APPEARS BRIGHTER

Gotham Banker Sees Signs of Change for Better.

Conditions Held to Indicate Considerable Construction Activity in Coming Spring.

Tendencies toward a more stabilized labor situation have resulted in a somewhat better tone in the build-

ing industry, according to S. W. Straus, president of S. W. Straus & Co., of New York &ity, in a communication on nation-wide conditions in the building industry.

Mr. Straus predicts that the spring

building season will open as a result with considerable activity. "Unmistakably the people of the nation are becoming aroused to a consciousness of the wideepread need of thrift,' 'said Mr. Straus. "Not only have we reached a place where there is manifest unwillingness to tolerate increases in the cost of living, but there is an indicated appreciation of the fact that thrift of time, as well as thrift of money and all other forms of material wealth, is essential. The tendency toward better labor conditions, which comprises one of the outstanding features of the building situation at the present time, may be taken as the manifestation of a grow-ing appreciation of thrift as a stab-ilizing necessity.

Gradual Improvement Likely.

These conditions should not be accepted as indicating an immediate resumption of pronounced activity in construction work. There is no im-provement of consequence to be noted actual building operations, and at this season of the year, it cannot be expected. However, there are reasonable expectations that the epring huliding season of 1921 will open with considerable activity.

"The building shortage throughout the country is still acute, and, while the people have found it possible to themselves to cramped condion homesites. It is largely this continuous for the time being, they will not be content with this situation permanently. It is a part of human nature to seek continually higher standards of living. There is bound to shaue, sooner or later, a pronounced home building movement which will be hastened as we approach stabilized conditions of labor and other essential building costs.

Temple in Capital City. "Shifting conditions still prevail in

the price of building materials and it would seem the part of wisdom to maintain a cautious and careful pol-icy with regard to cost tendencies.

Many Commodities Short.

will continue for some time, the tremendous amount of financing that has been done in recent months on a basis of high interest rates will continue and there is a shortage of many commodities, particularly buildings of all descriptions. descriptions. Current tendencies, herefore, must be analyzed on a sais of these fundamental conditions, and too much emphasis should of be placed on conditions that may rove to be only temporary and from which there may be a reaction."

CITY BLOCK PURCHASED BY HOME BUILDERS.

Head of Realty Firm to Confine Self to Development of Solitary Block.

An unusual sale of residential tracts in Irvington has been announced by Ritter, Lowe & Co., who are agents for all the remaining property in Irvington belonging to the Hughes estate. Under the plan an entire city block in Irvington, upon which not a single house or building of any kind is standing at the present time, is to be sold in lots to home builders, in such a way that the entire block will see a harmonious ntire block will see a harmonious development. Through this arrange-ment purchasers will have the assura-ance that attractive new residences will be erected on the same block with them insuring the character of

the neighborhood.

The block to be handled in this way is known as block 28 in Irvington and is bounded by Klickitat, Twentieth, Fremont and Twenty-first streets. The entire block has been overgrown with trees and shrubbery, but during the past week Ritter. but during the past week Ritter.
Lowe & Co, had a corps of
men at work clearing away the underbrush and leaving the tract in a
parklike condition. The lots measure
75 by 180 feet and there are 20 of
them in the block. Although the
company handles a large number of
tracts of lots in various parts of the
city, E. J. Lowe, head of the lot department declared yesterday that he
expects to confine his activities during the coming week to the development of this one Irvington block.

BE AUCTIONED

LAURELHURST COMPANY TO SELL 200 HOMESITES.

Sale-to Take Place December 11; All Properties to Go Regardless of Sacrifice.

An innovation in real estate sales

An innovation in real estate sales in Portland is to be inaugurated by the Laurelhurst company, original developers of the Laurelhurst addition. The concern plans to sell 200 dots in that addition at an unreserved auction. The sale, it is announced, will be held December 11.

The company is adopting this method of selling with a view to encouraging home-building in Laurelhurst to relieve the acute housing situation, it was declared. The planto bell the lots at auction was decided upon at a recent meeting of cified upon at a recent meeting of the directors of the Laurelhurst com-pany. It was declared that the prop-crity would be sold in this manner rogardless of sacrifice such action

Marketing of improved residence

method of selling has been used ex-tensively elsewhere, where estates and institutions have been willing to assume the risk of sacrifice in order to terminate their connection with properties, but never before has a sale of this kind been attempted in Portland. The sale has been intrusted to the Chicago firm of Barry & Aus-tin.

aim to distribute these lots among home-builders, has entered into an agreement with the auctioneers which provides that every lot must be sold without reservation, and further has undertaken to deliver the lots free of all street improvement assessments. LABOR BEING STABILIZED

LABOR

The sale will take place in a huge tent, which will be erected on the property. Preparations for the sale and the actual auctioning will be under the direction of Barry & Austin, who have established a Portland office in the Chamber of Commercibuilding.

as Agreed Upon.

RULED ON BY COURT

Collect Fee.

RULINGS ARE GIVEN

Compensation Denied Where En-

tire Tract of Land Is Not Sold

in writing or by parol. The mere fact that defendants sold to the purchaser brought to them by plaintiffs a portion of the tract does not. In the absence of a new contract, or conduct of the parties that would justify the inference that the original contract was modified, show performance by plaintiffs of their agreement." Whereupon it was held the brokers were not entitled to recover any commission whatsoever. sion whatsoever. Agent Must Fulfill Contract to

Similar Rule Found. A similar rule, as applied to a single lot, is found in Pennsylvania. There the front half of the lot involved was improved with buildings, while the other half stood vacant. The broker was employed to sell the whole lot for \$6500. He was unable to find a purchaser for the whole of the lot, but procured one who made an offer to nurchase the improved an offer to nurchase the improved an offer to purchase the improved portion of the lot for \$5250. This of-fer the owner accepted but refused to pay the broker any commission on the ground that he had not performed his contract to sell the whole lot, in

which position he was upheld by the building.

Commenting on the proposed sale.
Paul C. Murphy, vice-president and general manager of the Laurelhurst company, said:

"We feel that it is plainly the duty of large owners of residential property to dispose of their holdings a tract of land is not successful in Civ. App. 43, 97 S. W. 327. There the

NEW GARAGE BUILDING ERECTED AT COST OF \$19,000 FOR EAST SIDE MILL & LUMBER COMPANY.



CONCRETE STRUCTURE AT EAST SEVENTH AND UMATILLA AVENUE IS WELL EQUIPPED. Among the buildings recently completed in Portland was a large garage erected at East Seventh street and Umatilla avenue for the East Side Mill & Lumber company. The building is of concrete construction and covers a floor space of 140x90 feet. It contains a large shop and is well equipped with machinery for all kinds of repair work.

The structure will be used exclusively for trucks and automobiles of the East Side Mill and the Oregon Door company. The cost of erection was \$19,000. Charles W. Ertz was architect for the building and the firm of Ertz & Wegman was the builder.

"Bas'c economic conditions should not be lost sight of. Stocks of merchandise which are being sacrificed must be replanished, high taxation must be replanished, high taxation and a half lots are to be used as a same time the replanished.

lem Elks is composed of Charles R. Archerd, Frank T. Wrightman, Dr. H. H. Olinger, E. W. Hazard, Thomas B. Kay, W. D. Evans and Homer Smith

COTTAGE OFFICIALLY OPENED

Girls at Reed College Give Party in Anna Mann Building. The Anna Mann cottage, erected of

the Reed college campus as a social center for girls, was officially opened Friday night with a "house warming." During the party a fund was raised for the furnishing of the lower floor of the cottoge. Features of the en-

Lodge Plans to Build \$200,000
Temple in Capital City.

Members of the Salem lodge of Eliks plant o erect a \$200,000 temple at the corner of State and Cottage streets in Salem, according to advices received in Portland.

The lodge recently purchased the Werner Breyman residence property on that corner for \$22,500 and the two and a half lots are to be used as a site for the temple, it is announced. The lodge at Salem aiready has out that corner for \$22,500 and the two and a half lots are to be used as a site for the temple, it is announced. The lodge at Salem aiready has out that corner for \$22,500 and the two and a half lots are to be used as a site for the temple, it is announced. The lodge at Salem aiready has out that corner for \$22,500 and the two and a half lots are to be used as a site for the temple, it is announced. The lodge at Salem aiready has out that corner for \$22,500 and the two and a half lots are to be used as a site for the temple, it is present building, although the structure is known as one of the structure is known as one of the temple at the contendance of the structure is known as one of the brokers during the life the structure is known as one of the structure is known as one of

During the party a fund was raised for the furnishing of the lower floor of the cottoge. Features of the entertainment were a box luncheon and a jitney dance in the attic.

The Anna Mann cottage was erected by the request of the late Mrs. Anna Mann who left directions in her will that certain property and real estate be used for the purpose of putting up the structure. It is situated on the Reed campus east of the dormitory and above the lower tennis courts.

Artisan Home Dedicated.

The newly completed home of the United Artisans, erected at East Seventy-fourth and Division streets, was dedicated with exercises Friday and Saturday nights. The unit was put up at a cost of \$30,000. Other units of a similiar type are to be added as the need arises, it is announced.

The Supreme court of Minnesota in passing upon the matter denied the brokers any commission and said:

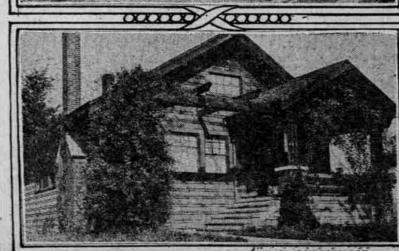
"It is supreme court of Minnesota in passing upon the matter denied the brokers any commission and said:

"It is pretty well-settled law that, in case of an entire contract, part performance does not entitle a party to pro fat compensation. unless full performance is prevented by the other party. And this principle is applicable to a claim of commission by a broker. Where his compensation is to be paid by commissions, the whole service or duty must be performed before any right to commission by a broker. Where his compensation is to be paid by commissions, the whole service or duty must be performed to undertaking assumed by him. 19 Cyc. 240. The undertaking assumed by laintiffs was to procure apurchaser for the entire 6000-acre to the party to provide a fall.

The annew Mil by 96 feet in size. The tune that is provided and a number of the provided and the provided and a number of the provided and a number of the provided and the provided and a party to provide a party to provide any the party to provid

TWO DWELLINGS OF TYPE MUCH IN DEMAND RECENTLY SOLD.





bove—Home at 1372 Belmont street, purchased by William Kalser from M. B. Mack, consideration \$5500. Below—Residence at 467 East Fifty-seventh street North, bought by R. A. Abbott from Mrs. E. Padden for \$4200.

sites by this method comes as a Both of the above deals were hand led by the Bihr-Carey corporation the country and will be watched Railway Exchange building, who report a considerable demand at the pres with keen interest. The auction ent time for this class of homes.

at this time at such prices that the cost of construction will be absorbed through the reduction in the prices on homesites. It is largely this consideration which has lead the Laurellurst company to inaugurate this unique effort."

ELKS OF SALEM TO BUILD

selling all of it, but does succeed in titre section of land, but after a purchaser had been found it was discovered that the owner was unable to deliver tille to 102 acres of the section, whereupon the owner and purchaser agreed upon a sale of the balance of the acreage.

Broker Earns Commission.

Under such prices

the sale of an entitled to recover a commission?

The answer to the foregoing question, where the contract of employed deliver tille to 102 acres of the section of land, but after a purchaser had been found it was discovered that the owner was unable to deliver tille to 102 acres of the section of land, but after a purchaser had been found it was discovered that the owner was unable to the negative, although such a ruling often works a hardship and apparently an injustice upon the broker.

Prosser Tract Sold.

PROSSER, Wash., Nov. 20 .- (Spe cial.)—At a reported consideration of \$2000, Hiram Wollard has sold his five-acre tract one mile north of five-acre tract one mile north of Prosser to Central Yakima Branches

Construction of Memorial at Wai

kiki Beach Is Held Up.

HONOLULU, T. H., Nov. 20 .- (Spe cial.)—Work on the dredging of the pool around which the Walkiki beach natatorium to commemorate the is-land men who died in the war is to

SCREEN STAR TO APPEAR THIS EVENING AT AUDITORIUM IN IBSEN PLAY. OF HOUSING SHORTAGE

Builders Have No Incentive, Says Real Estate Man.

RETURNS NOT EXCESSIVE

Fred E. Taylor Declares Problem Is Made Worse by Laws Which Only Heckle Landlord.

The quickest way to produce housing accommodations and force rents downward would be to allow a good rental return and provide other incen-lives for building, instead of placing obstacles and discouragements in the path of the man who is willing to invest in building enterprises, accord-ing to Fred E. Taylor of Portland, president of the National association of real estate boards, in an article on the rental question, which appeared in the current issue of the National Real Estate journal of Chicago.
Mr. Taylor contended that lack of a general understanding as to what constituted a fair rental was responsible for much of the agitation agains the so-called rent profiteering.

Landlords' Side Told. "Few people know how to determine a fair rental, nor do they care," said Mr. Taylor. "Many renters never have had to figure out necessary items of

taxes, insurance, maintenance and depreciation, nor do they appreciate how high surtaxes run on real estate prof-its. Tenants of apartment houses fail to realize that the landlord, over any given period of years, must protect himself by making certain allowances for vacancies that are certain to come.
"It behooves all Americans to learn more about real estate, for it is the

basis of all wealth, bears a majority of the tax burden, and is, in large measure, the security behind savings bank deposits and life insurance pol-lcies. Furthermore, the best citizens n every community own real estate. Home ownership makes for better citizenship, and if the present era of high rents will be means of inducing more Americans to build their own homes, the hardships will not be without their compensations.

Among the outstanding sales announced during the week was that of the Foster hotel, a three-story from the wrong economic angle. The brick and reinforced concrete building occupying the half block at 66 commodations and force rents downrounced during the week was that of the Foster hotel, a three-story brick and reinforced concrete building occupying the half block at 66 North Third street.

The structure was sold by the R. R. Thompson Estate company of San Francisco. to S. Kajikawa and S. Sumida, the consideration, it was announced, being in excess of \$100.000. The hotel, which contains 178 rooms, has been operated by the purchasers sane, deliberate, economic lines, and nounced, being in excess of \$100,000.

The hotel, which contains 178 rooms, bas been operated by the purchasers for the past year. The deal was it bespeaks the considerate attention handled by Wakefield, Fries & Co.

of the general public as its findings and recommendations are announced and recommendations are announced to time.

CURRENT HALTS DREDGER gregational church last Sunday morning and a solo at St. Frances Catholic church last Sunday night. Miss King, who has an exceptional voice which she uses to good advantage, is soloist at St. Mary's Catholic church and is a student of Catherine Covach Fred-

Josef Stransky, conductor of the New York Philharmonic Orchestra, conducted his first symphony concert

Henry B. Walthail will appear in person in the stage production of Henrik Ibsen's "Ghosts" this evening at the public auditorium. Walthall, who is well known to Portlanders as a screen star, will be in Portland today for the first time on the legitimate stage.

He is spending a great deal of his time at present reading new plays, with which he is almost deluged by young writers. New books are being sent him, too, for reviews.

He is looking forward with interest to his present trip, which will carry him his own company, which includes for this production Arthur Rutledge, Elizabeth De Witt, Mary Charleson and William Clifford.

"Ghosts," is the kind of play which lends itself well to Mr. Walthall's emotional type of action and in Oswald, he has a role of great strength.

Country Lacks 1,800,000 Houses.

"May it be expected that arbitrary laws restricting rents, and popular clamor against the so-called rent old familiar ballads. Miss Julia Burke able and tuneful. The song ought to

The owner-resists Suit.

The owner-resists (the brokers and the fallowing the programment of the programment

Reed as a chorus conductor. Port-land has known him so far as a singer. But he soon demonstrated, November 8, that he has a special talent as a director of young voices in chorus, because of his own music in chorus, because of his own music training, sympathy and generous encouragement for others who sing. A wise old sage wrote long ago that if we want to be happy and to fulfill our best life, we must—somehow—live in other lives and especially shape young lives by the impress and lessons of our own. Mr. Reed has the true gift of imparting music instruction in choir or chorus work and justice. tion in choir or chorus work and jus now he is giving ripe, mature, kindly expression of it.

When the Cincinnati (O.) Symphony orchestra recently played in concert in Lexington, Ky., and when the orchestra was rendering that soulful, monkish chant composition, "Andante Cantabile" (Tschaikowsky), suddenly the electric lights became fainter and then extinguished. Ysaye was conductor, and he and his men played on. Then the orchestra played "The Star-Spangled Banner" and "Dixle" and other numbers, when the electricity again created illumination. It is recorded that not one person left the hall during the duration of this remarkable concert—a fine instance of music discipline. When the Cincinnati (O.) Symphony

be built started a few days ago, but had to be stopped when a heavy current washed the dredger on the reef. Tugs pulled the dredger out and took it back to Honolulu for repairs.

Approximately 20,000 yards of material will be dredged and sent through suction pipes to Kapiolani park to fill in the swamp at the northern end of the racetrack, where a second polo field is to be built. The pool to be dredged will be more than 100 yards long and 60 yards wide.

Mr. Stransky, a Czecho-Slovak by birth, took his oath of allegiance to the Harvard University, Massachurch the

at Agricultural College.

UNIVERSITY OF OREGON, Eugene, Nov. 20.—(Special.)—The Cosmopolitan club, which has begun a campaign to extend its membership, has expected several new members since Colin V. Dyment, dean of the college of literature, ecience and arts, received a letter from the Mexican Chamber of Commerce asking about the facilities on hand for a group of Mexican students. Mr. Dyment also expects a big increase in the enroll-ment of Chinese students.

The club has begun correspondence with other Cosmopolitan clubs increase in the enroll-ment of Chinese students.

The club has begun a campaign to extend its members were all so friendly. They had a delicious supper for both soloists after the concert with an enjoyable motor ride into the surrounding country, after which they were taken to the train and put aboard with many good wishes.

Miss Elizabeth Hoben arranged a delightful music programme for the entertainment of the residents of the netertainment of the residents of the content of the residents of the programmes.

meet with a glad welcome,

student, Arthur Johnson, tenor, who made several successful vocal ap-pearances in Portiand last summer, is meeting with much success in is meeting with much success in Eugene, Or., where he is attending the University of Oregon. Mr. Johnson is a member of the University Giee club and of the vesper choir. He is soloist at the First Congregational church of Eugene and at the Springfield Methodist Episcopal church.

once dwelt a tribe of Indian fisher-men and hunters. Those who have undertaken to trace the origin of the bones say it may take many months to determine surely whether these were braves of the early New York tribesmen.

Smugglers Use Coffins

GENEVA .- An increasing number of funeral processions going across the border into Germany recently aroused the suspicions of customs of-ficials who halted one of them that proved to be a smugglers' parade. The casket was a false-bottomed affair and a figure in the coffin was stuffed with gold, silver and other contra band. Four mourning relatives, pre-tending to be mutes, were said by the police to be known smugglers.

THE PITCHER THAT OF-TEN GOES TO THE WELL IS SURE TO BREAK SOMETIME.

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DEVELOPMENT PLAN RESULT OF MEETING

Realtors to Seek Government Reclamation Aid.

LICENSE LAWS WANTED

Gathering at Scattle Declared Most Enthusiastic and Well Attended in History.

Efforts to secure reclamation by government appropriation of arid and cut-over lands in the northwest, a programme of general development for this section and a campaign for putting through a uniform license law for real estate dealers in various northwest states and provinces are to be some of the results of the recent meeting of the executive com-mittee of the Inter-State Realty as-sociation, according to returning dele-

The gathering at Seattle was characterized by Fred W. German, presi-dent of the Portland realty board, as the most enthusiastic, well attended and constructive session of that kind ever heid by the association. There was a large delegation present from all sections of the northwest.

Delegates Are Welcomed.
The session was opened by John A Carter, president of the Scattle Real Estate association, who welcomed the delegates to the city. Ira E. High of Bolse, president of the inter-state as-

A total of 127 new applications for membership since the last meeting in spokupe in July was reported by Fred W. German of Portland, chairman of w. German of Portland, chairman of the membership committee.

Delegates from British Columbia and Alberta reported that the mem-bership in those provinces was spend-ing every effort toward having a license law for real estate dealers passed in their communities.

C. V. Johnson, administrator of the C. V. Johnson, administrator of the Oregon license law, was culogized by the Idaho delegation for the time he had spent in explaining the benefits of the Oregon law to the real estate men of Idaho. It was confidently predicted that the next Idaho legislature would pass a similar license law.

New Boards Organized.

Four new realty boards were re-ported to have been organized in Ore-Gio Tyler Taglieri learns that his Son since the last meeting, by Coe A. McKenna of Portland, who is vice-Ackenna of Portland, who is vice-president for Oregon.

A proposed uniform license law was aubmitted by Frank McCrillis of Port-land, chairman of the license law committee. The body took action to

adopt the proposed law when neces-sary clauses had been added to suit the various states and provinces. A report on legal forms was made by Harry J. Beckwith of Portland, chairman of the committee on legal forms.

to be the first bank in the United States, promoted and organized solely by women, run by women alone and especially for the benefit of women, especially for the benefit of women, will be opened here within eight months. The institution will specialize in loans to women who want to go in business. All officers of the bank will be women. It is to be known as the Women's bank and will be located in the heart of the business district.



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