

# THE REALTY MARKET IS A LIVE ONE; HERE'S PROOF

## NEW JOBBING CENTER TAKES DEFINITE FORM

### Property West of Hennepin Experiences Boom—Largest and Most Prominent Wholesale Concerns Propose to Build New Stores or Warehouses Where Trackage and Freight Depots Are Handy.

RECENT developments in real estate movements and prospects for more transfers of valuable property promise big things for the great North Side jobbing district and distributing center.

Several parcels have changed hands lately, as is readily ascertained, affecting the future disposition of the block bounded by First and Second avenues N and Fourth and Fifth streets. The latest news is the ten-year lease by the John C. Johnson company of a building to be put up by Charles A. Bovey, at the southeast corner of this block, or the northwest corner of First avenue N and Fifth street.

Backbone has been put into this district by the report that W. W. Hefflinger and other business men of the district north of Hennepin avenue have determined to form an organization to promote the interests of the territory beyond Hennepin to Tenth avenue between Seventh street and the river. The plan will be to develop this part of the city as the main wholesale and distributing district, so as to make as compact a jobbing market as possible.

"No section of this city shows as good prospects as this great district, which is so close to the big distributing freight depot," said a big manufacturer recently.

Some of the Big Ones. The Hurty-Simmons company is figuring on a building at the corner of Second avenue N and Fourth street. The W. S. Nott company will have a new \$150,000 building at Second avenue N and Third street.

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Room to the North. Across the railroad tracks, however, the new Boardman trackage property, from Fourth to Third street, is being prepared for the market and will relieve the situation and at the same time make an extension of the district northward, without taking any appreciable distance from the great railroad freight houses.

Where Freight Goes. "Few persons realize how great a percentage of shipments, especially to the west and southwest, start out of the Northern Pacific, Great Northern, Soo, Omaha, Wisconsin, Central, St. Louis and Burlington depots, as compared with the South town lines, where the haul is longer.

RENTERS WASTE MONEY. Real Estate Man Tells Why One Should Buy a Home.

To the Editor of The Journal. About three weeks ago an article appeared on your real estate page. "Can a man save money by building his own home?" The "poor working man" was well answered, but one strong argument was not brought out in the economy of being a home-owner.

It is true that a property costing about \$1,400 will readily rent for \$180 per year, and while 6 per cent interest amounts to \$84, it must be taken into consideration that the amount the home-owner would have so invested is generally deposited in a savings bank paying 3 per cent interest. This being the case, the interest charge against \$180 rental should not exceed \$42, or a saving of \$138 per year to the owner of a home. Nearly 10 per cent on the investment.

And certainly taxes, insurance, repairs and depreciation will be wholly offset by the wear and tear on the furniture of the man who must move, if renting, on an average of at least once a year.

Too often the drayman's charge, the cutting over of carpets, shades and draperies and breakage are entirely forgotten, to say nothing of the uncertainty that forever hangs over the renter. Here today—where tomorrow? These items, if properly accounted for, will more than offset the carrying charge of a home.

Then, too, the continual renter never feels as he could buy many of the things desired, because what fits here today may not find a place in the next rented house. The money that should be spent for the betterment of the home and to make it more homelike, is spent for unnecessary food or clothing, or articles of no substantial value.

The dollars and cents side of this

question is more than on the side of the "poor workingman" who would own his home. Once the home is acquired, permanent improvements, not outside the house, but in profitably arranging the garden, are soon made, and there, too, is accomplished another saving.

Once a property owner, a vital interest in municipal affairs and the interest in improvements in your section of the city is soon felt, which is bound to enhance the value of your home investment. The officeholder of your ward fully realizes that he must properly conduct the municipal affairs, as you are a permanent constituent, and thereby hang on his future.

HOW TO SELL REAL ESTATE. Minneapolis Man Gains Many Valuable Points in Los Angeles.

"Los Angeles infection" marks for its own nearly every Minneapolisite who visits the California city. Real estate features are the talking points of these returned enthusiastic tourists and all express wonder at the low comparative values in Minneapolis, with its superior advantages, from a commercial standpoint, over its California rival for publicity.

Other features of Los Angeles are the "stand-together" and the hoisting privileges of the Los Angeles. Never a word is breathed by the citizens that might be taken as a knock against the city. Everybody is of the most optimistic temperament and the characteristics of their city are always painted in high colors.

Los Angeles observations by Minneapolis are read with avidity in this city. The latest contribution is from a real estate man, an active and observing member of the Minneapolis Real Estate board. Wallace H. Davis, vice president of David P. Jones & Co., writes The Journal from the Southern club, at Los Angeles:

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estate owners and agents of our own city. "Los Angeles, Cal., is growing rapidly in every direction, but is active especially and marvelously in building real estate operations, and it does seem that we can glean some valuable ideas from its remarkable growth, and apply them to the upbuilding and development of our own city.

"The paramount question of the real estate owner and broker is how to increase the value of the property, and how secure buyers for the same, and I believe that the real estate owners and brokers of Los Angeles have discovered the answer to this question.

"I will limit the answer to unimproved residence property. An owner of such property, either a private person or a corporation, buys a tract of land, has it surveyed and platted; grades the streets; lays cement sidewalks, curb and gutter; places ornamental street lighting; and the tract is ready for sale.

"The object of all these improvements to the land itself is to make it more attractive to the possible buyer, and when the real estate agent takes him out to view the addition, it needs little oral argument, and his customer generally makes a ready buyer, and under these conditions sells much easier and for much better prices.

"I interviewed in this city one large operator in high-grade residence property who had purchased a tract of 100,000, and spent another \$100,000 in simply embellishing it, as outlined above, and then put it on the market for sale. This operator told me that he had sold \$400,000 worth of property in this tract in two years, and still had the better one-half remaining unsold.

"I appreciate that the illustration is remarkable, but it is a typical one in this city, and it contains a principle that is vital and valuable. That is, that we in our city should prune and trim up our property before we put it on the market for sale, if we desire to get quick and satisfactory results. I believe there are as many buyers for real estate in Minneapolis as in Los Angeles; we certainly have a more beautiful city, especially in our parks and long parkways, and it is only a question of 'dressing up' our real estate in order to get similar results."

Ventilation Without Draft. An ingenious householder recently added two conveniences to his house which may be suggestive to other home-makers. There was a sleeping room in which the bed and window were so related that if a window was opened at night there was a direct draft on the bed, and in the summer a flood of early morning light. To obviate these annoyances he made a wooden frame such as he would have built for an ordinary window screen and stretched white oilcloth tightly over it. The frame was made the size of the lower window sash and provided with two hooks on one edge which fitted into corresponding screw-eyes on the side of the window frame nearest the bed. These hooks and eyes served as hinges, and an eight-inch hook on the lower edge of the frame fastened into an eye on the window sill a few inches from the hinge side and held the screen fast at an angle of about forty degrees. The oilcloth obscured the light sufficiently and the current of air was diverted from the bed. The amount of ventilation, of course, was regulated by adjusting the window sash.

Then along would come heavily loaded freight wagons, with four or six horses, from an iron arch resting on the hames. And then would appear the stages at a swinging trot, full inside and out with passengers, the driver holding the reins proudly over four horses which dashed on with open nostrils, as if each one knew he was carrying the United States mail. I remember one roan team especially, for more than once I saw the great leader—he was then and is now my ideal horse—with a long streamer from his hames, indicating that Mr. Clay or Mr. Benton or President Polk, or some other great man, was aboard.

"And as for the driver, I honestly believe that had the choice been given me, or any other small boy, between taking his place and that of the president, we would not have hesitated a moment—the driver was the greatest, the most envied man in the world.

"There was the night Boston mail, the St. Louis, the Northwestern, the Great Eastern and the Great Western mails. The latter left Washington at 9 p. m., and Baltimore at 7 p. m., and reached Wheeling in thirty hours, Columbus in forty-five and one-half, Indianapolis in sixty-five and one-half, and St. Louis in ninety-four hours. It left Wheeling in the early morning and passed our house with the regularity of a clock about 3 o'clock the following morning."

The Stage Coach. Another and more critical point of view of the glories of the stage coach is given by Mrs. Trollope, who says: "The coach had three rows of seats, each calculated to hold three persons, and as we were only six we had, in the language of Milton, to 'inhabit' this exalted abode and accordingly for some miles we were tossed about like a few potatoes in a wheelbarrow. The vehicle had no step and we climbed into it by a ladder. When

As a Boy Saw It. General Schaff, in his reminiscences of "Etes and Kirkersville," recounts vividly his boyhood impressions of the road. "Here and there in the procession," he says, "were parties on horseback.

As It Was in 1830. "Wheeling is the point at which most travelers from the west leave the Ohio to take the stages which travel the mountain road to the Atlantic cities."

This is the reason Mrs. Frances Trollope, mother of the English novelist, gives in her book, "The Domestic Manners of the Americans," for her circuitous route in 1830 to New York from Cincinnati, where she had been living for two or three years. In those

days there was only the one trans-Allegheny highway—the National road—and eastbound travelers had to journey north or south until they reached it.

Its fine construction and ample proportions impressed all who passed over it. Even the iron arch, which served as a swinging trot, full inside and out with passengers, the driver holding the reins proudly over four horses which dashed on with open nostrils, as if each one knew he was carrying the United States mail. I remember one roan team especially, for more than once I saw the great leader—he was then and is now my ideal horse—with a long streamer from his hames, indicating that Mr. Clay or Mr. Benton or President Polk, or some other great man, was aboard.

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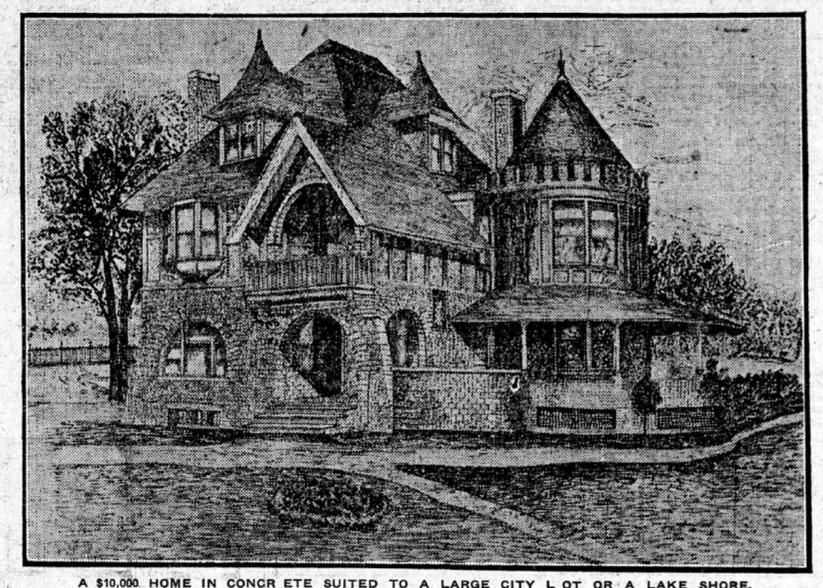
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ARTICLE V. What may be accomplished in the way of Fine Homes.

The writer of these articles would like to have the names and addresses of several contractors and workers in cement, to whom he will gladly send free, circular information on this topic. Address at Minneapolis, Minn.

FROM the modest cottage illustrated last week to the large, roomy and imposing structure shown below may seem to some of The Journal readers a sudden, if not extreme, transition. It must be remembered that these articles are intended to show, primarily, that concrete construction should not be confined to its present narrow limits; that having attained a high standard of



excellence in the hands of the engineer when used in heavy construction; having permitted him to take liberties with it that he would not have attempted with any other material, it has proved its ability to take care of itself when it invades the field of domestic construction, since the greater must include the less, in physics as in logic.

This house is intended to have ten rooms, exclusive of the attic, but the first floor is so planned as to afford wide vistas thru the various rooms. The sitting room is placed in the circular porch, having its wide, circular porch carried around to the rear. Its fireplace and mantel are built of concrete, as also is the one in the parlor to the left of the entrance porch.

The dining room is located to the left of the sitting room, and is lighted by a large, circular window in the rear. The reception hall is a very spacious affair, lighted by a stained glass window, located in the wall, extended to receive it, adjoining the circular portion and below the roof dormer. It also has a window at the half-way landing of the stairs, seen in the side wall, as well as the one opening onto the porch, and

that was removed I remembered, with some dismay, that the females at least were in the predicament of sailors who "in danger have no door to keep out."

"English travelers generally were rather hostile to these coaches. Fanny Kemble, the actress, who traveled in the United States in 1832-33, writes of them: "Oh, these coaches! English eye hath not seen, English ear hath not heard, nor hath it entered into the heart of Englishmen to conceive the surpassing clumsiness and wretchedness of these leather inconveniences. They are shaped something like boats, the sides being merely leather pieces, removable at pleasure, but which, in bad weather, are buttoned down to protect the inmates from the wet."

"There are three seats in this machine; the middle one having a movable leather strap, by way of a dossier, runs between the carriage doors, and lifts away, to permit the egress and ingress of occupants of the other seats. For the first few minutes I thought I must have fainted from the intolerable sensation of smothering which I experienced. However, the leathers having been removed, and a little more air obtained, I took heart of grace and resigned myself to my fate."

Board Cost \$7,000,000. The National road was constructed at a total cost of approximately \$7,000,000. It was projected in 1805 in compliance with a compact made between congress and the state of Ohio regarding the non-taxation of public lands. Permission had to be secured from the states before the government could build thru their domain and the contract for the first section was let at \$21.25 a rod in 1811.

A sort of right-of-way, eighty feet wide, was cleared of timber and stumps and the roadbed itself was thirty feet wide. It was constructed under the supervision of the war department. It



THE STAGE COACH—THE LIMITED EXPRESS OF THE OLD ROAD.

seen thru the side arch. But little wood is used in the interior finish of the reception hall, the decorations being worked out in molded panels in the concrete, and the whole surface tinted in harmonious colors.

The fireplaces also are treated with delicate designs in relief and enlazed tile set in the breasts, as the work is built up, after a carefully detailed plan worked out in colors before the work is begun.

Walls Monolithic. The outside walls are monolithic throughout. The arches are cast in the solid, and the arch-stones are carefully laid out on the boxing and the joints afterwards pointed up when the work has seasoned. Thus the buttressed wall in front is a solid portion of the arches, which meet at that point on the right, and the same is repeated on the left to give seeming resistance to the arch for

materials used, the proportions of each used in the aggregate, and the manner of using the combine when placing in position. Unless the forms (and this is true of blocks as well as in solid construction) can be left in position for at least one day the best results cannot be obtained. Some manufacturers, however, remove forms immediately.

Enough water must be used to produce correct crystallization of the cement, or density and strength will be sacrificed. In the manufacture of blocks we find advocates of "wet" and "dry" mixtures. In the dry process the mould is to be removed as soon as tamping has been completed. This cannot be safely done unless the mixture is dry enough to "stand up," and the block must stand for some hours before it is safe to add the additional quantity of water needed by sprinkling.

In the interval between molding and sprinkling, partial crystallization has

taken place; that is, the mass has "set" to the limit of the moisture supplied in molding, but not to the extent of the capacity of the cement to absorb that without which it is an inert and useless mass. Complete crystallization cannot be accomplished after setting has begun by the addition of more water, and checks and cracks are pretty sure to result in the end when the blocks are thoroughly seasoned.

The mortar must be at least as plastic as that required by the bricklayer when laying brick or stone, and when this amount of water is provided the mixture will not "stand up" when the mould is removed, but it will make a waterproof block when properly cured. It will not do to omit the sprinkling of blocks made in this way. The curing room should be planned to exclude sunlight and currents of air, the blocks being sprinkled several times daily for a week, not should they be used in the wall for two or three weeks after making.

One manufacturer says there is a happy medium between the wet and dry. This, he says, must be used to insure success.

Investigating the death of a child, London lodging-house inspector found a room at the East End in which thirteen Russians slept. Their beds almost touched, there was a stove in the middle of the room and no ventilation, and water was running down the window panes in streams.

An English butler who committed suicide left for his employer a note in which he said: "Only have gone to a better world last night, only this being your 'at home' day. I thought I would wait until tonight, when you would find everything all right in the pantry."

One to Twenty Acres. Of as fine land as can be found on the new line to Minnetonka, just inside the city limits. One block to car. We will plat and sell in lots if desired. No fine location exists than this for a gentleman's home. Nice grove on this land. Lies high, overlooking the city. Lots selling for \$150 each. Special inducements to those who will build homes costing \$1,500 or more. Also have 40 acres on same line outside the limits.

10 acres across the city line on Sixth and Humboldt avenue No. 10 acres just off Portland avenue outside city limits, under cultivation. Block of 30 lots, or about 5 acres, on Park avenue and Fifth street which we can sell cheap and on terms.

\$2600—Such a snap already! Shust think vot it vos. A beautiful home built two years ago, located on a fine large east front lot. House is modern with hardwood finish, 7 large rooms, reception hall, combination stairs, fully equipped bath with open enameled plumbing, and a hot water heating plant costing \$325. Easy terms if desired. This is a snap.

Morrison-Crittenden Co. Phoenix Bldg.

A Few Special Bargains In Real Estate

\$9000 For corner in the business section, 55 ft. on 12th st., 117 feet on 1st av S. Improved by 12-room house, renting for \$50 per month. A coming piece of property and very cheap. Must be sold within the next few days. Come in at once for full particulars.

\$15000 For fine, prospective business property on 5th st. Lot 72 ft. on 5th st and 165 ft. in depth. Improvements renting for \$75 per mo. Cannot be obtained at this figure after March 1. Let us give you all the facts at the office.

\$18000—First-class business corner, 2d av N and 3d st. This is absolutely the lowest figure; 66 ft. on 3d st and 100 ft. on 2d av N. Rear 62 ft. of same property for sale at \$11,000. We also offer inside lot adjacent on the north, 66x162 ft., at \$21,000, making the entire double corner \$50,000. The best location now available for a large wholesale or manufacturing site. We are the only people who can deliver this entire property at these figures, as we absolutely control it. Let us give you full particulars.

Let us rent your houses for you, write your fire insurance and sell your real estate.

Moore Bros. & Sawyer 311 NICOLLET AVE.

The Finance Company of Minnesota. H. F. Newhall, President. 550 TEMPLE COURT.

\$1200 For 20 acres beyond Cedar Lake; nice for chickens or garden. The cheapest piece offered so near the city.

\$160 Acres near Lake Sarah, in Hennepin county, at \$35 per acre. \$750 All cash will buy lot 50x160 in Lake of Isles, near 25th st.

\$3500 Only buys quarter acre and room house, near University. \$1200 For 7-room house in New Boston; \$150 down, balance \$15 per month.

\$1200 For ten lots in New Boston. \$125 Buys lot with city water, 18th av S, inside 35th st. \$200 For lot on Pillsbury av, near 35th.

\$4500 Buys 11-room modern house on corner lot, near Hennepin and 27th st. Can readily be made into a duplex house, and the location will make it rent well. MONEY TO LOAN ON CITY MORTGAGE.

Lake Minnetonka and in two months cottagers will begin moving out to the Lake. It is time that you begin looking and seeking for your location if you wish to buy. We are able to help you locate.

At Interlachen we have an 8-room furnished cottage with 150 feet of shore, trees, water and rowboat, for \$2250. At Zumbro Heights, 7-room furnished cottage and boat and barn, for \$2000. At Connors Bay, very nice place of 3 rooms, bath, laundry, range, sink, and closets; also fine shore and 1/4 acre ground, for \$3000.

A few good lots left yet, fronting on Crystal Bay and only two blocks from Minnetonka Beach Station, at from \$550 to \$1200 each.

A choice acre tract on south shore of Upper Lake, good trees and a clean water front; 14 acres with 1000 feet of shore. Small acre tracts at the Lake are scarce. This one won't last long. See that you get it.

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T. J. JANNEY 103 Phoenix Bldg.

\$26,000 Will buy a four-story brick building on Hennepin avenue, between Third and Fourth. Lot 25-5x100. Mortgage \$15,500, 5 per cent. Rents \$2,420; will net 9.85 per cent on equity after paying all expenses, or 7 per cent net on \$26,000.

MINNEAPOLIS TRUST COMPANY, Hennepin and Fourth St.

LOOK AT THIS! \$10,000 for a house and lot on Ninth street south, between Hennepin and Mary Place. House rents for \$50 per month; lot 50x167.

MINNEAPOLIS TRUST COMPANY, Hennepin and Fourth St.