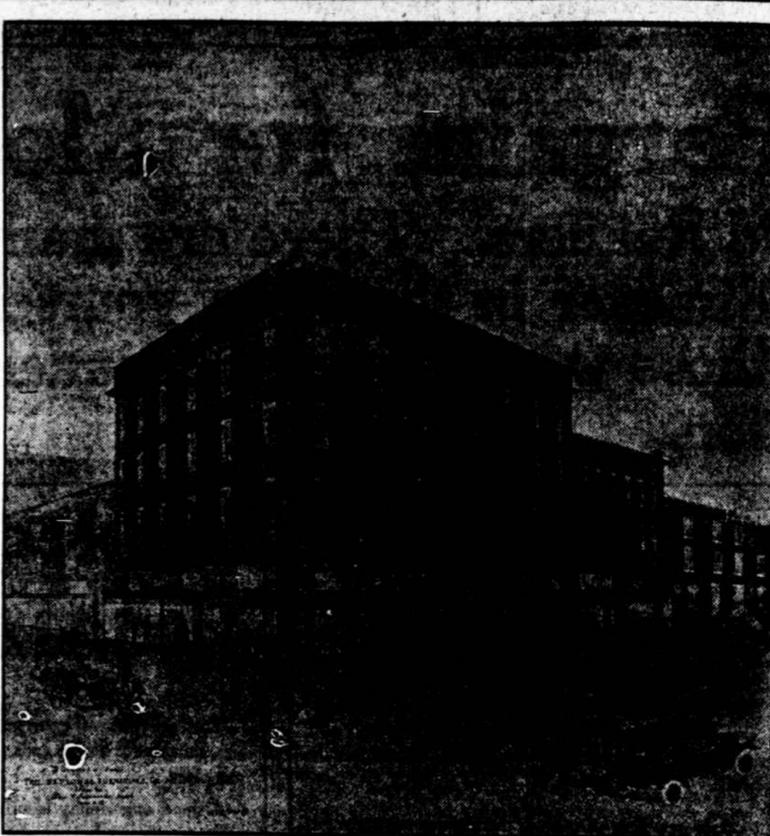


BROKERS MUST WATCH FOR IMPROVEMENTS WHICH CREATE NEW LAND VALUES

MANY ELEMENTS HELP TO INCREASE PROPERTY WORTH Good Salesman Has Eye On All Community Activities. MUST BE EXPERT Should Know Every Railroad Line in County, Says National Real Estate Journal.

Real estate brokerage readily classifies itself into several divisions, each one a business in itself. An expert in any one is bound to make more money than a broker who is a Jack of all divisions and master of none, says the National Real Estate Journal.

FURNITURE COMPANY ADDS TO STORE



Remodeling of the newly acquired building of the National Furniture Company, at Seventh and H streets northwest, was begun this week by Winfield Preston, builder. The enlarged store is expected to be ready for occupancy by September 1.

PERMITS INDICATE BUILDING BOOM

Single Homes Lead in Work Being Done by Local Contractors. A brisk market in realty construction and sale is indicated in the permits issued last week by John L. Healy, District Building Inspector.

Lots at Clarendon Heights Finding Earnest Buyers

The Kay-Alger Company, Inc., with offices in the Bond Building, have been given exclusive sale of Clarendon Heights, a beautiful addition to Clarendon, Va., owned by Ashton C. Jones.

BUILDERS BEGIN CONSTRUCTION OF LEE APARTMENTS

New Hamilton Hotel, at 14th and K, Will Have Eleven Stories. Construction of a \$1,600,000 apartment hotel, to be known as the Lee House, at the northwest corner of Fifteenth and L streets, has been started by the R. P. Whitty Company for the promoters, the Kenwood Corporation, comprising prominent local and out-of-town interests.

Questions and Answers

The term proper lubrication has no very exact meaning for the average car owner, and yet it can be defined exactly. It means the quality of oil needed by the individual part, supplied in the proper quantity, neither too little nor too much.

MICHIGAN PIKERS' TOURS PRAISED AS GOOD ROADS BOOST

Annual Trips Spur Towns Along Route to Make Good Showing. DETROIT, July 9.—Results count in everything and the following editorial, published in the Sault Ste. Marie (Mich.) News, by its editor, Norman H. Hill, tells a story.

Here's an Opportunity to Buy a Wonderful House With Spacious Grounds at Amazingly Low Price

Close to Sixteenth Street in a neighborhood that is exceptional is this 11-room house, with 3 baths, sleeping porches, front and side porches on first and second floors; hot-water heat, electric lights, magnificent fixtures.

Price, \$8,250. \$500 Cash—\$75 Monthly. Corner Princeton and Park Place N. W. Facing Soldiers' Home Park.

Advertisement for H.R. Howenstein Co. featuring a house and text: 'Price, \$8,250. \$500 Cash—\$75 Monthly. MAKE EARLY SELECTION AND HAVE HOUSE FINISHED TO SUIT YOU.'

Advertisement for H.R. Howenstein Co. featuring a house and text: 'Price Cut to Quick—Owner Must Sell His Smart Connecticut Ave. House. Prewar Cost of Building This House, in Exclusive Section, Just Over Million Dollar Bridge, Touched by Price Asked.'

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