

AMARILLO DAILY NEWS, SUNDAY MORNING, AUGUST 13, 1922

AMARILLO HAS MANY GOOD REAL ESTATE VALUES

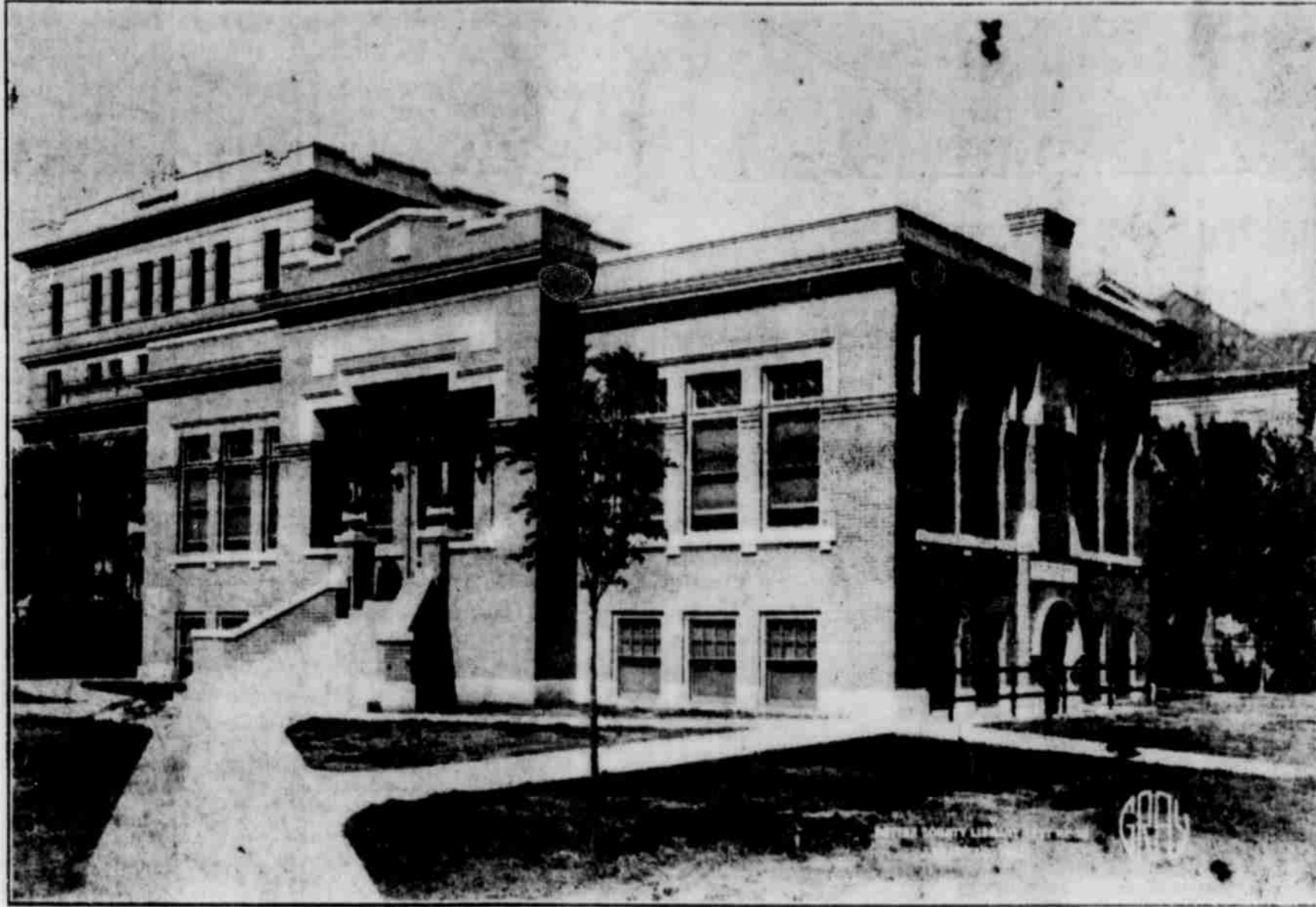
MUCH BUILDING ACTIVITY SHOWN IN YEAR CLOSED

No city in the United States has any better real estate values than Amarillo. Only a few cities have grown from villages within a few years to progressive cities within a few years. A few years ago Amarillo was a cow pasture and coyotes made their home on its site. It is a long trail in most cities from the time that land was worth a few dollars a lot until they are worth the hundreds and the thousands. But scores of Amarillo people have seen the time when property was not worth so much.

Terms that he can meet the payments. The real estate men and women say that they realize that they are increasing the stability of Amarillo's citizenship when they induce people to become home owners. COST OF GOVERNMENT HELD AS UNBEARABLE

WASHINGTON, Aug. 12.—The cost of government has become "unbearable" and a continuation of existing circumstances will lead to conditions similar to those that brought about the French Revolution, Senator Stanley, Dem. Ky., declared in a Senate speech. The senator said that he did not blame any political party, but a "paternalistic regime" for a situation which he fears "will enslave and bankrupt this country."

View of Recently Completed Potter County Free Library



The picture above was recently taken by Gray and shows the beauty of the new Potter County Free Library. The building to the left in the picture is the former "Public Library" on a large site, still remains on the building. Many of the library board are very desirous that this sign be taken down since Amarillo and Potter county now have a splendid home, the first county library building to be constructed in Texas. Seven years ago the city of Amarillo gave the library committee the use of the east half of the second floor of the City Hall for use as a library. After being in this building for some time, it was found necessary to discontinue the use of the City Hall and build a new library building. The committee in charge of the library to see that the library should be maintained.

FOLLOW TWELVE RULES; SUCCEED IN REAL ESTATE

Twelve rules which a conscientious real estate man should always observe but can't be compiled by a real estate expert, as follows:

- 1. Never buy a piece of real estate from a client if you lose money by generally thinking you are "racked."
2. Never advise a client to buy a house beyond his know means; if you know him within his income you may not lose, but if you overbid him you lose your client.
3. Never lose your conscience to make a commission you may lose many times over if you have only one commission.
4. Never try to represent both parties in a real estate transaction; you may be able to give a square deal, but you will think differently some day.
5. When you are called upon to appraise a piece of real estate, be sure you are giving your own opinion, not someone else's.
6. Never appraise a property at more than you think it is worth because the appraiser is for a mortgage loan, and the loan asked is perfectly safe. The average mortgage man figures he wants your judgment of the value of the property, on which he judges the safety of the loan.
7. Never try to negotiate a sale of a loan without knowing all you know about the property. You may temporarily increase your business by concealing later desirable elements, but you never increase your reputation.
8. Never overvalue your appraisal or be afraid of differences of opinion. An opinion may be honest, but if not intelligent, it has no value. Most folks see the best.
9. Never value a piece of real estate on your collection of what it looked like the last time you passed it. A personal inspection is necessary.
10. And the Golden Rule of real estate: If a fellow wants the other fellow, don't let him.

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