

REALTY BUSINESS MUCH IMPROVED

Prospects Are Bright for Immediate Future and All of Dealers Are Optimistic.

ABERDEEN TO BE CENTER

Entertainment for Women Is Being Arranged, as Well as for Many Delegates from Portland, National Meeting Draws.

Interviews gathered informally among a number of Portland realty men last week indicate that the realty situation is much improved over what it was a year ago, and that the prospects of the immediate future are decidedly promising.

Paul A. Cowdill, secretary of the Portland Realty Board, who comes in touch with the leading Portland realtors almost daily, reported last week that he had noticed more optimism than for a long time.

He pointed out the fact that 10 Portlanders, Frank L. McGuire, F. E. Taylor, Dean Vincent, W. J. Patterson, H. G. Beckwith, Arthur C. Callen, F. H. Strong, Paul G. Murphy, Charles L. Wheeler and himself, would be in attendance at the convention of the National Association of Real Estate Boards, to be held in Milwaukee, later part of this month. This interest and enthusiasm, he said, reflected prosperity.

Many to Go to Aberdeen. Mr. Cowdill also predicted that a big crowd will go from Portland to the interstate realty convention to be held at Aberdeen and Housatonic, on Grays Harbor, August 9, 10 and 11.

He received word last week that the entertainment for the women who go to the Grays Harbor meeting will consist of an afternoon at the Grays Harbor Country Club, a musical Thursday afternoon in a private home and banquet on Friday and a trip to the beach on Saturday.

"I think the situation looks very much better," said E. A. Daly last week in discussing the property outlook. "There seems to be a better demand for residences than for several years. This is probably due to the fact that the labor and material prices are now sky high. Many, after they lay plans for a home, have been hurried out of the idea of building and decide that they will look around for a property to purchase."

Gradual Improvement Seen. "At the present time I have more deals on than ever before and everybody I have talked with lately seem to think things are gradually, steadily getting better. It will undoubtedly be some little time before the realty market is normal again and I neither hope nor look for a boom, but centers are bound to shape themselves in a satisfactory manner.

"The great strides are now being made in the shipbuilding industry and the steady improvement of the lumber market are bound to have their effect. Do you know of anyone who cannot find a good job? There is certain to be plenty of lucrative work for years to come."

Real estate is picking up and there is a better feeling than there was a line back," remarked W. H. Mail, "I notice that investors are again taking up small investments and buying real equities. Industrial properties, particularly, are looking up, and the fact that large groups of residences are being torn down cannot help but exert its influence on the residence market.

Portland property is on the upgrade, that's all there is to it. I regard the present as a poor time to sell, but a good time to buy."

Owners Improve Residences. H. W. F. Wassell, president of F. & H., said last week that there was a better disposition among the owners of the residential districts, especially near the industrial centers, to buy residences that have been vacant for many months in rentable condition. He expressed the belief that new families are coming into Portland.

Before leaving for San Francisco recently to marry Miss Hazel Allen, of Oakland, Frank L. McGuire, president of the Portland Realty Board, said that he expected to see the realty market humming again. Like Mr. Mail, Mr. Daly, he places faith in the shipbuilding and lumber industries and the fact that the Government is turning loose a tremendous amount of money to carry on war preparations.

The faith of F. E. Taylor, former president of the Portland Realty Board, in Portland real estate was demonstrated conclusively when he purchased a valuable lot on Ella street, near Washington street, about a week ago.

SEVERAL SALES CLOSED

FOUR PROPERTIES OF METROPOLITAN COMPANY TAKEN.

Clackamas Farm of 75 Acres Sold for \$12,000 and Houses and Lots Also Change Hands.

Four properties belonging to the Metropolitan Investment & Improvement Company, as well as two other residences were reported last week as sold through the Fred A. Jacobs Company.

The residence at 1188 Maryland avenue, North Albina, was sold to Edward A. Freeman on a valuation basis of \$4650, and a house at East Forty-ninth street and East Broadway, in Westberg Heights, was sold at a like figure.

On a valuation basis of \$12,000 a 75-acre farm in Clackamas County was transferred to F. H. Hill. Two lots in block 14 of Errol Heights were sold to Mrs. Alberta Nordmann for \$1800.

The Laurelhurst home of George E. Orr, manager of the L. C. Smith Typewriter Company, located at 1132 Senate street, was sold to H. Jacobson, who has just returned to Portland after making his residence in Glenn Ferry, Idaho, for the past 20 years.

A five-room bungalow located at 1690 Rodney avenue, owned formerly by Mrs. Nellie Van Buskirk, was sold to William McKinley, of the Hammond Lumber Company, on a valuation basis of \$2100.

All of the sales, with the exception of the farm deal, were handled by J. P. Parker for the Fred A. Jacobs Company.

Box Factory Has \$8000 Fire. ASTORIA, Or., July 12.—(Special.)—A fire which started from overheating of a drykilt at the Astoria Box Company's plant today destroyed one bin with its contents and badly damaged two other bins. The loss will total from \$3000 to \$10,000.

WHITE SHIELD HOME FOR YOUNG MOTHERS WHO HAVE NOT TAKEN MARRIAGE VOWS MONUMENT TO LATE E. HENRY WEMME

Public Maternity Hospital, Dedicated Last Thursday. Is Situated Beautifully on Hills North of Portland, with Unobstructed View of Mount Hood, Roads to Which Were Hobbies of Dead Philanthropist—Christian Science Church Controls Maintenance Fund.



Living Room in Home Donated by Late E. Henry Wemme.

Dining Room at Shield Home.

Home for Wayward Girls, Dedicated Last Week.

The White Shield Home for unfortunate girls, located about a half mile beyond the head of Thurman street in the Willamette Heights district, was dedicated last Thursday and formally turned over to the public in a dedication address delivered by George W. Joseph, the acceptance speech being made by Mayor Baker.

The late E. Henry Wemme left an estate valued at about \$400,000, the income from which he donated for the purpose of erecting and maintaining the home. The trustees named by Mr. Wemme were J. J. Cole, Jessie M. Carson and H. A. Veik. The will stipulated that at the end of three years the control of the endowment fund should revert to the Christian Science Church. This three year period expired some time ago and the home was last week placed under the management of the church, but the building itself was presented to the city, to be used as a public lying-in hospital for wayward girls.

The home, which was built from plans submitted by A. E. Doyle, a Portland architect, is a beautiful building throughout and has accommodations for about 25 girls. The surgery is especially modern. The building, which stands three stories above the ground, has an east front and commands a beautiful view of the city and surrounding country.

Under the direction of George H. Otten, landscape architect, the natural shrubs around the White Shield home have been preserved and the parking plan arranged to give so far as possible the effect of private residence grounds. The site for the home was chosen on the western hillsides overlooking Portland and facing Mount Hood as a

fitting acknowledgment of Mr. Wemme's philanthropy. Mr. Wemme endowed the toll road leading to Mount Hood and was the first to dream of the proposed loop road around the mountain. He also assisted in obtaining the right of way along portions of the Columbia River Highway. In memory of his association with Mount Hood a total of 600 Mount Hood rhododendrons have been planted in the grounds about White Shield Home.

The cost of the White Shield Home, including the four-acre site, the building and the improvements made upon the grounds, has been about \$30,000. The maintenance is to come from the income from the endowment fund and the girls are to be given hospital clothes and free treatment during their stay. Between the hours of 2 and 19 o'clock today the home will be open to public inspection, but thereafter it will be closed.

comfort and convenience for a pleasant trip. Interesting and instructive talks will be heard at the convention on realty and civic subjects by some of the best speakers in the Northwest. The National Realty Association will hold its convention in Milwaukee, July 24 to 27, and some of their best speakers will come from there to the interstate convention.

The convention is not to be all serious work, as the Grays Harbor people have raised a large fund to entertain the delegates and guests are assured there will be "something doing" every minute.

About 250 active, associate and affiliate members of the Portland Realty Board have signed up for the trip. Those who have not done so should communicate with any one of the following committees: A. C. Callan, Frank McCallis, O. V. Badley, L. W. Cronan or H. L. Ideman.

FARMS BOUGHT FOR \$50,400

Heppner Places Produce Abundant Crops of Grain.

The J. C. Brown and W. E. Brown farms, located about four miles north of Heppner in Blackhorse, have been sold to J. B. Woodward, of Athena, says the Heppner Gazette-Times. The consideration was \$50,400 and all stock and implements are taken over on the deal by Mr. Woodward.

This is one among the largest individual land transactions consummated in the Heppner section so far this season. The farm is considered to be one of the very best in the Blackhorse country. It is one of the oldest places in the county and has been very successfully farmed for many years, producing abundant crops of grain.

To enable migratory fish to rise over waterfalls, dams and other obstructions in streams, a Canadian fishery official has invented an automatic elevator.

NEW BLOCK PLANNED

Richard F. Wassell to Erect Close-In Apartment-House.

CONCRETE WILL BE USED

Cost of Proposed Structure Approximately \$150,000 — Other Large Work Reported and Several Homes Started.

Although no definite announcement has been made lately, it is known that Richard F. Wassell, prominent apartment-house builder, who left Portland some months ago to carry out construction work in Walla Walla, Wash., is back in Portland conferring with contractors and with the officials of the city building bureau relative to the cost of a five-story reinforced concrete apartment building that he proposes to erect on a corner near the heart of the Portland business district.

Mr. Wassell has built more apartment-houses during recent years than any other Portlander, including the Imperial Arms, Tudor Arms, Royal Arms and Rex Arms structures, all of which he has sold at good profit following construction. The Tudor Arms and Imperial Arms, the last two built, Mr. Wassell sold to his partners, who those building enterprises. D. B. McBride and Claude D. Starr, respectively. The sale of his interest to Mr. Starr was recently completed.

Each of these buildings cost in the neighborhood of \$125,000, but it is expected that the proposed new apartment house, known as the Republic Arms, will, if erected, cost nearer \$150,000 than \$125,000. The first hint that Mr. Wassell was planning to build a new apartment structure was given some time ago, but the location has never been announced.

It is said that Mr. Wassell has his eye on a site that is closer in than Tenth and Alder streets, and the park blocks near the Arlington Club are involved in the guessing that is going the round in local building circles.

Auto Building to Rise. A one-story brick automobile building, to cost \$10,000, is being planned for erection on a full quarter block at East Third street and Broadway by Rushlight, Ransom & Penney, Ford agents. The plans are being handled by C. A. Duke, a Portland architect, and the lease deal through J. Fred singly recently.

Announcement is expected shortly of other automobile structures that are to be erected in Portland, at least one of which will cost more than \$200,000.

New Theater Nearly Ready. After the expenditure of between \$25,000 and \$30,000 on remodeling and interior decorating, the new Liberty Theater, located on the southwest corner of Stark street and Broadway, will be thrown open this week as one of the most elegant theaters on the entire Pacific Coast. The architectural end of the work has been in charge of Carl L. Linde, a Portland architect.

Church Decides to Build. The congregation of the East Side Baptist Church decided last Sunday to build their proposed new church building on their quarter block at East Twentieth and Couch streets. Construction work will be started as soon as the plans are definitely completed and approved. The present church is located at East Twentieth and East Ankeny streets. It is expected that

SITES ARE OPTIONED

PLANT TO USE FLAX TO BE ERRECTED HERE.

J. Sidney Starling, of New York, Is at Head of New Company With \$250,000 Capital.

Two locations in Portland have been optioned, it is understood, as the possible location for the proposed factory plant that is to be erected by the Pacific Coast Linnen Mills, which was incorporated last week with a capital stock of \$250,000.

Mr. Starling, president and general manager of a flax company in New York, is the organizer and principal officer of the new Oregon company, which has contracted for flax now being grown in the vicinity of Salem, Turner and Gaston.

Mr. Starling refused last week to state what Portland properties he has under consideration for the factory location, but he did predict that the plant would be under operation during the coming winter, with a daily output of between 5000 and 6000 yards of linen crash and toweling.

The company will manufacture both flax and hemp products, but will specialize on the former.

Two Parker Farms Bring \$19,550. Two real estate transactions were put through in the Parker district last week, involving the transfer of 188 acres farm land, when the Emerald, King and Fred Loy places were sold, announces the Dallas Observer. Mr. Vieth, an Idaho farmer, was the purchaser of the 91 acres in the King farm at a price of \$9500, and the Loy place brought \$9650, or \$100 per acre, from Susman & Polak, of Portland. Both of the farms are well improved and numbered among the best in that part of the country.

REALTORS TO HAVE FUN

GRAYS HARBOR PEOPLE RAISE FUND FOR ENTERTAINMENT.

Speakers From National Realty Association Are Expected to Attend Interstate Convention.

One of the most important excursions ever arranged from Portland, will be the Inter-State Realty Association special to Grays Harbor, Wash., August 9, 10 and 11. The train will be made up of all steel coaches with every

ATTRACTIVE COUNTRY HOME OF DUTCH COLONIAL TYPE PLANNED FOR MRS. EMANUEL HERRMAN



RESIDENCE OF EMANUEL HERRMAN, OREGON. EMBEL SCHACHT ARCHT. PORTLAND, ORE.

RESIDENCE RECENTLY COMMENCED AT HILLSDALE, WHICH IS TO COST ABOUT \$10,000, COMPLETED. From plans drawn by Emil Schacht, a Portland architect, J. H. Williams, general contractor, has commenced the erection of an attractive country residence of Dutch Colonial type at Hillsdale, near Bertha Station, for Mrs. Emanuel Herrman. The estimated cost of the work has been placed at \$10,000.

The first floor will contain a large living-room, vestibule, pantries, a kitchen, with servants' room adjoining, a large sunroom, covered porch and a large piazza on the north end of the house, floored with red tile. The sleeping, dressing and bathrooms are located on the second floor, together with two spacious sleeping porches.

The house is to have hardwood floors throughout, and will be heated by hot water. The interior finish is to be of stained fir for the first story and of Port Orford cedar and white enamel on the second story. The living-room is to have an eight-foot fireplace of red pressed brick with bookcases on either side. The house will be equipped with electric carpet sweepers and with other electrical appliances, including an electric washer, emergency switches, etc.

BETTER INDUSTRIAL STATISTICS FOR REALTY

Owners See Better Days Ahead and Display Renewed Confidence.

MARKET PRICES STIFFEN

Concessions No Longer so Freely Granted as Hitherto—Real Estate Likely to Be Active This Fall and Lively Next Spring.

BY HENRY E. REED, Assessor of Multnomah County.

Improved industrial conditions in Portland are beginning to have their effect on real estate. Owners of property are more cheerful than they have been for three or four years past; they see better days ahead and have renewed their confidence in the future of the city.

Market prices are showing a tendency to stiffen and concessions are not granted so freely now as in the recent past. Passing events foreshadow a stronger situation and some activity in the Fall, with good prospects for a larger volume of business in the Spring of 1918.

At the rate at which Portland is growing and prospering now and making allowances for the depression which prevails in nearly all lines of business and among all classes of people, real estate cannot much longer be denied its rights.

Portland's Foundation Is Solid. Portland stands upon a surer foundation today than at any time in its 75 years of history. It has more to boast of than it can care to brag of. It is not only more substantial and the things that will grow out of it more real than the overgrowth of any past forward movements.

To support this statement it is not necessary to go farther back than the period following the Lewis and Clark Expedition, when we had the best times we had known up to then. New road work caused the expenditure of large sums of money and it was accompanied by a sudden influx of population, considerable decrease of unemployment and a building boom.

In the natural order of things such conditions were destined to come to an end. The recovery from them are too recent to be remembered. Portland's new prosperity is founded upon smokestacks and payrolls, the sure structure of any commercial city.

Shipbuilding Is Great Asset. The art of shipbuilding, which had been all but forgotten in Portland, has come to be an important industry. At least 1000 persons are now employed, directly or indirectly dependent upon this source for their daily employment. This number will be increased to close upon 2000 before the year is over.

The Northwest and Columbia plants, in South Portland, will be working 7000 men when they are going right. One of the big iron and cotton mills in the industrial hives of the East will be working 1500 men.

Shipbuilding has within it elements of hope and strength for the community more far-reaching than the mere production of vessels. It means employment of labor thereon. In course of time, perhaps well into the future, however, the world will have all the ships it needs and shipbuilding will slow down. But by that time new industries will grow out of shipbuilding and our manufacturing base will be able to increase rather than decrease.

Latent Industries Await Us. I know of a number of industrial projects in the making that mean much to the city. They cannot be mentioned now, but they are not ripe. They are going to be worked out successfully and Portland will be the gainer.

Portland is a whole lot better, stronger and more confident town than it was a year ago or even six months ago. Its response to the Liberty bond campaign is an achievement for the city in a course of short article, but briefly it may be said that the lumber industry is back on its feet and the prices of the product are the best that have been realized since the San Francisco fire of 1906.

There is only one weak spot in our structure and that is in respect to retail trade. This line has had some unfavorable factors to contend with since about February, but it appears to be getting its stride, with a good outlook for Fall. With so much business all around them, it would seem that the retailers will not have to wait long for their turn.

Portland is on up grade. To sum up: Portland is on the up grade and, together with the rest of the population, is looking forward to a steady population from now on. Readjustment of business premises caused by the closing of many locations when prohibition came in has about run its course. With the people generally employed in profitable ways and the population increasing, the city's stock of idle houses and living quarters ought to be reduced to the minimum by next Spring.

People talked with well-informed people who believe that there will not be any idle houses in Portland eight months from now. As demand for real estate and real estate values are based upon the growth and prosperity of the community, there cannot be any argument on the future of Portland realty; it is good.

Portland real estate has never had so much substance behind it or in front of it as it has today. And it is not going to get any cheaper.

LAURELHURST LOTS ARE SOLD

Four Tracts Included in Week's Sale of Close-In Property. The following realty sales involving the transfer of property in the Laurelhurst district were reported last week: Mable C. Flanders sold to Dr. R. E. Watkins a corner lot in Laurelhurst at East Thirty-ninth and Pine streets, a nominal consideration being shown. Joe Sandvall sold a six-room bungalow located in Laurelhurst, at 1290 East Burnside street, to H. E. Turney for \$4900. The Laurelhurst Company sold to Edgar Dilley a 75x100-foot site in Laurelhurst, on East Burnside street, near Laurelhurst avenue, for \$3375. W. C. Kuehner sold to Everett A. Johnson a lot in Laurelhurst, on East Ankeny street, near Laurelhurst avenue, a nominal consideration being shown. H. L. Pittcock sold to Everett A. Johnson a lot in Laurelhurst, on East Ankeny street, near Laurelhurst avenue, a nominal consideration being shown.

UNIFORM COURSE ASKED

REAL ESTATE INSTRUCTION IS NOW NATIONAL ENDEAVOR.

Lack of Co-ordination Between Agencies of the Country Herebefore Much Felt. The announcement that the National Association of Real Estate Boards will sponsor a uniform course of real estate instruction constitutes a timely milestone between the old order and the new in the field of real estate endeavor. For general and special instruction agencies in various parts of the country have been offering courses in "real estate." Despite the lack of co-ordination between these agencies and the lack of precedent in formulating their methods of instruction, a demand for authentic and systematized information on the more important phases of real estate operation has enabled them to successfully accomplish their mission, in most cases.

Now comes the National Association of Real Estate Boards with its uniform course of instruction. The movement has assumed an importance proportionate to the vital economic benefits to be secured. The National Association proposes, in substance, to produce a text adapted to the requirements of modern real estate practice. To adapt the text by the use of master sheets and substituted chapters, to conditions as they exist in various parts of the country, is a task of no mean magnitude. It is a thoroughly tested plan of instruction, to the various educational agencies which are qualified to preserve the high standards of instruction which the National Association hopes to maintain.

It is reported that a text has already been prepared which is in the process of revision for actual use; and that many colleges and universities throughout the country have already made divisional and schools of commerce, have hailed the production of this course with enthusiasm and have pledged their aid in its successful development. The plan of instruction will enable the National Association to standardize and improve real estate methods throughout the country; to raise ethical and professional standards and increase the sphere of economic usefulness of the real estate broker; to make a scientific investigation of the laws of real estate development; to promulgate among the real estate fraternity and its clients the evolution of real estate practice which has accomplished the progress of commerce, industrial and expansion, and to secure the assistance and co-ordinate the experiences of the leading authorities throughout the country in the various phases of real estate development and operation.

\$35,000 Farm Deal Reported.

One of the biggest land deals to take place in Douglas County was closed when Orvil Martin transferred his fine big ranch at Daws Creek, consisting of 700 acres, 350 of which are in bottom land, to W. C. Pickens and J. O. Metz, receiving in part payment the home of Mr. Pickens on South Stephens street, and that of Mr. Metz located on North Stephens street, reports the Roseburg News. The exact amount involved in the deal has not been made public, but it is said to be in the neighborhood of \$35,000.

Indian Lands Sell at Pendleton.

PENDLETON, Or., July 14.—(Special.)—Two tracts of Indian wheat land sold here this week brought good prices. Bruno Weber bought 160 acres adjoining his ranch on the south reservation for \$120. The owner was the mother of Michel Wilson. The other piece, 80 acres, was bought by Tom Thompson from the Belmont heirs for \$10,480. It also is located on the south reservation.

Directory of Prominent Life Insurance Agencies Members of Life Underwriters' Association of Oregon. Wm. Goldman, General Manager, NATIONAL LIFE OF VERMONT, Oregoniana Bldg. H. G. Colton, Manager, MERRILL LEE LIFE, Chamber of Commerce Bldg. E. L. Hartman, Manager, NEW ENGLAND MUTUAL LIFE, Northwestern Bank Bldg. H. H. Macklin, Manager, NEW ENGLAND MUTUAL LIFE, Northwestern Bank Bldg. J. C. Grossman, General Agent, TRAVELERS INSURANCE COMPANY, 308-310 Wilcox Bldg. E. W. Amesbury, Manager, NORTHWESTERN LIFE INS. CO., Northwestern Bank Bldg. Judd Lowrey, Supt., AMERICAN LIFE AND LIFE CO., 715 Duham St. John Pauer, Superintendent, THE PRUDENTIAL INSURANCE CO., 501 Northwestern Bank Bldg. T. H. McNeill, State Mgr., UNION MUTUAL LIFE INS. CO., Board of Trade Bldg. E. W. Smith, Manager, EQUITA LIFE INSURANCE SOCIETY, 306 Oregonian Bldg.

State Members Portland Realty Board

The following real estate men are the accredited members in their respective cities of the Portland Realty Board. None of these sought membership, but were selected after a canvass of the six real estate firms in their line. If you have a real estate transaction in any of these cities or wish information, write them: Astoria—Astoria Harbor Imp. Co., Bend—J. A. Estes, Roseburg—W. A. Bogard.