy Terms For Sale by MALL & VON BORSTEL. CLACKAMAS STREET. PRICE \$650. Terms, \$150 down, balance in installments of \$15 per month. Lot 50x100, bet. 23th and 24th sts. Includes cement walks now being made.

WASCO STREET. PRICE \$650. Terms, \$150 down, balance in installments of \$15 per month. Lot 50x100, bet. 23th and 24th sts. Includes cement walks now being laid.

PACIFIC STREET. PRICE \$500. Terms, \$100 down, balance in installments of \$15 per month. Inside lot, 50x100, between E. 25th and E. 26th sts.

PACIFIC STREET. PRICE \$1100. Terms, \$200 down, balance in installments of \$25 per month. Quarter-block 100x100, on N. E. cor. 23th and Pacific sts.

HOLLADAY AVE. PRICE \$600. Terms, \$100 down, balance in installments of \$15 per month. Cor. lot 50x100, on S. W. cor. E. 22d and Holladay ave.

HOLLADAY AVE. PRICE \$500. Terms, \$100 down, balance in installments of \$15 per month. Lot 50x100 on Holladay ave., bet. E. 22d and E. 23d sts.

E. TWENTY-SECOND ST. PRICE \$500. Terms, \$100 down, balance in installments of \$15 per month. Lot 50x100, on E. 22d, bet. Holladay ave. and Pacific st.

MULTNOMAH STREET. PRICE \$500. Terms, \$100 down, balance in installments of \$15 per month. Lot 50x80, on S. side of Multnomah, bet. 20th and 29th.

Mall & Von Borstel 104 Second and 302 E. Burnside Sts. Special Today. \$6500 East Tenth st., near East Burnside, quarter-block; this is close in and a fine location for flats or apartments, and is without doubt the cheapest in the city today. \$7000 Buys 8-room house and one block on R-S carline. If you are looking for some good lots to build on you cannot beat this. \$2200 For a six-room house and full lot on W-W and W-R carline. You should see it at once. If you are wanting to buy any kind of real estate see me before purchasing, as I have some very nice homes in all parts of the city. Also some very desirable vacant property suitable for flats or apartments, also fine building home sites and many good investments in good income business property, as well as acreage and farms. In fact, everything in the way of real estate and investments. It pays to see me.

Thos. P. Thornton Phone Main 4251 315 Chamber of Commerce. BARGAINS REAL ESTATE CO. \$1500 100x100 N. E. cor. E. 34th and Grant. \$2750 New 8-room house, Williamette Station. \$5500 Modern 8-room house, E. 27th and Taylor. \$2200 5 Acres in Montavilla. 230 STARK ST. M 4661-PHONE-5 A 2661

Choice Residence Sites. On Commercial street between Knott and Sellwood. Lots \$1000 and up. Terms. This is the choicest property in a select residence district. Cement walks, sewer, newly improved streets and all improvements in. Sinnott & Sinnott 535 Chamber of Commerce. For Sale or Trade Gasoline Launch. With canopy top; 12 to 15 horsepower; complete with boxhouse; new last season. Will sell for cash or trade for property. 331 Lumber Exchange \$22,000. Quarter-block and four modern 9-room houses; rent \$150 per month; close in on West Side. \$15,000 cash. Bollam, Grussi & Higley 128 Third Street. Irvington Bargain \$3200. Good 9-room house on East 15th st., N., near Tillamook st.; convenient to the car and in excellent neighborhood. Small cash, down, and balance, \$30 per month, at 6 per cent or to suit purchaser. The lot alone is worth \$1300. Act quickly if you want this. DEVLIN & FIREBAUGH 60-209 Sweetland Bldg., cor. 5th and Wash.

NEW TODAY. For Sale By REED, FIELDS & TYNAN COMPANY 102 Second St. Phone—Main 7004 and Home A 3651.

\$1300 100x100 on Garfield ave., near Alberta st. \$1500 100x100 N. E. corner 32d and E. Stephens st.; 1/2 cash. \$1800 5-room modern house, located on Alberta carline; \$500 down, balance on easy terms. \$2300 7x100, all improvements in, on Weldier st., near 19th. \$2300 6-room bungalow, strictly modern, on 12th and Mildred sts.; \$250 cash, balance easy terms. \$2400 \$500 cash, 100x100 N. E. corner E. 10th and Division sts. \$3300 29x230 bounded by E. 32nd and 31st, Kern and Edithworth; this is the choicest block on the East Side. It is well built and it must be sold. Call and see us on this.

\$3750 1/2 cash, new house, strictly modern, on 23d and E. Market sts. \$5000 1/2 cash, 6-room strictly modern house, with 3 full lots in Piedmont; this is very cheap if you are looking for a house you should investigate this. \$5750 8-room strictly modern new house on Wasco st., between 19th and 21st sts. \$10 000 Lot 100x100, in Holladay Add., near Grand ave. \$16 000 100x100 with strictly modern 13-room furnished house, located in Holladay Add., close in, on carline. We can sell on easy terms. Call and let us show it to you. \$16 000 100x100 on 23rd and Johnson sts., beautiful 12-room house on easy terms. \$20 000 Warehouse property, 100x100 (1/2) on 24th, near Washington and E. 24 sts.; all filled and streets improved; \$5000 down, balance 2 years at 4% per month. \$30 000 one-third cash, corner Grand ave. and Yamhill, 50x100 ft. PORTLAND HEIGHTS. \$4650 100x100 on 22d and Elm sts., Portland Heights. ACREAGE. 40 acres on Cully road, near Rose City Park, 1/2 mile from carline. This will double in value in one year. Call and let us show you this \$400 per acre. \$3000 20 acres at Clarno on the O. R. & N. R. R., 7 miles east of Courthouse. \$9000 1/2 cash, 30 acres, all in fruit, good house, beautiful yard, all kinds of flowers and shrubbery. This property faces on the Base Line road. The Mt. Hood survey runs through it; only 2 miles east of Montavilla. \$150-\$300 We have several 10 and 20 acre tracts of unimproved land, east of Montavilla, from \$150 to \$300 per acre.

REED, FIELDS & TYNAN CO. 102 Second St. Phone Main 7004. \$4000 1 double house and one story and a half house on Northrup st., bet. 18th and 19th sts.; good rental; reasonable terms. \$3000 for 8-room house on 2 carlines; thoroughly modern. East Side; owner leaving city. \$1400 per lot for three lots on Dover st.; this is a chance to make \$200 per lot. \$5700 for lot 100x100 on West Side, and two good houses; room on property for another house; this is a good investment. \$1200 will buy 2 lots in Sunnyside, fully improved; easy terms.

F. B. Holbrook Co. 350 STARK STREET. \$13,000 BARGAIN. Take a look at this swell quarter-block on Twelfth and Mill streets; first-class location for an apartment house. This is a bargain. Seeing is believing. \$18,500 Warehouse Property. The cheapest buy in North Portland today. Quarter-block, factory or warehouse site, on Third street, half-block North Pacific Railway. Fine investment, easily worth \$22,000. Small income. J. FRANK PORTER 222 Washington St. \$17,500 100x190. It pays to see us. Chapin & Herlow 332 Chamber of Commerce. Phone Main 1652. MOORE REALTY CO. 268 Stark st.

Reasonable Investments. \$4000 1 double house and one story and a half house on Northrup st., bet. 18th and 19th sts.; good rental; reasonable terms. \$3000 for 8-room house on 2 carlines; thoroughly modern. East Side; owner leaving city. \$1400 per lot for three lots on Dover st.; this is a chance to make \$200 per lot. \$5700 for lot 100x100 on West Side, and two good houses; room on property for another house; this is a good investment. \$1200 will buy 2 lots in Sunnyside, fully improved; easy terms.

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Investment. Nearly full lot with 3-story building leased at \$200 per month, close to Morrison st. \$25,000 A GOOD BUY. MOORE REALTY CO. 268 Stark st.

Mortgage Loans, Lowest Rates Real Estate and Insurance. A. H. BIRELL 201 to 203 McKay Bldg., 3d and Stark.

NEW TODAY. Bollam, Grussi & Higley 128 Third Street. Investments. \$11,500 1/2 block and 4 good 6-room houses; rent \$80; 1/2 cash. \$15,000 2 large houses; good cor. 50x100; on Union ave.; will increase in value rapidly. \$15,000 Fine business property, guaranteed lease 10 years, \$100 per month; half cash. \$16,000 4 block, 3 good houses and 2 flats. McMillen's Addition. Rent \$115 per month. Half cash. \$19,000 Nice new flats, 100 feet on 14th st., income \$145 per mo. \$3000 cash. \$26,000 4 block and 5 houses on 14th and Glisan sts. \$26,000 Brick corner on 3d st., now paying an income of \$ per cent; worth \$30,000. \$30,000 2 lots opening on East Washington, East 25, East Alder sts.; warehouse on part of it; some income; part cash. \$35,000 Fine business corner, paying \$265 per month. \$35,000 Half block on Uphur st., a good spec.; \$15,000 cash. \$37,500 1/2 block warehouse property close in East Side; only \$10,000 cash. \$40,000 Over 50 feet facing Washington and Alder streets, near 18th; only \$10,000 cash. \$50,000 5-story brick, cor. Front and Yamhill; income now \$275 per month. \$100,000 1/2 block Lowndes and Washington; \$500 per month income.

Bollam, Grussi & Higley 128 THIRD STREET. YOU WANT A Pretty Home? Take the W. W. car at 3d and Yamhill and come out to Woodstock Station and GO TO LORRINTON TODAY. All improvements made; water piped to every lot. Lots 50x100 in choice locations for cottages and bungalows, as low as \$210—at \$5 down and \$5 per month. Spend a quiet hour under the lipping firs of Lorrinton.

Moore Realty Co. 268 Stark st. Agent on ground at Lorrinton, 4 blocks east of Woodstock Station.

AVONIA BEAUTIFUL FOR BUNGALOWS. This high-class residence section will be sold to home builders, not to speculators. The lots are \$300 to \$350 each, very reasonable, and we can make a few installment loans to responsible people for building. Graded streets, good school, water and close to carline. See the map at our office. Portland Trust Company of Oregon S.E. Cor. 3d and Oak sts. \$31,000 100x100 close in on First, paying about 7 per cent net. A decided bargain. \$15,000 Flats close in on 13th paying 10 per cent. Warehouse Corners 75x100 close in on 13th st. switch. 50x100 close in on 14th st. car, bargain prices. F. O. NORTHROP 315 Couch Building. For Sale. A great bargain, the best paying property in this city without exception. Present rental \$200 per annum. Always fully occupied. Net income \$500 per year. Price \$45,000 \$10,000 cash, balance on mortgage at 6 per cent. Address R 35.

Jonesmore THE NEW ADDITION. Sidewalks. Graded streets. Bull Run water. Public School. Lots 50x100 feet, \$350 to \$500. Your own terms. Take Montavilla car. See Agent at tract. GEO. D. SCHALK Phone Main 392 A 2392, 264 Stark St. Dentist's Opportunity. Best equipped office, best location in city; rent or sell—right party. A 65, Oregonian.