

PRICES OF LAND ARE LOWER IN SALEM DISTRICT, COMPARED WITH ANY OTHER COUNTRY ON EARTH, TAKING INTO CONSIDERATION PRODUCTIVE POSSIBILITIES

LAND VALUES FROM A HORTICULTURAL VIEW POINT, BY A MAN WHO KNOWS WHAT HE IS TALKING ABOUT

Fruit Land Values Are Lower in the Willamette Valley Than in Any Other Equally Favored Fruit Section, Granting for the Sake of Argument That There Are Equally Favored Sections, Says Knight Percy, Expert Horticulturist.

The following article, by Knight Percy, is a notable one, and worthy of special attention at this particular time, by all our own people, as well as by intending investors everywhere. Knight Percy is an expert horticulturist. He is a member of the firm of Percy Bros., with offices in the Oregon building, in Salem, who buy and take charge of and develop walnut and filbert and fruit lands for outside investors and for home people. They are graduates of the Oregon Agricultural College and have the most successful line of achievement in their chosen field to warrant their further and larger operations. One of the things they should be commissioned to do now is the planting of a body of filbert trees of at least 100 acres, in order to further clinch the Salem district as the leading filbert district in the United States. It already has that title, and 100 acres more in one body would make the title secure for all time.—Ed.)

Land Here, Considering Productiveness, Climate and Our High Standard of Civilization, is Cheaper Than Any Other Place in the World.

Editor Statesman: Fruit land values are lower in the Willamette valley than in any other equally favored fruit section—granting for the sake of argument that there are equally favored sections—in America. Go north in the great Washington fruit sections of Wenatchee, Yakima, Puyallup or go south into the Umpqua and Rogue river sections of this state or into California or into the Colorado fruit sections and the price per acre for fruit lands will be found to be so much higher that the stranger will wonder whether it can not be that something is wrong with our lands to cause them to be priced so much below those of other producing sections.

We have all heard some wise party assert that no land is worth \$200 per acre for farming purposes. In a general way farm land should be valued for what it can produce, provided that the crops best adapted to the land in question are grown on it. Beaver dam land has long been valued at \$1,000 per acre in certain sections such as Sherwood, in Washington county. This same land might be worth \$100 per acre for growing hay, but it is easily worth \$1,000 for onions or celery or such crops.

Of course other considerations enter into making the value of a farm property. The home value of a tract must be given a cash value. A fine view or a grove of pines or proximity to school, church, town or good roads influence the value.

If the price that one can pay for land is related to the value of the crops that can be taken from the land it is of interest to learn what the various crops will yield.

Filbert Promising Crop

Filberts are one of the most promising crops grown in this region. A grower at Wilsonville raised 3000 pounds per acre from ten year old trees. The crop brought 35c per pound. Discount war prices and figure the returns on a basis of 15c per pound, a price lower than has ever been known for Oregon grown nuts, and the returns are \$450 per acre. Allow \$100 for cost of producing the crop. Then remember that at ten years of age the filbert is only commencing to bear well, that it will continue to increase in production for a number of years. It will cost \$175 to \$200 per acre to bring the filbert grove into bearing. Will not raw land suited to the culture of filberts, well located for a home site and on good road and not too far from town which can be brought into bearing for \$200 per acre and which will bring in \$450 per acre net the tenth year—will not this land be worth at least \$200 per acre? We believe that such land is at least as good an investment as timber claims which the buyer buys unsight and unseen, or as lands in western Mexico which seem to be attracting more or less local capital.

Will Never Be As Cheap

The price of lands fluctuates just as does the price of other commodities. Last year many of

A NUMBER OF THINGS THAT MAKE FOR POTENTIAL VALUE OF OUR LAND

William Fleming Says That, After a Residence Here of Ten Years, the Salem District Still Looks Good to Him; Notwithstanding One Unpleasant Feature, Which We Can Afford to Admit.

Editor Statesman: You will remember the story of the colored man who was asked by his white brother if he could change a \$50 bill, and who answered, "No, boss, I can't do it, but I thank you for the compliment." Perhaps I had better stop here than undertake to show that the land of this district of the Willamette valley is "cheaper than anywhere else in the world in proportion to its potential value."

The world is considerable of a field, to say the least, even if we may be inclined to think it small because we can get around it so much quicker now on account of the great improvements in traveling.

We can safely eliminate the European countries from comparison, I believe.

But there is other land like that of Mexico, Argentina, Canada, Siberia, and other lands, and some of our own United States, where lands are cheap to very cheap.

However, this is on the surface view. When we get down to the potentialities and deeper, there are things that go to make value even with greater price tags.

The uses the land can be put to

DATES OF SLOGANS IN DAILY STATESMAN (In Twice-a-Week Statesman Following Day)

- Loganberries, Oct. 7.
- Prunes, Oct. 14.
- Dairying, Oct. 21.
- Pigs, Oct. 28.
- Filberts, Nov. 4.
- Walnuts, Nov. 11.
- Strawberries, Nov. 18.
- Apples, Nov. 25.
- Raspberries, Dec. 2.
- Mini, Dec. 9.
- Great cows, Dec. 16.
- Blackberries, Dec. 23.
- Cherries, Dec. 30.
- Pears, Jan. 6, 1921.
- Gooseberries and Currants, Jan. 13.
- Corn, Jan. 20.
- Celery, Jan. 27.
- Splanch, Feb. 3.
- Onions, Feb. 10.
- Potatoes, Feb. 17.
- Beans, Feb. 24.
- Mineral, March 3.
- Goats, March 10.
- Beans, March 17.
- Paved Highways, March 24.
- Brocoll, March 31.
- Silos, April 7.
- Legumes, April 14.
- Asparagus, April 21.
- Grapes, April 28.
- Drug garden, May 5.
- Sugar beets, May 12.
- Sorghum, May 19.
- Cabbage, May 26.
- Poultry and Pet Stock, June 2.
- Land, June 9.
- Dehydration, June 16.
- Hops, June 23.
- Wholesale and Jobbing, June 30.
- Cucumbers, July 7.
- Hogs, July 14.
- City Beautiful, flowers and bulbs, July 21.
- Schools, July 28.
- Sheep, Aug. 4.
- National Advertising, Aug. 11.
- Seeds, Aug. 18.
- Livestock, Aug. 25.
- Automotive Industry, Sept. 1.
- Grain and Grain Products, Sept. 8.
- Manufacturing, Sept. 15.
- Woodworking and other things, Sept. 22.
- Paper Mill, Sept. 29.

(Back copies of Salem Slogan editions of The Daily Oregon Statesman are on hand. They are for sale at 10c each, mailed to any address.)

ditions make for value, and yet, with all these good farms, can be had well improved at \$125 to \$150 an acre, and orchards at \$500 to \$750 an acre.

Loganberry tracts have cleared as high as \$350 an acre above all expense of cultivation, training vines and picking of the crop. Stating it fairly, these returns were exceptional; but people who have the capital to purchase can do well here and live comfortably.

escaping the many unpleasant climatic features of the middle west country.

We practically have but one in the Willamette valley, as against all these, and we can afford to admit the fact.

We live but once on this earth, and after ten years in the Willamette valley, it still looks good to me.

—WILLIAM FLEMING, Salem, Ore., June 6, 1921.

BETTER LAND FOR LESS MONEY IS WHAT WE HAVE TO OFFER INVESTORS

Arthur E. Petersen Compares Prices of and Returns on Our Lands With Those Asked and Received For Lands in Washington and California—Comparisons Are Favorable to Salem District.

Editor Statesman: Land prices surrounding Salem are cheap in comparison with lands offered in California or the berry district of Washington.

I went over lemon, orange and walnut groves in California. The prices asked ranged from \$750 per acre to \$2000. Close investigation showed the lemon and orange groves, during pre-war times, earned about \$80 per acre; this was the average. The walnut groves about \$145. These lands require great care and must be irrigated.

Washington orchard land sells from \$600 to \$1500 per acre. These are apple, peach, plum and berry lands. Some of these orchards are very good and heavy producers, and pay well.

But in the Willamette valley, in the neighborhood of Salem, you can buy land in a high state of cultivation from \$125 to \$1200 per acre. The large holdings are cheaper, a small tract being higher on account of the improvements.

Loganberries will average about three tons to the acre; at a 5-cent

per pound price about \$225 per acre. Strawberries about the same. Prune, apple and cherry orchards are being sold from \$250 to \$600. They have averaged big interest returns on these prices for years.

Diversified farm lands sell from \$125 to \$200, depending on locality and improvements, and are by far above the other states in production and earning on the average acreage.

Prospective home seekers are certainly offered better and cheaper lands here than in any other Pacific coast district. Farms in this district have a wide range for diversified farming, climate favoring the many general crops.

Making big interest of valley farms is only a matter of intelligent farming, as we have never recorded a complete failure of crops, so it is a matter of which you are only limited by your own effort, with the valley, in my judgment, offering lands that should appeal to the farmer or investor.

—Arthur E. Petersen, Salem, Ore., June 4, 1921.

THE SALEM DISTRICT WAS CHOSEN AFTER A THOROUGH INVESTIGATION

And There Has Been No Reason to Make These People Think a Mistake Was Made—There Are Also Many Things to Be Done That Will Tend to Increase Land Values Here.

Several years ago before making any investment in lands in the Salem district, or the Willamette valley, the men with whom I was associated authorized the expenditure of considerable money in having investigations made of the central west and the Pacific coast, as well as investigations made of the productiveness of the soil, quality of fruit, and possibility of increase in land values. Men who were experienced in this line of investigation were selected and all the fruit districts west of the Mississippi were investigated carefully, and it was found that no place offered the opportunities that were offered in the Willamette valley, and especially in the Salem district. For that reason, several hundred acres of land were purchased and thousands of dollars invested in its purchase and development.

Several years of experience and observation have convinced us that no mistake was made in our selection, and today we are more thoroughly convinced than ever that as a whole lands are cheaper, considering adaptability, transportation, climate and all things that go to make for profit on land, than in any other section which we investigated.

During the past four years I have had opportunity to inspect about 200 farms within a radius of 75 miles of Salem, covering a wide range of soil and diversity of crop, as well as opportunity to gather statistics showing farm in-

come per farm on these different farms, and, judging from the incomes of those farms and the values at which they are held by the owners, I am certain that no district could show better average incomes per acre, or per farm unit, and our section has not yet anywhere near reached its height of development, because better marketing facilities, cold storage plants and more ocean shipments to reduce cost of freight and transportation, are all going to tend to increase the farm income which, in turn, adds to the value of the farm.

No section successfully raises a wider diversity of crops than this section. This, combined with ideal climatic conditions, makes certain the money invested in carefully selected lands is not only safe, but the investor has special reasons for believing that he can safely count on an increase in value and good returns on the investment.

—A. C. Bohrnstedt, Salem, Ore., June 6, 1921.

IS LAND CHEAP? J. A. MILLS ASKS AND HE ALSO ANSWERS THAT QUESTION

He Gives Some Concrete Examples and Says Our Highest Priced Land is Cheap in Comparison With Any Other Place Throughout the Farming States of the United States.

Editor Statesman: Some individuals, when they talk about land, seem to think only in terms of the highest price they have heard. They base all their argument at the top. There is always a happy medium. For instance, if you were interested in buying a farm, and 200 acres within six miles of Salem were offered you at \$90 per acre, would you say it was high? Yet this place is a fact. More than half in cultivation; a lot of good timber; near market; running stream and spring on the place, with a good rock road. Or a place of 127 acres, a splendid place for a dairy, six miles out; has running water, barns and a small house. This is yours at \$75 per acre. Or would you like a small tract of 20 acres with seven acres in bearing

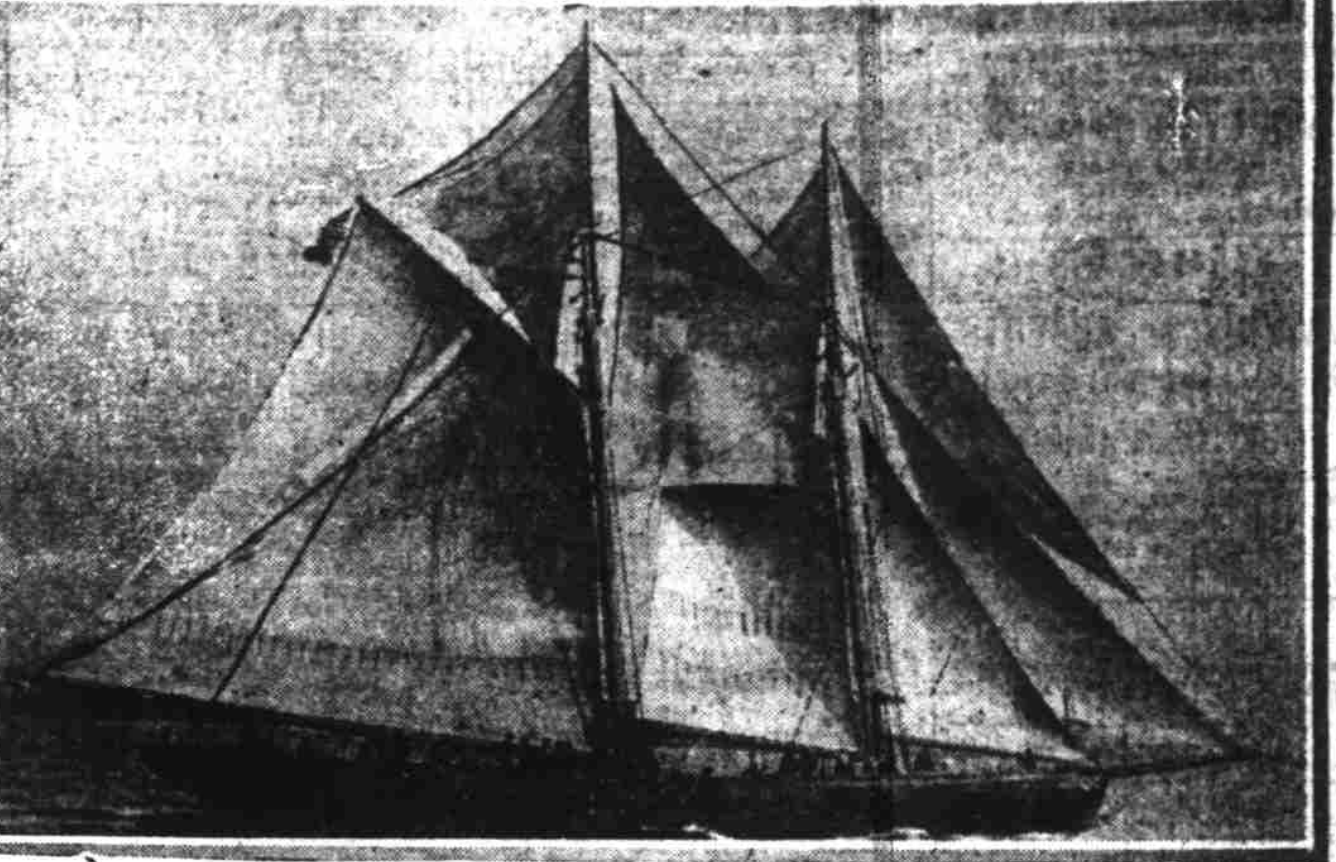
prunes, a house, barn and well, \$3300. These all are real places.

Not long since a tourist from California came up through Oregon, and in conversation said, "What's the matter with your land out here?" A few questions brought out the fact that it was offered for so much less money per acre than California lands that he thought there must be a poor lot of land in Oregon.

Land values in Oregon depend on several conditions: location, soil, development and improvements. The better the conditions the higher will be the price, and yet in Marion county and Salem vicinity, the highest priced land is cheap in comparison with any other place throughout the farming states of the United States.

—J. A. Mills, Salem, Ore., June 8, 1921.

LOST FISHING SCHOONER ESPERANTO.



The famous prize-winning craft Esperanto, victor in the international schooner race for the Halifax trophy, which foundered off Sable Island, with a crew of twenty-five men, the majority of whom were members of the winning crew. The vessel was loaded down with fish when it foundered.

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