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WEATHER AND BUSINESS.

HOW ATMOSPHERIC CONDITIONS AFFECT THE MARKETS.

Builders Impatient to Commence Operations—A Suggestion to Owners of Unimproved Property—Plenty of Capital Awaiting Investment.

The few good days experienced last week showed by way of contrast the influence of the weather on business. The constant rain with which the Eastern section of the country has been treated during the past few months has had a most decided effect on all classes of business—not so much a depressing as a repressing effect. Business has been ready and willing to bud and blossom into great activity for some time past, but the Weather Bureau has delayed its sanction to the appeals for "spring openings," and the buyer and seller have been patiently waiting to meet each other upon the mart under favorable conditions. Both are well primed and the meeting will be a lively one.

These few days of fine weather awakened a temporary activity indicative of what is to come. People crowded the business thoroughfares and money flowed freely through mercantile channels. Real estate brokers reported more inquiries after property to purchase than for a long time and builders seized the gracious opportunity to pump the water out of excavations and get in foundation walls.

Plans almost innumerable have been made by the architect and turned over to the builder, but there they have stopped while the handler of material vented his impatience against the innocent Gen. Greeley. Some builders lost their patience long ago, and, thinking to take time by the forelock, found that they had seized the fetlock by mistake. They have suffered in consequence. Said a builder to the *HERALD* yesterday: "About the middle of March, I negotiated a builder's loan for about \$40,000 for the purpose of erecting a group of houses to be offered for sale. I presume you know the nature of a loan of this kind. The money is advanced to the builder only as the work progresses, but meanwhile the whole amount draws interest from the date of the notes. In order to save the lender harmless by reason of mechanics' liens against the buildings, the deeds of trust must be placed on record before the ground is broken. You can see the importance then of pushing the work as rapidly as possible to the point where the property may become profitable either in rents or sales. The day after the papers went on record I commenced to dig my foundations. I had only half completed my excavating when it commenced to rain, and you know what it has been doing ever since. Until last week we have had four rainy days to one clear day, and as it takes two or three clear days to sufficiently dry the loose earth before resuming operations, you will not be surprised to know that it has taken me from the 20th of March to the present time to dig a small hole in the ground. But that is not the worst of it. I have been paying interest at the rate of 6 per cent. on \$40,000 during that time, amounting to about \$100. However, I guess we'll get so much dry weather after awhile that somebody will be crying 'quits.'"

Statements of this nature give some idea of the actual financial damper thrown over business operations by unfavorable atmospheric conditions, and when it is considered that the large majority of businesses are more or less affected by inclement weather it is really to be wondered at that there should be as much activity as there has been since the first of March—the advent of "charming spring."

Next to building operations the traffic in real estate is probably more affected by the weather than anything else in the commercial line. "Did you ever sell a lot that was covered with snow?" was asked a real estate dealer by a brother broker, and while a number of such sales were recalled it was admitted that the task in each case had been lightened by the fact that true bargains had been offered. "Wet goods" in the mercantile line are sold below actual price, not so much because they are damaged by the water as because they are unattractive. Real estate, especially unimproved property, may not be sold below price, but it is not sold at all because, first, it is unattractive when soaked with water, and second, because few can be induced to look at it in a heating rain.

It is surprising how few owners of unimproved real estate appreciate the value of a little adornment to make their properties readily saleable. There are hundreds of lots in the city to-day held at reasonable prices without buyers because they are unattractive to the eye. This sounds like nonsense, but it is not. Why do buyers invariably go to look at lots before purchasing? Not so much to see the surroundings as one would think. A little grading, so as to crop off a hillcock here or fill up a stagnant pool there, a little clearing out of rank weeds, a little top soil and a few grass seed will frequently sell a lot that has stood a nuisance for years. At least this has been the experience of a few wise operators who have discovered the fact and are making profitable use of it.

"There is more capital in the city awaiting

the chance for profitable investment than ever before," said a prominent Washington financier to *THE HERALD* one day last week, "and the premonitory rumblings of a great real estate revival are abundantly discovered in the numerous big deals in process of consummation, of which *THE HERALD* has given us information from time to time, as well as the healthy showing made from day to day by the daily records at the City Hall. Wait until the weather settles and see."

ACTIVITY IN PROSPECT.

A Talk With a Member of the Firm of Turpin & Plant.

"We are heartily glad to see such bright days as these," said Mr. Turpin, of Plant & Turpin, "as there are already signs of an active real estate market. Recently we have sold the handsome four-story brick and stone-front house at 1330 R street northwest to Civil Engineer Endicott, of the Navy, for \$13,000. On Capitol Hill we have just sold a three-story brick house for \$3,000 and two very pretty cottages on Irving street. Prices in that neighborhood are beginning to advance since the one-mile limit law went into effect and real estate transactions in that locality are becoming more numerous every day. There is one thing," continued Mr. Turpin, "that the reported big deal on Sixteenth street has brought about, and that is a rapid advance in prices along the street. Indeed, several pieces of property whose owners were anxious to dispose of last week have been withdrawn from the market, and the owners are now awaiting a much steeper price than what they would have taken before. If the deal is not consummated these prices must eventually come down, and instead of giving a permanent increase to the value of property on this beautiful street it is likely to cause damage." This is the second time the property has been reported sold. One journal some time ago devoted considerable space in reporting an alleged sale of the ground to a Mr. Durant, and even went so far as to publish the names of those who held contracts to erect and furnish a handsome dwelling upon the land. It will certainly be best for those who own property near that section if the sale is made, as if it is not it is liable to result in injury to the prices, and when prices have been up and then go down it is rather hard to get them up again."

"Prices on Sixteenth street," said Mr. A. M. Gorman, "have stood about the same for the past five years. When prices in other sections have been subject to more or less fluctuation, they have remained at one definite, though high figure. If, however, it is true that such a large sale of property on that street to Mr. Mack and syndicate has been made prices will no doubt immediately climb still higher, especially near the tract alleged to have been disposed of for such an enormous sum. For some time there has been very little demand for Sixteenth-street property, although it is considered a good investment, but this sale will no doubt start many more sales."

NORTHEAST AND SOUTHEAST.

Mr. Brooks Still Thinks These Sections Offer the Best Investments.

"Property in the northeast and southeast," says Mr. T. R. Brooks, the real estate broker, "still continues, according to my way of thinking, to be the best investment in the Washington real estate market. The sales of lots in those sections continue to increase. This favoring of the two sections among property buyers does not mean that a few lots will be purchased, held at a high figure for some time, and then permitted to drop as in the case of a boom. It is a healthy and steady development of the sections, which promised to compare favorably with others. The street railroads that are laid there no doubt considerably increase the number of sales. I myself have made a number of sales during the past few weeks. I am especially interested in Branchville, nine miles out on the Baltimore and Ohio Railroad," Mr. Brooks continued, "and have recently purchased a part of the farm of the Hon. Daniel H. Manning. Also I am part owner in the Governor Reed property at this beautiful suburb. This property contains between 300 and 500 acres, and furnishes some of the finest building sites of any of the suburbs. It is along the railroad and is improved by a fine old mansion built in the days of large rooms and comfort. It contains some twenty rooms. It is our intention—that is to say, the other gentlemen and myself who are interested in the property—to make a small hotel of it, to be used during the hot months. The delightful situation and convenience to the city will no doubt make it very popular, especially with business men who want an outing, yet cannot leave the city for any length of time to get it."

We will open this place about the first of May, if nothing happens to prevent it.

Electric Belt Free.

To introduce it and obtain agents the undersigned firm will give away a few of their \$5.00 German Electric Belts invented by Prof. Van der Weyde, Pres. of the New York Electrical Society, (U. S. Pat. 257,647,) a positive cure for Nervous Debility, Rheumatism, Loss of Power, etc. Address Electric Agency, P. O. Box 178, Brooklyn, N. Y. Write to them to-day.

ALEXANDRIA COUNTY.

SOME OF ITS ADVANTAGES POINTED OUT.

What Mr. James E. Clements, Who is Interested in its Development, Has to Say—Many Schemes of Improvement.

Mr. James E. Clements, real estate agent, of 1321 F street northwest, who is making quite a success in dealing in suburban land around Washington, has gotten up a handsome map of the country surrounding the city for thirty miles out. This map shows the railroads and public roads, most all the villages and subdivisions, and is a serviceable map for reference and information. Mr. Clements is enthusiastic in his belief in the improvement and advancement of suburban land near the National Capital, and as a preface to his map and large list of property he says:

"For the information of those desiring to buy land we lay before them a short sketch of a part of that beautiful, healthy, and productive country surrounding Washington City. As the United States becomes more populous, just in proportion will the Capital City of the nation expand and become greater in area, making the land near and around it more and more valuable for subdivision into villa sites and building lots, and for suburban residences, stock, dairy, fruit, poultry, and gardening farms. These lands can be bought now very cheap and on easy terms, especially on the western side of the Potomac River, west and northwest, and in full view of the city, in that section known now as Alexandria County, but prior to 1848 a part and portion of the District of Columbia. A proposition is now before Congress to reestablish the original limits of the District, and to take back under national care and control, as in its first and former estate, all the said County of Alexandria, and make it again a part of the District of Columbia. Should this be done the happy possessors of land in that section would find themselves, by the great advance in the price of real estate, rich persons. Investigation will show the cheapness of these lands, and their nearness to Washington, one of the most beautiful cities, as well as one of the finest markets in the world. While excellent churches and schools are established there, yet this section is so near Washington that, should any one feel so disposed, could send their children to the schools or attend the churches here, where the schools are unexcelled and the churches are unsurpassed."

"People building homes in this section, while enjoying a country life, can attend public lectures, theatres, and places of learning, entertainment, and amusement just as if they lived within the limits of Washington City, of such close proximity to the National Capital are these lands."

"To live near Washington City is of itself a great luxury. The climate is exceedingly healthy and temperate, never very cold in winter or excessively hot in summer. The cold Northern and Western storms and blizzards do not blight this section, nor do the long draughts that linger in summer with destroying hand, as in some other parts of the country, ever rest upon or wither this favored locality."

"Truly does this section present the symbols of long life and prosperity. The people are neighborly, hospitable, cultivated, and generous, and political liberty and freedom of opinions are enjoyed untrammelled and to their fullest extent. The taxes are low, and the public roads are good, being rapidly converted into solid stone and gravel highways. In fact, everything is here combined to make homes in this section favorable, profitable, attractive, enlightened, and happy."

"Also, charters have been granted to several electric and steam railroads to pass through this section and into Washington City. This will make travel more convenient and rapid, and will greatly enhance the value of land and increase the demand therefor. Now is the time to buy, for with improvements come increased prices, and chances for good investment and cheap homes will not be as great then as now."

"Already are the plans being formed for building the bridge from West Washington across the Potomac to Alexandria County, above the Aqueduct Bridge, and the construction of the electric road thence from opposite Georgetown, D. C., by way of Fort Myer and the Arlington National Cemetery, on by way of Alexandria City to Mount Vernon. This will be a useful, paying, and popular road, and will be of untold value to the beautiful country through which it passes. This road will be completed before the opening of the World's Fair, as in that year thousands, if not millions, of foreigners and strangers will come to Washington, and will visit Arlington, the Mecca of the Union dead, and Mount Vernon, the tomb of 'the Father of his Country.'"

"Another company has a charter for building an electric road westerly from Washington to the town of Falls Church, the completion of which, in the near future, is a certainty. This will open up a healthy and beautiful country, unsurpassed for suburban homes for persons in Government employ or for those in business in the city of Washington and desiring to live a short distance in the country."

"In this section we have the historical Government reservation known as the Arlington estate, containing over 1,100 acres of land, upon which is situated the largest military post in America, Fort Meyer, and the beautiful and well-kept National Cemetery of Arlington, visited by thousands of people every day."

"A bill has passed the United States Senate to erect a grand bridge, known as the 'Memorial Bridge,' from Washington directly across the Potomac River to Arlington. Should this be done it will open up a grand central thoroughfare from the heart of the Capital of the Nation into Alexandria County, and then indeed will 'westerly the star of empire take its way,' and that elevated, healthy, and slightly section, with its beautiful hills and plateaus, west of Washington will become the most desirable for suburban residences, villas, and country homes of any land in the vicinity of Washington. Much of the land above referred to is only from two to five miles of the President's House at Washington City."

AT GLEN ECHO.

The Roof of This Great Amphitheatre Will Soon Be On.

"The roof of the big amphitheatre at Glen Echo Heights," said Mr. Baltzley, of the Chautauqua Association, "will be on within a few weeks if the weather continues pleasant. It will be an immense affair and have a diameter of 300 feet. It is to be made of iron, tin, and wood, and will cost something in the neighborhood of \$23,000—rather an expensive roof. The Hall of Philosophy is being built of granite, and stands on a bluff overlooking the Potomac, where one of the loveliest possible views is to be had. Here one can see for miles and miles beyond, and in summer, when the foliage is thickest, this beautiful view will be one of Nature's rarest treats."

"We are also erecting a two-story temporary building, which will be used for the various purposes of the association. When the days lengthen out into hot ones we intend to put up three large tents for temporary dining-rooms. These will seat six hundred at table. Then we have just closed a contract for five hundred tents for living purposes on the grounds. The interior arrangements of these tents will be very convenient and comfortable, if plenty of room will give it, as there are four rooms in each tent."

"Plans for an arcade have been recently received. The arcade is to have twelve stores, in which will be sold the variety of necessities of life. The excellent facilities at Glen Echo for water and sewerage will be taken advantage of by the association, and the contractors have already been consulted. In fact, most all of the conveniences enjoyed in city life will be found here. The grounds and buildings are to be supplied with electric lights, so that the effect of the powerful white light on a cool summer's evening will be a thing of beauty, indeed. The track for the railroad line of Glen Echo is now completed from Washington to that place."

"How many men have you employed there at present?" was asked.

"Nearly two hundred," answered Mr. Baltzley, "and all are busy."

"We will have some delightful boating on the Potomac's broad expanse when the association has all its buildings and preparations completed. At this point the river is three-quarters of a mile wide, and is to be supplied with safe and handsome boats by Mr. M. A. Tappan, the sporting goods man. New buildings along the shore of the river will be erected as bathing-houses and some splendid bathing will be enjoyed. These houses are to be fitted up after plans made by Mr. R. A. Charles, who will also be in charge of them and supervise the bathing arrangements. By the 15th of June next we expect to have everything in readiness for occupation."

The Clerk's Investment Company.

At a meeting of the Department Investment Company at the office of its former president, Mr. T. R. Brooks, 616 Twelfth street northwest, the following officers were elected for the ensuing year: F. A. Norwa, President; M. N. Page, Vice President; J. C. Smith, Treasurer; Robert Bolton, Secretary; Solomon Lansburgh, William Craig, and Charles Gulents, Board of Directors. This company was organized a year ago by Mr. Brooks. Their purpose is to buy and sell real estate. Although they are comparatively a new company still their success has been wonderful and they have put themselves upon a sound financial basis, as the gentlemen connected with the company are thoroughly reliable and well known. The Department Investment Company has sold large tracts of valuable unimproved property, besides much that was improved. Their scale of business is large and they are capable of undertaking as large transactions as any other similar company in the city.

An Ideal Country Seat.

Rich soil, fine mansion, stables, barns, silo, windmills, etc. Everything ready to begin a season in the country under the most favorable circumstances. Can be bought cheap, as owner is going abroad. For price and particulars apply to

F. BENJAMIN,
612 F street northwest.

George N. Rider has bought of F. H. Jones for \$1,650 lots 10 and 11, block 10, Brookland.

IN THE NORTHEAST.

WHAT AN ENTHUSIASTIC BOOMER SAYS OF THAT SECTION.

Large Numbers of Comfortable Dwellings Going Up and Prices of Lots Steadily Increasing—The Attractions of Trinidad.

There is no more enthusiastic believer in the substantial nature of the boom in northeast Washington than Mr. A. J. Boyer, of No. 1003 G street northwest. "You hear a great deal of a general character," Mr. Boyer said yesterday, "about the remarkable development the northeastern section is enjoying, but I would like to give through *THE HERALD*, which is now regarded as the real estate man's most reliable mouthpiece, some more definite idea of just what is doing in that section. And first let me say that the advantages and prospects of the northeastern section have not at any time had justice done them, partially on account of the undue noise made by speculators and land-dealers in the northwest. It is true that all the predictions of the pessimists that the bottom would fall out of real estate around Washington have come to nought, and that, on the contrary, prices have steadily advanced all along the line, yet it is equally true that in the northwest section real estate values have been abnormally appreciated. In the eastern part of the city, however, advances in the price of real property have been gradual and permanent, and the boom which is now on is a legitimate one and has come to stay. As an evidence of this it may be cited that the larger real estate dealers and brokers themselves are accordingly turning their attention from the overdone northwest to the eastern part of the District."

Let us take a trip through the northeast section east of Seventh and north of H streets, to get some idea of the almost startling rapidity with which even the extreme northeast is being turned into a community of handsome and comfortable homes. There are building undertakings in this section alone sufficient to boom a smaller and more excitable town than Washington. Upon the square bounded by Eleventh and Twelfth, H and I streets, twenty-two substantial six and seven room bricks have just been erected, many of them sold, while on I, east of Twelfth, eight more have been completed. On K, at the junction of Twelfth and Florida avenue, Mr. John H. Lewis is putting the finishing touches to twelve handsome bricks. The same enterprising builder has just completed five handsome seven room dwellings and a business corner on Florida avenue and Twelfth, and two fine frames north of the avenue on Twelfth, and this brings me to speak of the tract recently subdivided and lying immediately north of the Boundary and known as Trinidad. This subdivision is located nearer to the dome of the Capitol than is the Treasury Department. It lies in the form of a parallelogram, measuring about 1,800 feet on Florida avenue by about 3,000 feet north and adjoins the Government reservation, known as "Kendall Green." Twelfth street northeast extends through the central portion of its entire length, and is intersected by M, N, O, P, Genoa, Q, and R streets. The grade of Twelfth street and Florida avenue is the same as that of the base of the Capitol. The elevation from this point to Q street, a distance of about 2,000 feet, is graded, and amounts to 30 feet, the slope being toward the south and southwest. Opposite the 30 feet elevation on Twelfth, between P and Q streets, is a park, 800 by 400 feet, of much greater elevation, capped by a beautiful grove of native oaks, and carpeted with turf. Outside of this park nearly every lot can be supplied with water from the reservoir without the expense of a standpipe or other extra appliance. The sewerage system is perfect, one of the main sewers of the District being on Florida avenue. Work is begun on a main sewer on Eleventh street extended, thoroughly draining the lower portions of Trinidad lying along the line of the B. and O. Railroad. Another sewer will connect with the Florida avenue thirty-foot sewer at the junction of that avenue and Trinidad avenue, which, together with the Twelfth-street sewer and the lateral sewers, constitute a most complete system of sewerage for this beautiful subdivision. The new B. and O. depot at Ivy City will bring the residents of this high, healthful, and most lovely place for homes to the depot in five minutes on all local trains, or with the short distance to the H street cars and the F street hercules, one can reach the business part of the city sooner than if he lived in Georgetown or Mt. Pleasant."

"Some idea of the rapid growth of this section may be had by noting what is now being done in the way of improving streets and building houses. Twelfth street is now graded and paved from Maryland Avenue to Ivy City, with lamps to and on M street. Some seventy-five fine houses have been erected on this tract, including those built upon the north side of Florida avenue, upon which Trinidad borders. Among these are three grocery stores, one bakery, and other business places. Plans for a dozen new residences are prepared and the buildings will be erected this spring."

"While prices during the short time this tract has been laid out have steadily advanced, I am yet enabled to offer lots ranging in price from seven cents upward, according to location, and in size from 17 feet front to 50 feet front."