

# "REALTOR"

## THE WORD

brokers and the protection of the public from unprincipled agents or brokers."—Webster's International Dictionary.

"A real estate broker who is a member of a local board having membership in the National Association of Real Estate Boards, an organization incorporated in 1908 for the advancement of the interests of real estate brokers and the protection of the public from unprincipled agents or brokers."—Webster's International Dictionary.

## THE PROFESSION

who has passed tests of sound experience, whose knowledge of real estate is thorough, and whose integrity is above question.

As "doctor" refers to the man of medicine and "lawyer" to the man of law, so does "realtor" refer to the man of real estate. And this title is awarded only to the man whose knowledge of real estate is thorough, and whose integrity is above question.

L. E. OBERER, President

## THE MAN

clients, his profession, and himself. He has the ability and will serve well.

The Realtor is a man of high ideals. He is one who has made the code of ethics of the National Association of Real Estate Boards a part of his personal code of honor. He appreciates the heavy obligations which he owes his clients, his profession, and himself. He has the ability and will serve well.

**AS YOU WOULD CONSULT THE DOCTOR IN PROBLEMS OF HEALTH, THE LAWYER IN PROBLEMS OF LAW—CONSULT THE REALTOR IN PROBLEMS OF REAL ESTATE**

## SALEM REALTY BOARD

"An Association of Realtors"  
SALEM, OREGON

WALTER M. PENNINGTON, Treasurer  
W. PETTYJOHN, Secretary

(This page will be used each week by the Salem Realty Board in more thoroughly acquainting the people of Marion and Polk counties in regard to why they should recognize the Realtor and to our present resources in farming and mercantile activities, and as to our potential possibilities, and the fact that there is no more favored spot in the whole United States to live than right here in the Willamette valley. Watch for the next advertisement one week from today).

**Your Eastern and Middle Western Acquaintances Will Appreciate Receiving the Choice Listings of Salem's Leading Realtors on This Page. Tear Out and Mail to One of Them.**

### REALTORS' DIRECTORY

<b>Anderson &amp; Rupert</b> 169 South High Street	<b>Becke &amp; Hendricks</b> 180 North High Street	<b>Lelace H. Ellis</b> 320 State Street	<b>Geo. W. Hubbs</b> Silverton, Oregon	<b>E. A. Miller</b> 208 Oregon Building	<b>L. E. Oberer</b> 134 South Liberty Street	<b>Richard L. Reimann</b> 147 North Commercial Street
<b>Louis Bechtel</b> 320 State Street	<b>H. E. Brown</b> 109 South Commercial Street	<b>W. H. Grabenhorst &amp; Co.</b> 134 South Liberty Street	<b>K. Burgard Kugel</b> 175 South High Street	<b>Lee A. McAllister</b> 134 South Liberty Street	<b>Gertrude J. M. Page</b> 492 North Cottage Street	<b>Victor Schneider</b> 208 Oregon Building
<b>A. C. Bohrnstedt</b> 147 North Commercial Street	<b>Leo N. Childs</b> 320 State Street	<b>Gaskill &amp; Earle</b> 166 South Liberty Street	<b>W. G. Krueger</b> 147 North Commercial Street	<b>McGilchrist &amp; Pennington</b> 209 U. S. Bank Building	<b>Winnie Pettyjohn</b> 175 South High Street	<b>S. R. Tandy</b> Jefferson, Oregon
						<b>Ulrich &amp; Roberts</b> 122 North Commercial Street

### McGILCHRIST & PENNINGTON

We're putting in with this bunch of high powered REALTORS in a combined effort to convince a more or less suspecting public that we are reasonably honest—that in dealing with us there is less chance of a relapse after the operation than if you deal with some one who is not within the realm. You can pay your money and take your choice.

\$1100 is the price for a quick sale of a well improved acre tract on pavement, or you can trade a little town property for it.

209-10 U. S. Bank Bldg.—Phone 140

### We Have One of the Most Highly Improved Farms on the Pacific Highway in Oregon

Beautiful site. Modern buildings. First class soil. Income producer. Priced low for quick sale.

Write or see—

**A. C. BOHRNSTEDT**  
Realtor Loans Insurance

147 North Commercial Street, Salem, Oregon

### Small Acreages

3 good 5 acre tracts on paved road, east fronts, choice of them—\$1500 and \$100 down, balance \$10 per month with interest.

Extra nice 3 acre tract, running water, close to school and bus—\$1800 and terms.

9 acres East of Salem, good soil and location, buildings, for \$3600—terms.

**H. H. BROWN**  
109 South Commercial

### CLOSE IN LOTS

On N. Cottage St. 50x165 feet, \$3200.  
41x165 feet, \$1900.  
50x66 feet, business lot, \$2350.  
45x66, alley lot, \$3000.  
Attractive corner, \$2100.  
Another attractive corner, \$2100.

### Large Corners

Bringing dividend on present value, has a future growing value, size 78x147 feet, \$20,000.  
Another 66x165 feet, \$13,500.

### We Write Insurance

**GERTRUDE J. M. PAGE—Realtor**  
Phone 1186

### ANDERSON & RUPERT Realtors

169 South High St. Phone 1644

### Get Out of Debt by Installments

For the average salaried man, small monthly payments on a mortgage, which take care of both interest and principal, are actually easier to make than semi-annual payments of interest, and our scientifically designed Monthly Payment Loan actually costs you less in interest and GET YOU OUT OF DEBT. We make Monthly Payment Loans to take up straight loans.

### Salem Highway Tracts A Happy Home On a Half Acre

Get away from the rent bugaboo. Buy a whole half acre for the price of a city lot, and, BUY ON EASY TERMS. Over fifteen homes built on these tracts last year. More to be built this year. Don't put it off—INVESTIGATE TODAY.

Salem Highway tracts are located OUTSIDE of the city limits between the Silverton and Pacific Highways. Convenient to bus line. Close to two linen mills.

**RICH L. REIMANN**  
Office 147 N. Com'l Phone 865

### New Stucco Home

6 roomed modern home, completely built in, nice corner lot, garage, shade trees, roses.

Price \$3200—Terms

Also  
Down Town Business Corner  
Rightly Priced

**MRS. WINNIE PETTYJOHN**  
Realtor

215-16-17 Oregon Building  
Office Phone 534

### BUYING REAL ESTATE

Is the safest way of investing money. Every person who invests in well selected real estate in a growing and prosperous community adopts the surest and safest method of becoming independent.

Watch the Realtors ads on this page from week to week, for best buys.

### — CLOSE IN BUNGALOW —

Only 6 blocks from postoffice. Strictly modern, 5' large cheerful rooms, hardwood floors in part, built ins, best of plumbing, fireplace, full cement basement, furnace, wash trays and garage. Lawn and best of shrubbery. Lattice fence around back yard. Cement walks. Paved street. East front, lot 50x150 feet. Price \$7500, one half cash.

Brand new house, English type, strictly modern, just being completed. You can soon move in. On paved street and East front. A bargain for \$4500, \$1200 cash.

See—**LEO N. CHILDS, Realtor**  
320 State Street Phone 1727

### Now is the time to buy that small acreage tract. Let us show you.

**200 ACRE FARM** located 6 miles from Salem, 100 acres in cultivation, balance pasture and timber, buildings, spring water and running creek. This is first class grain and stock and fruit land, will consider good residence property as part payment. Price \$60 per acre.

**160 ACRE FARM** located 10 miles south of Salem, 80 acres of farm land, balance pasture and timber, family fruit, spring water, old buildings. Will consider part trade. Price \$65 per acre. \$1000 down, balance terms.

**20 ACRE FRUIT FARM** located 4 miles south, 7 room house, barn, chicken house, close to school, running water, some timber, prunes, cherries, strawberries, loganberries. Will consider house and lot in Salem as part payment. Price \$8000. \$1500 down, balance terms 6 per cent.

**10 ACRES** of first class walnut, filbert and fruit soil, located 8 miles south of Salem, all under cultivation. Price \$1250. Terms \$10 down, \$10 per month, interest 8 per cent.

**15 ACRES** located 3 miles south on the Pacific highway, good 7 room house, barn, outbuildings, some timber, running water, 3 acres of strawberries. Will consider home in Salem as part payment. Price \$7500.

**1 ACRE**, 6 room bungalow, basement, fireplace, furnace, located south of Salem, close to bus line. Price \$2950, \$950 down.

**1 ACRE** slightly located, all in bearing fruit, located south, close in, no buildings. Price \$1000. \$100 down, balance \$10 per month, interest 6 per cent.

**4 ROOM HOUSE** located on main Pacific highway, south; well, buildings, cherry trees. Price \$2100. \$100 down, balance \$20 per month.

**W. H. GRABENHORST & CO.**  
REALTORS  
134 South Liberty Street Phone 515 Salem, Oregon

### Exchanges

\$20,000 garage and filling station in good valley town. Now leased for \$200 a month. Will exchange for Salem property.

550 acre well improved ranch, 20 miles from Salem. Two sets of buildings. Will exchange for Salem property. Price \$98,000.

**KRUEGER - Realtor**  
147 North Commercial Phone 217

### VICTOR SCHNEIDER CHRIS SCHNEIDER "The Firm of Real Service"

You will find our properties priced right

### INVESTIGATE

73 acres A-1 soil, only 7 miles from Salem on paved road, all in cultivation, no buildings. \$75 per acre, terms. 80 acres 2 1/2 miles from good town, 14 miles from Salem, just off paved road. 40 acres bottom and 40 acres bench land, all in cultivation. Some fruit and berries and 26 acres in irrigated mint, balance open grain land. New 6 room house, good large barn, new poultry house, sheds, and all woven wire fenced. \$10,500. Includes stock. Part cash, balance 6 per cent.

68 acres all in cultivation, 1/2 mile from Woodburn on paved road. All woven wire fenced. Good 6 room house, good barn, silo, hen house and sheds. Owner unable to work and will sell on good terms at \$11,600, or will subdivide.

10 acres all in cultivation, south of Salem, close to paved road and school. No buildings. Make an offer to out of town owner.

Good 5 room house in northeast Salem. This place is worth \$2250, but offered for quick sale at \$1700. \$280 cash, balance terms.

New 5 room house close in on North Church street. Modern in every way and a good buy at \$5000. Terms.

Good 5 room house in North Salem. Paved street and large corner lot. A good buy at \$2750. \$250 cash, balance easy terms.

New 5 room home on Market street. This is a very well built house and has every built-in convenience. Reasonably priced at \$4200. \$500 cash, balance easy monthly payments.

To Buy, Sell or Trade Your Properties See

**VICTOR SCHNEIDER—Realtor**  
Loans - Insurance

228 Oregon Building Phone 673

### Greatest Trading Organization On the Pacific Coast

We have over 3000 properties listed for exchange. Every kind of property, every price, every location. We can match your exchange EXACTLY. If you would like to trade your property TODAY, come in TODAY.

Good 5-room plastered house, large corner lot 66x150, North Salem, \$2450, \$200 down, balance \$20 per month including interest.

6-room house, large lot, garage, partly furnished, only \$2600, \$250 down. Balance to suit.

6-room house, new, on paved street, hardwood floors, full basement, furnace, garage, \$4500. \$800 down, balance arrange.

6 acres of land on Pacific highway, close in. Trade for residence in Salem.

10 acres, good buildings, crop of berries will bring around \$1200 this spring. All for \$3000. \$300 down, balance easy terms.

\$1600, \$400 down buys a 6-room house and garage in North Salem.

5 acres at city limits, south. \$1500, \$125 down, balance \$20 per month.

Chicken ranch fully equipped and doing good. Trade for city property.

5 acres all in cultivation, new plastered house near Keizer school. Price only \$3500. Will trade for house in North Salem.

Income property renting for \$200 per month to trade for modern Salem residences.

A Beautiful Home. New modern 7-room bungalow. Just newly furnished. North Salem. Priced right.

Art & Needlecraft shop doing a good business. Will trade for small acreage. See

**GASKILL & EARLE, Realtors**  
For Property

166 S. Liberty Street Phone 2242

### NEW HOMES

Ready to Occupy

All Have Furnaces, Fireplaces  
Hardwood, Garages

Sound Construction

**\$3750**

On Up—Terms

**BECKE & HENDRICKS**  
Realtors—Insurance of All Kinds  
189 N. High Street—Phone 161

### FOR BARGAINS In City or Country Property SEE US

6-room plastered house, newly painted and all in good condition at \$2500—first payment \$1250, long time on balance.

10 acres of fine bottom land joining Salem. You make no mistake if you buy this fine tract at \$3000. Easy terms.

7-room house, 3 large lots, plenty of fruit, good location on paved street. A real bargain at \$3000. First payment \$1000.

15 acres close to Salem, very good land, 2 acres of strawberries, 6 acres of cherries. A good 6 room plastered bungalow, good barn and chicken house. All machinery, and one horse with place. This is a choice place at a bargain of \$6000.

A new fully modern 4 room bungalow, garage, and everything you want in a good little home, price \$2600—\$350 cash, balance monthly payments.

**ULRICH & ROBERTS**  
129 North Commercial St.—Phone 1354  
In the American Fidelity Bank Bldg.