

REAL ESTATE GOSSIP

Real Estate Business is on the Boom and Lots Change Hands Rapidly.

MANY NEW SUBURBAN HOMES

Proposed Paving of South Thirtieth Street Will Open Up Picturesque Residence District with Natural Woods.

That Omaha real estate is on the move was clearly shown last week when the reports for the month of January were made up and it was found that the first month of the year had doubled the first month of last year.

February is keeping up the gait and all indications point to a most active season in real estate circles.

Thomas H. Matters announced last week that he would plot the Holdrege tract west of Hanscom park and build some beautiful homes, all in the same style of architecture and yet all different.

The announcement of the Omaha & Council Bluffs Street Railway Company that they would build on West Leavenworth street as far as Elmwood park this season, was welcome news to those living in that section.

The advent of the automobile into the social life of the country is making its coming felt in Omaha by permitting many streets to be built in the country homes which are more accessible to them.

Omaha builders have been shown what may be done in winter in this climate as the way of building. Although the winter has been especially severe at times, several large structures have moved right along rearing their high walls to the sky.

Should the committee of South Thirtieth street property owners succeed in securing assistance from the county commissioners, city council of Omaha and the Omaha Park board for paving South Thirtieth street from Vinton street to the county line, where the street will connect with the national boulevard to Fort Crook.

The large colonial home of William Ayrcroft on Thirty-third between Farnam and Dodge streets, has been sold to Clement Chase.

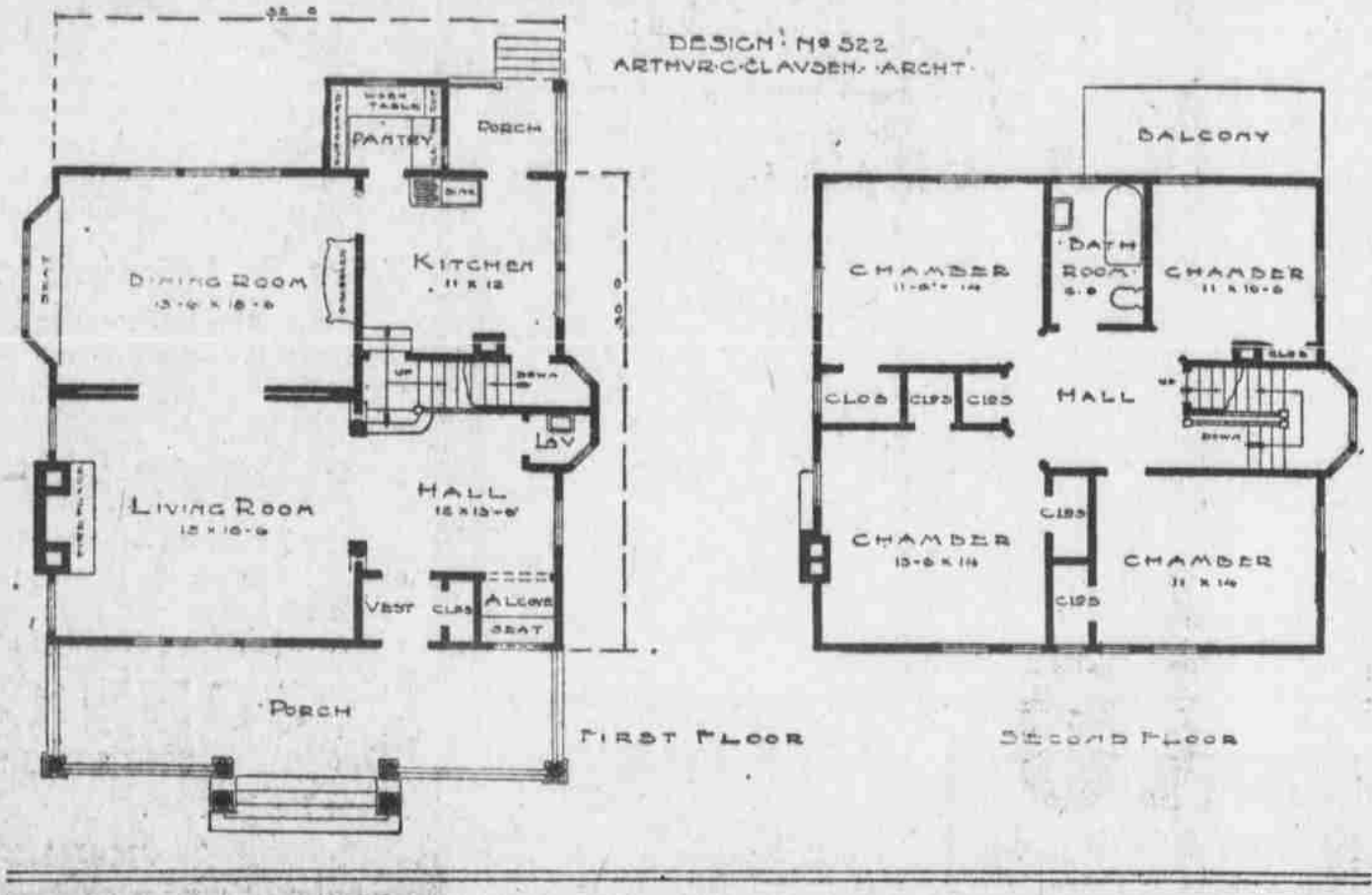
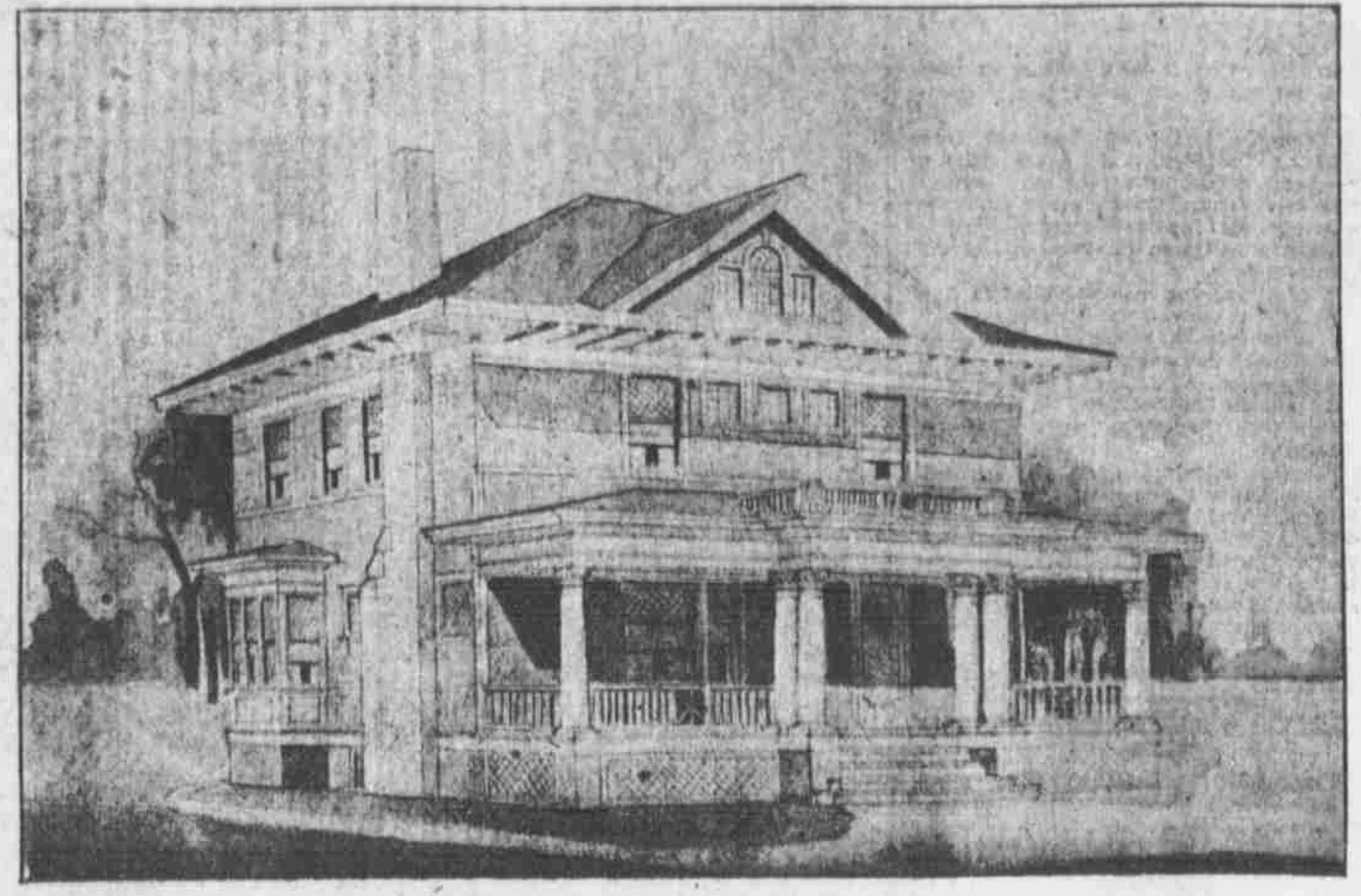
CAISSON CRUSHES A WALL

Big Pressure from Structure Used in Building Bank Too Much for A. F. Smith Store.

Pressure from a caisson filled with freshly laid cement, to have been a part of the supports of the new City National Bank building, pushed its hole into a side wall of the A. F. Smith wholesale jewelry store Friday afternoon, scattering cement and concrete over the interior of the building.

A. F. Smith, the proprietor, and a number of employees were in the room, but luckily out of the range of the flying concrete. The stock shelves, which were standing open, were poured full of cement, which had to be picked out by an expert before the safes could be closed with their valuable contents.

NEWS OF THE BUSY HOME BUILDERS



Getting Best Results in Home Building

Arthur C. Clausen, Architect.

Fireplaces.

IT IS an easy matter to construct a fireplace that will not smoke, although there are thousands all over the country that are constantly giving trouble.

In no case should the flue arise directly from one side of the fireplace, since this would cause it to smoke on the opposite side. The sectional area of the throat and of the flue also, should be one-tenth the area of the fireplace opening.

MR. CLAUSEN'S BOOK

"The Art, Science and Sentiment of Homebuilding." 42 chapters, 200 illustrations and a thousand facts on the planning and designing of every kind of home.

also to lessen the danger of the floor timbers becoming ignited by fire dropping through cracks in the bricks, all fireplaces should be lined with firebrick, and a tile flue is much better than a cement plastered or a pointed up flue.

quites make their way down the opening in the fireplace. When some kind of a damper is provided, this is prevented.

The hearth of the fireplace should extend sixteen or twenty-four inches into the room, and it should be level with the floor. Unless this is specified, the mason will probably build it about half an inch higher, which will necessitate a mending to break the joint.

TOTAL BUILDING FOR JANUARY

Operations Show Increase, but Do Not Come Up to Contractors' Expectations.

Table showing building operations for January 1910, comparing 1910, 1909, and 1908. Columns include City, Cost, and Per Cent. Cities listed include Atlanta, Baltimore, Birmingham, Buffalo, Chicago, Cleveland, Cincinnati, Columbus, Denver, Des Moines, Detroit, Duluth, Grand Rapids, Hartford, Indianapolis, Kansas City, Louisville, Los Angeles, Minneapolis, Milwaukee, New Haven, New Orleans, New York, Oakland, Omaha, Philadelphia, Pittsburgh, Portland, St. Louis, St. Paul, Seattle, Spokane, Toledo, Worcester, and Worcester-Barre.

Ethics of the Real Estate Business

Some Rules of Conduct for Dealers and Points of Difference that Occasionally Arise—Relations of Agents in Dealing Between Themselves and with the Buyers and Sellers—Things One May or May Not Do.

The Omaha Real Estate exchange has been listening during the winter to a number of papers from its members dealing with various points connected with the business. The one recently read by Mr. C. F. Harrison on "Real Estate Ethics," follows:

In this paper I have attempted to answer a few simple questions that are common to all of us in the real estate business. I have purposely refrained from any discussion of the relation of the real estate agent to his client, except as it is incidental, for the reason that another of our members is to present a paper upon this branch of real estate ethics.

If one agent learns that a piece of real estate is for sale by seeing the sign of another agent, has the latter the right to go to the owner and get the sale of the property direct? Answer—Yes, for the simple reason that an agent's sign on property does not mean that the agent has exclusive sale of the property. The only way for an agent to protect himself is to have the contract with the owner, giving him the exclusive right to offer the property.

Another agent has a case of this kind. An outside agent sends him a printed list of descriptions of properties and lands. On examining the list, this agent finds that several of these lands are in a category which he exclusively represents. He asks what is his relation to the outside agent offering the property to him.

This brings up the question which might as well be considered now, whether an agent should always offer original lists or whether he has the right to select the property second hand from other agents' lists and present them to the public or to other agents. This question also involves another more important one, namely: How far is the agent bound in good faith to recognize any list that is referred to him by another agent when later, without solicitation on his part, this same property is referred to him by the owner direct?

Going back to the first point, namely, should an agent refer to his fellow agents and to the public, lists that are not original, I would say it would avoid much difficulty if an agent only referred to other agents and to the public, his own original lists, but I have no fault to find with the practice of one of our best agents, who frequently advertises in the newspapers that are, in many cases, second hand, so far as he himself is concerned, and yet by means of which, he makes very desirable sales.

Referring to the second point, is an agent bound to refrain from selling a customer because he knows that the property has already been referred to him by a fellow agent? Considering the frequent, general presentation of property to customers, that when the agent takes his customer all over the city and points out practically everything that is on the market, in a general way, it would be hardly proper to say that, because one agent had shown the customer the whole town or all that part of it that was for sale of a certain character that no other agent could single out a piece of property and sell this customer, because he had already shown it in a general way, been offered the property.

Another nice question lies very closely to what I have already discussed; namely, how far am I bound to divide commission with another agent who has suggested to me a property which later, without solicitation on my part, comes to me direct from the owner. A moment's consideration will show that the holding of an agent to a division of a commission, if the same could be done, simply by suggesting to him a property might lead to unfairness and difficulty.

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It will be to say to the other agent, "The property is a sure seller and I do not care to divide commission on it. If you, however, can get me a net offer, so I will have my full commission, go ahead."

The discussion of the questions which you have asked me to answer you can see involve a good deal of real estate ethics and real estate courtesy. I will add only one suggestion on my own motion, namely, how far is one agent obliged to disclose the entire offer which he may have for a piece of property, is the agent obliged, under real estate ethics, if a party offers a certain sum for a piece of property to offer that full sum to the other agent or is it proper for him to make a less offer to the other agent on the theory that the other agent if he offers a certain price will want more and if he offers a less price, the other party would then be willing to take the price he is willing to give.

As a last word, however, on the whole subject of ethics I do not think I can do better than refer you to the biblical injunction, "Use few words in buying and selling, let your yea be yea and your nay be nay."

COLONEL C. FANNING TAKES GIBRALTAR ROCK BY STORM

Postal Cards Convey Information that Party Boosts Omaha to the World.

Colonel Charles E. Fanning has sent to Omaha friends cards giving hints of his progress about the old world. One card, carrying a picture of the Rock of Gibraltar says: "This is a great fort, said to be absolutely impregnable, but we took it by storm. Omaha people joyously welcomed everywhere. Here they opened fire from all batteries as soon as we landed. It was noisier than the Dahlgren club on election night with the mayor of Shepley making a speech."

John McDonald, who is with Colonel Fanning, writes to Boss Flynn: "Fanning hasn't had his uniform on yet. Arriving at Gibraltar, we almost had him into it, but he wakened at the last minute. He promised now to wear the outfit in Egypt, but I am not betting on it. Fanning is the most homesick man I ever saw; just like a kid. To hear him talk, these folks will get the idea that Omaha is the greatest place in the world. Fanning's boasting proclivity is the only redeeming feature of his companionship. An afraid he won't use up all his ticket, but cut for home as soon as we strike some port where ships are leaving for America."

When we were visiting the Lighthouse and wireless plant on Europe's Point at Gibraltar, he wanted to blow himself for a message to The Bee and the Dahlgren club. We had to throw him down and take his money away from him; and the struggle almost killed Metz."

Reflections of a Bachelor.

When a man isn't judged by his money it's his clothes. It takes so long to save up a little money we try to spend it as quick as we can. Most men would rather be the chief performer in a freak show than a good example.

Women have such a good influence on a man it is astonishing it doesn't seem to do him any good. Most everybody knows how to do some one thing if they are busy trying to do a lot of others he doesn't know how.

Advertisement for Northwest Expanded Metal Co. featuring the text: "Do Not Paint Your Frame House but cover it with Cement Mortar on Expanded Metal Steel Lath over the weather boarding." Includes address: 82 Van Buren Street, Chicago.

Advertisement for Omaha & Council Bluffs Street Railway Company featuring the text: "To Street Car Passengers. Our conductors and motormen are required to be polite and courteous towards passengers at all times..." Includes the company name: OMAHA & COUNCIL BLUFFS STREET RAILWAY COMPANY.