

LONG ISLAND REAL ESTATE... Attractive Homes on Beautiful North Shore of Long Island... Map showing locations from Flushing to Westbury.

Flushing, L. I. Ask Mr. Halleran. \$1,000 cash, 14 new Colonial tax exempt six room houses...

Halleran Agency FLUSHING, L. I. THREE LONG ISLAND BARGAINS... Order Day, 25 acres house and garage...

Wheatley Hills Real Estate Corporation... Situated on Little Neck Bay. Nine room frame, two and one-half story...

Douglas Manor and North Shore Properties... Suburban Homes—Country Places... J. HART WELCH DOUGLASSON, LONG ISLAND...

NEW JERSEY REAL ESTATE... Write for Booklet...

Where Dreams Become True Renter Becomes Owner in 60 days... About two months ago a score of people who took advantage of our announcement...

NORTH HACKENSACK PARK "Nature's Own Beauty Spot" conveniently reached from New York and Jersey points...

Desirable Building Lots Benefited by City Improvements—\$300 upwards TERMS TO SUIT... We build homes for purchasers of lots...

THE N. T. HEGEMAN COMPANY Builders of Homes for 13 Years... 151 West 33rd St., N. Y. City

Waterfront Property—Suburban Home To effect quick sale, will sacrifice my Jersey suburban property...

DEFECTIVE TITLES are a financial quicksand... North Jersey Title Insurance Co., HACKENSACK MORRISTOWN

Order for Sale The estate of a former prominent New York Merchant has authorized us to offer for sale his late residence...

THE BEST IN LAKEWOOD ESTATES FARM COUNTRY HOMES... SMOCK AGENCY INC. 124 1st St. LAKEWOOD, N. J.

MONTCLAIR F. M. Crawley & Bros. Equipped Nearby Farm 13 Acres, 2 Homes, \$1400...

NEAR SEASHORE FARM WITH Crops, stock, implements and hay field that pays \$1,000 annually...

RUTHERFORD Only 25 Minutes Manhattan via Erie "45 Express Trains Daily"...

WESTCHESTER SALE OR RENT Do it Now - Don't Delay Buy Yourself a Home... TARRYTOWN

PELHAM MANOR QUIET PELHAM MANOR—English stucco home, 6 master chambers, 3 baths...

MAMARONECK FOR SALE—House, 9 rooms, bath; improvements; two-car garage...

TUCKAHOE 35 MINUTES from Grand Central, 16 minutes walk to Crestwood station...

TRIBUNE WANT ADS. BRING GREAT RESULTS

BAYSIDE 21 MINUTES OUT The ideal residential section near at hand, yet you enjoy real country life...

ROSLYN Interesting old farmhouse, 14 acres. Fine remodeling opportunity...

LADD & NICHOLS 15 EAST 54th ST., N. Y. TEL. PLAZA 1123.

BAYSIDE FOR RENT—FURNISHED Very desirable modern country home...

Water Front Estate WONDERFUL BATHING. 6 master bedrooms, 4 maids, 5 baths...

RICHARD KEHOE At Station Great Neck, L. I. N. Y. Office: 1476 Broadway, L. I.

Forest Hills Gardens 15 MINUTES FROM PENN. STATION. A place for those who appreciate artistic surroundings...

Westchester and Long Island Properties Fish & Marvin 527 Fifth Avenue, New York

White Plains SPLENDID LOCATION. Plot 1887 135. New 7 room house with 2 baths...

Larchmont COLONIAL BRICK RESIDENCE. Located on 4 acres, comprising superb water view...

New Rochelle UNEXCELLED LOCATION, 2 acres, artificially landscaped, shrubbery and garden...

Riverdale DISTINCTIVE STUCCO and HOLLOW TILE RESIDENCE, situated on large attractive plot...

TO LET FOR BUSINESS PURPOSES WATERFRONT STORAGE by the foot, ton or package with direct rail connections...

Americian Dock & Pouch Terminals 17 State Street, New York

Facing Grand Central Terminal 104 East 41st St. 3-story and Basement Building 25 x 100...

On Long Term For Rent Prince & Ripley 427 Fifth Ave. Tel. Murray Hill 655

EXECUTOR Offers through us a beautiful waterfront estate, 18 miles from New York...

Hotel Peter Stuyvesant Central Park West, at 86th St. Suites now being shown for rental UNFURNISHED OR FURNISHED

Our Fall List of apartments TO RENT IS NOW READY 2 to 14 rooms, 1 to 4 baths...

Own Your Own Home In a Successful Co-operative Apartment Only One Left for Sale...

25 Years of Successful Real Estate Management

Wood, Dolson Co. Broadway, Cor. 60th St.

REAL ESTATE AT AUCTION JERE JOHNSON JR. CO. 80 NASSAU STREET, NEW YORK

UNFURNISHED APARTMENTS TO LET Queens

Hear what a GARDEN APARTMENT FAMILY has to say—

JACKSON HEIGHTS Right in New York City. Includes illustrations of a family and text: "Words cannot express my satisfaction with owning a 'Garden' apartment at Jackson Heights..."

Manhattan Manhattan

MARIAN GARDEN APTS. 820-830 RIVERSIDE DRIVE NEAR 158TH STREET NEW BUILDING READY SEPT., 1921

3, 4, 5 & 6 ROOMS LARGE CENTRE GARDEN. RENTS \$1,080 TO \$1,860... NOW BEING LEASED REPRESENTATIVE ON PREMISES

ANTHONY CAMPAGNA, BUILDER 200 West 72nd St., at B'way Tel. Columbus 4454

399 Park Avenue 2d, 5th and 9th FLOORS 10 Rooms, 3 Baths

124 West 72d Street Near Broadway Special Dentist's Office Ground Floor Front and apartments of 4 & 5 Rooms

110 East 54th Street Bachelor Apartments of 2 Rooms & Bath and Doctor's Office

APARTMENTS OF THE HIGHEST TYPE 315 Central Park West North West Corner 51st St. 10 Rooms & 3 Baths...

150 West 79th St. 9 Rooms & 3 Baths. All Outside Rooms

157 West 57th St. 3 and 4 Rooms & Bath Housekeeping Apartments Maid Service Optional

15 East 48th St. 2 Rooms & Bath. Non-Housekeeping Apartment. Restaurant, Maid and Valet Service

Edgar A. Levy Leasing Co. 605 FIFTH AVENUE Murray Hill 6960

APARTMENTS FOR SALE Own Your Own Home In a Successful Co-operative Apartment Only One Left for Sale...

RESTAURANT A LA CARTE W.M.F. INGOLD, MANAGER

REAL ESTATE AT AUCTION JERE JOHNSON JR. CO. 80 NASSAU STREET, NEW YORK

REAL ESTATE AT AUCTION REAL ESTATE AT AUCTION

Reprint of Editorial From The Yonkers Statesman, July 19, 1921. Of Direct Interest to Owners of Vacant Tracts

The large attendance at the sale of lots in the Bennett tract at Dunwoody and the readiness with which the parcels were taken over by the public proved the insatiable nature of the demand for building sites.

Twelve hundred people were assembled on the opening day. Long lines of automobiles indicated that many had come from other cities hoping to purchase a home site in Yonkers, incomparably the best situated town in the State.

Why cannot other persons who have lots for sale dispose of them if the demand is unlimited? Because they do not proceed in the right way. They rely on the gumshoe method of "not letting anybody know the property is for sale," and the consequence is that buyers do not come around.

Lots for sale near the two Bennett tracts are more desirable than most of those offered and quickly sold by Auctioneer Joseph P. Day, but no one's attention is called to them, or else the asking price is far above the market.

Good premises, either improved or unimproved, can be readily sold if the owners will advertise the offer and fix a fair market price.

People go to auction sales because they know that the price they pay will be the market price and no more. The auctioneer gets the crowd by advertising. The whole secret of his success is to draw a crowd and induce competitive bidding.

If one wanted to purchase a raw, unimproved building site, with the prospect of future assessments for grading, paving, curbing, flagging, sewerage and water, there was the opportunity and hundreds of persons desirous of a home of their own availed themselves of it.

Joseph P. Day is a sincere and able man. He understands the psychology of an auction sale. He wastes no time in parrot talk and makes no statements he cannot prove. There was a reason for everything he did, even when he seemed, after mounting the auction-block, to be engaged for a moment in silent prayer—as some said he was.

The division and disposal of the Bennett lands is an excellent thing for Yonkers. By transforming farmland into city lots so much more is added to the assessment rolls of the municipality; it breaks up and removes a physical and economic barrier to the upbuilding of the central area of the city.

In a few years, if all goes naturally, the historic section will be a populous part of Yonkers. It will be a city within a city.

To Owners of Vacant Land Who Wish To Dispose of Their Real Estate—Consult Me at Once!

67 Liberty St. New York Telephone Cortlandt 9744

Public Auction Sale TO CLOSE THE CEDARHURST ESTATES 4 Handsome Dwellings and 41 Residential Plots from One Quarter to One Acre Plots Cedarhurst, L. I.

On Broadway, Cedarhurst, Washington Aves. & Sealy Drive Next Saturday, August 13th at 2:30 P. M., under tent on Cedarhurst Ave., South of B'way

70% on Mortgage Title Guarantee & Trust Co. Police Free. Write for Booklet 67 LIBERTY ST., New York City. Telephone: Cortlandt 9744

THE HILLS OF THE HIGHLANDS ARE CALLING! Opportunity is Yours at Last to Harvest Sunshine and Pure Air for Your Family Where Ocean, Bay and Country Meet.

PUBLIC AUCTION 250 SUMMER BUNGALOW PLOTS OR PERMANENT HOME 1.5 to 13 1/2 Acres Each "NAVESINK PARK"

ATLANTIC HIGHLANDS With 1 1/2 Miles Frontage on Both Sides of OCEAN BOULEVARD Also on Bayside Drive, Highland Ave. and Adjoining Roads With a Magnificent View of SANDY HOOK BAY AND ATLANTIC OCEAN TO BE SOLD SATURDAY, AUGUST 27th

At 2 o'clock, on the premises, rain or shine, in large tent, by BRYAN L. KENNELLY, Inc. Real Estate Auction Specialists Since 1847 149 BROADWAY (Singer Building) NEW YORK TELEPHONE CORTLANDT 151. WRITE OR TELEPHONE FOR ILLUSTRATED BOOKLET

FACTORY PROPERTY SALE OR TO LET REAL ESTATE BROKERS LONG ISLAND CITY Factory 5,000 to 100,000 sq. ft. Water Fronts; R. R. Sidings. ROMAN-CALMAN COMPANY Real Estate in all its branches 18 EAST 41ST ST. 407 BROADWAY, 175 FIFTH AVE. 245 W. 57th St.

CROSS & BROWN COMPANY Real Estate in all its branches 18 EAST 41ST ST. 407 BROADWAY, 175 FIFTH AVE. 245 W. 57th St.

Specialists RE Patterson 837 Manhattan Ave. N.Y. Telephone Greenpoint 1200

Commercial Property Spear & Co. 840 Broadway, New York

REAL ESTATE BROKERS HESS PROPERTY 18 EAST 47th St.

Douglas L. Elliman & Co. 110 EAST 47th St.

Wood, Dolson Co. Broadway, Cor. 60th St.

REAL ESTATE AT AUCTION JERE JOHNSON JR. CO. 80 NASSAU STREET, NEW YORK