

CHEVY CHASE TERRACE LOTS SELLING FAST

Most Comely Residential Park Is Attracting Home-Seekers from All Parts of Washington GIVE TERMS ON PURCHASES

Prices Range from \$600 to \$1,500, 10 P. C. Down, Balance Over Period of 4 Years

Caught in the whirl of a nationwide realty boom, Washington exclusive land developments are reflecting the most healthy condition ever known in the city.

Outstanding because of its rapid strides, Chevy Chase Terrace, termed Washington's most comely residential park, is a fair example of the subdivision development now in progress in the Capital. Minor Cooper and Gray, Inc., instigators of the Chevy Chase Terrace, report property sales in that section aggregating more than \$122,000 in value. Reports of this character indicate the city's movement of residents here to move to the outlying sections of the city. The call for property in the suburb has been stronger this year than ever before. Hundreds of buyers of property have inspected subdivisions, and a majority have succumbed to the urge of home ownership.

Chevy Chase Desirable.
It is conceded by those familiar with Washington that Chevy Chase holds the unique position of being located in the most desirable section of the city. Chevy Chase Terrace, situated in the very center of this area, has lured many buyers to the point of actual purchase because of its tempting location.

In these modern days persons desire to locate away from the hurry and bustle of a thriving city. They demand scenic beauty, location, moderate prices, and above all exclusiveness. Chevy Chase Terrace, according to Minor Cooper and Gray, Inc., claim that its subdivision boasts of these requisites.

Commanding a view overlooking the entire property of Chevy Chase Club, the rolling Bradley Hills, Edgemoor and Drummond, Chevy Chase Terrace is considered to hold the most enviable position in this section of the country. It is claimed that the improvements installed at the terrace are superior to any subdivision in the city.

One-third of the area of this attractive tract has been sold in the past few weeks. Desirable plots are still unsold, but it is understood that the entire section will soon pass into the hands of discriminative buyers. Warning is sounded to those future home builders to investigate this subdivision before the land has been sold. "Select early," is the advice of those who have already purchased there.

Chevy Chase Terrace can be reached in the following manner: Drive out Connecticut avenue to Bradley lane, out Bradley lane to Wisconsin avenue, turn to the left for 150 feet to the property; or drive out Massachusetts avenue to Wisconsin avenue and out Wisconsin avenue to the property. It can also be reached by taking the Connecticut avenue street car or Rockville car and walk to the property.

Terms Are Given.
One of the many features of the tract is the plan to keep the grounds in perfect order by a resident association. Buyers will enjoy the full restriction of property there. Lots in that section are selling for \$600 to \$1,500. Terms are 10 per cent cash, the balance to be paid over a period of four years. Minor, Cooper and Gray, Inc., have offices in the District National Bank, 702-704.

Buyers of property there have already started their building programs. Plans for twelve homes are now under way. The erection of a 75-foot-wide boulevard in Chevy Chase Terrace has been completed, and plans are now being formulated for the building of another thoroughfare.

It is claimed that the terrace possesses an altitude higher than that of any other surrounding division. It is expected hundreds of Washingtonians will inspect this subdivision.

Home Building Makes Citizens, Claim Realtors

Plan Proposed to Help Honest Capital Residents Buy Own Houses.

Home building is the key to permanence of Washington residents, realty experts declare.

One leading real estate broker suggests the following method for the establishment of more homes in the city. His plans include these provisions:

Loans of 50 per cent of the total value of the proposed residence and land will be made to persons whose honesty is established.

Home building agencies pay bills as they become due, giving the builder advantage of cash prices.

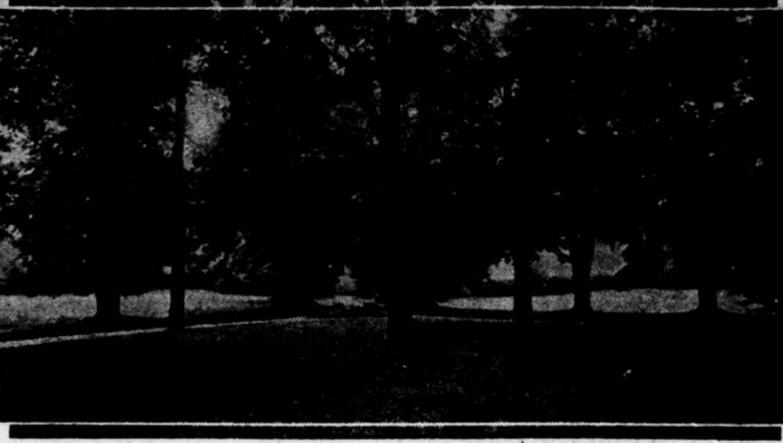
Repayment is required in a maximum of twelve years.

"Home building is as easy to finance if one knows how to go about it," declares a realty authority.

"If a man's credit is good, ready assistance is available in building a home," he says. "Of course, if he does not pay his bills and can't keep a job, it would not benefit him to borrow money for a home and get his financial affairs more complicated. But if a man is square he ought to have the money."

For instance, on a house to cost \$4,000 and lot costing \$1,000, the broker's plan would include a loan of as high as \$2,000. The method of this financing is to pay the bills for the house construction as they come in. In this way the builder gets the advantage of buying for cash, and also experience and assistance in contracting and building.

SCENE from Woodside Park, where hundreds of prospective home-seekers are flocking. All Washington is familiar with this stretch of picturesque land once known as the Noyes Farm. Woodside Development Corporation is progressing rapidly with this project, developing it into a model home colony. Hopkins Land Co., Inc., and Thomas E. Jarrell are the sales agents.



Modern Houses Show Progress In Architecture

Book Will Have Variation of Designs to Meet Demand.

"The collection of plates illustrating American homes, gathered by Charles S. Keefe, architect, in his book, 'The American House,' holds a promise of many an enjoyable hour to the professional builder, architect or layman," says the National Real Estate Journal.

"The houses shown have been built during the past few years and are all distinct improvements on the residential architecture of the average American city.

"A variation of house designs wide enough to meet any demand is given in the grouping of plates illustrating homes in the Colonial, Georgian, Italian, Spanish, French and English styles, each group containing noteworthy examples ranging in size from the stately country home down to the homelike cottage.

Realtors will enjoy and profit by studying this inspiring collection of homes."



Realtors will enjoy and profit by studying this inspiring collection of homes."

\$1,000 CASH And Monthly Payments

New six-room house with every modern improvement in beautiful Lyon Park, Va. One block from trolley.

ALSO
Modern five-room Bungalow, \$6,500.
Five-room Bungalow, one acre of ground, \$4,500.

Inspect These Homes Today

Inquire at Lyon Park Office

How to Reach Lyon Park

1. Take Falls Church line trolley at Mount Vernon Railway Station, 12th street and Pennsylvania avenue. Get off at Lyon Park Station. Commutation fare, 10¢ cents.
2. Drive over Highway Bridge and Military road, over concrete road south of Arlington Cemetery to Hatfield and thence on road along trolley to Lyon Park.
3. Phone Main 1145 for salesman to drive you to property.

RUBY LEE MINAR

Lyon Park Office Phone Clarendon 487

RENTAL INSURANCE LATEST IN ITS FIELD

Many Concerns and Individuals Take Up Device of New York Man.

CHICAGO, Nov. 24.—Insurance of rentals under leases against loss from any cause except fire is the newest thing in the real estate and insurance world.

B. W. Duffin, a New Yorker, originated the idea and submitted it by mail to Lloyds, England. They called him to come over. He went across last August. The result is that Duffin & Co., of New York, have the American and Canadian rights and the new type of insurance is already in full swing in New York.

The biggest real estate management firm in Gotham, handling gross rentals of more than \$4,000,000 annually, has adopted the idea in all its leases.

William O. Packard came to Chicago a few days ago and opened offices in the Harris Trust building as the midwest representative of Duffin & Co.

The new method, Mr. Packard ex-

Lively Building Activity At Harbin, Manchuria

There is lively building activity at Harbin, Manchuria, and consequently much demand for building hardware, according to a report to the Department of Commerce from Consul C. C. Hanson.

Financial conditions are such, however, that buildings and mortgages go up together. Frequently the second story of a house is built on capital obtained by mortgaging the foundation and first story, and many houses stand unfinished because funds for their completion are lacking. The excellent harvest has made money easier, and dealers are looking with optimism on the future.

plained, is cheaper and easier than making the tenant give bond. It is part of the lease and the tenant pays the cost of the insurance, which is at the rate of 75 cents on \$1,000 of gross annual rental.

Of course, the new insurance can be used in apartment leases as well as offices or stores. Real estate mortgage bond houses, Mr. Packard says, are looking favorably on the project.

BOOM GIVES CHANCE TO OLD PROPERTIES

E. R. Lewis, of Johnson Company, Urges Owners Sell on Time Payments.

Owners of old property in Washington are offered the opportunity to dispose of their holdings through the real estate boom now in progress in the city, according to E. R. Lewis, manager for the F. M. Johnson Company, who recently addressed employees and clients of his firm.

Mr. Lewis made the prediction that within a short time there will be many vacancies in old properties owing to the erection of many new apartments and buildings. He urged owners of old properties to allow their tenants to purchase these places for small cash payments and easy monthly terms. In this way, he said, persons of moderate means could be placed in a position of independence that would tend to make them better citizens.

Among those present were F. M. Pratt, formerly in the Government service, now with the F. M. Johnson Company; Ira E. Keller, prominent contractor of Lexington, Mo.

REAL ESTATE TITLE VITAL TO TRANSFER

A. H. Lawson Cautions Class to Learn Transaction Process.

Methods used by title companies in closing real estate transactions were told to members of the real estate class of the Y. M. C. A. by A. H. Lawson, local title company official, at a meeting of the class this week.

It was pointed out that in the sale and transfer of real estate there are certain details of settlement that do not appear in the transfer of title to personal property or general merchandise. There are certain fixed charges, Lawson said, such as taxes, insurance and interest, that run against real estate as well as income from rents.

In closing a sale transaction in order to equitably adjust these charges, it is necessary to calculate mathematically the pro rata basis upon which these various items should be distributed, it was declared. The purchaser is allowed credit for all standing charges that are not payable in advance, but which have accrued to the date of settlement.

Rapid Building Record Shown by Cape Charles

CAPE CHARLES, Va., Nov. 24.—Cape Charles may not be moving along as fast as some of the larger cities, but it is believed to exceed that of any other town in the East under 10,000 inhabitants in the way of a building campaign during the last eighteen months.

While there has not been, in the town of Cape Charles anything so welcome as a "building boom," still the appearance of Mason avenue, as well as other sections of the town, has been changing steadily, and in the business section brick and stone buildings are regularly replacing old wooden structures.

If You Act Today You May Get This Home!

Frankly, we do not expect that it will be necessary to advertise it again. The value is there—there's no question about it. The lucky purchaser will be the first to act, that's all there is to it.

ON QUEBEC PLACE

Just East of 13th

PRICE, \$7,850

\$1,500 Cash; \$75 Per Month

7 Sold--1 Left!

Thoroughly modern in every respect, and built by C. H. Small. It contains 6 fine big rooms, tile bath, hot-water heat, gas, electricity, bright kitchen with plenty of pantry space.

Built in garage; two rear porches; hardwood floors and trim throughout.

Open Today and Sunday

McKEEVER and GOSS

1415 Eye St. Main 4752

INSPECT AT ONCE

Price Reduced for Quick Sale
2331 20th St. N. W.
Price \$13,500

Beautiful tapestry brick home on 20th Street near Belmont; six large rooms and sleeping porch; double garage; in excellent condition; must be seen to be appreciated; an opportunity to secure an attractive home in this delightful location at the right price.

WARDMAN

1430 K Street N. W. Main 4190

A New Suburb for those who Appreciate Fine Things!

Jefferson Park

Only 18 Minutes From the Heart of Washington

On the upper side of the Mt. Vernon Highway, only 5 miles from the Potomac Park entrance to the Highway Bridge. A beautiful spot, overlooking the majestic Potomac—high and healthy.

Rigid building restrictions will protect buyers; the environment will be perfect.

Streets will be 40 feet wide; cement gutters, sewers, sidewalks, electricity, and water are a few of the modern improvements destined to make Jefferson Park an outstanding development.

Drive over Highway Bridge, take road to right (Mt. Vernon Boulevard), look for Jefferson Park sign on upper side of road.

Gatewood S. Bennett Exclusive Agent } 837 Continental Trust Building
14th and H Streets North West



Type of home to be constructed by E. H. Mosher, engineer contractor, Munsey Bldg., Washington, D. C.