

# DICTIONARY of ARCHITECTS BUILDERS and SUPPLY DEALERS HOME BUILDERS GUIDE TIMELY HINTS and SUGGESTIONS about BUILDING

## ETHICS OF REALTY SALES DISCUSSED

G. G. Wallace Says the Public Needs to Be Educated as Well as the Agents.

### OWNERS MUST TOTE FAIR

"The public needs to be educated to the ethics of real estate deals as well as the agent himself," said Secretary G. G. Wallace of the Omaha Real Estate board following the last meeting of the board when "Ethics" was discussed.

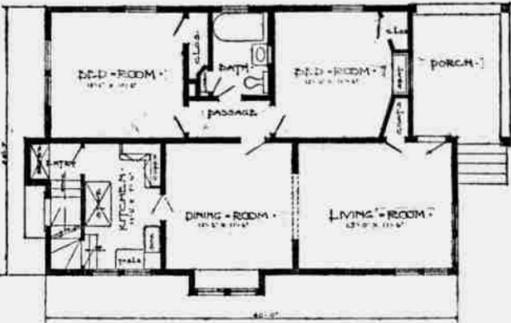
Mr. Wallace said the discussion brought out the fact that often the customer has vastly less respect for the ethics of the honor of a deal than the agent. The discussions brought out the fact that a prospective buyer will often go to a real estate dealer and find what property he has listed for sale. He will go with the real estate man to see the property and will negotiate with him for a time until he gets his lowest price, and will then go to the owner and seek to deal directly.

**Owners Double-Cross.**  
Again the owner will often overstep the bounds of ethics by listing a piece of property with an agent for sale and then secretly deal directly with prospective buyers. Cases of this kind have recently come up, when the owner sold his property direct to the buyer after he had listed it exclusively with a certain agent. Such transactions have frequently led to suits brought by the agent against the owner to recover the commission he felt he should have had for the sale. In many cases a real estate man spends money advertising a piece of property after it has been exclusively listed with him, and this complicates the situation still further when the owner breaks over and sells the property direct after he has engaged an agent to sell it for him.

### Salesman Club to Put On a Big Movie Show

"The Troubles of a Storekeeper and How to Stop Them," a four-reel motion picture film will be presented for the first time in Omaha Monday night before the members of the Commercial Salesmen's club. Because of the special nature of the film salespeople and others employed in the stores of the city, as well as regular members of the Commercial club, have been invited to attend. This film, produced by the Essanay company for The National Cash Register company of Dayton, O., was secured by the president, Joseph Barker, of the Salesmen's club, through Mr. Whitehouse, local agent for The National Cash Register company. It will be accompanied by a lecture by R. C. Routsong, who will bring out the points of the film that are of special interest to merchants.

## Modern House With Large Rooms.



The house illustrated this week is under construction in Victor Place by the Willis Realty company. The house fronts north on Victor avenue, is surrounded by large shade trees, which add greatly to the attractiveness of the exterior. The house contains five rooms and a bath on the ground floor and one finished room, with southeast windows on the second floor. The rooms are unusually large and very beautiful. The dining room contains a built-in sideboard. The house is floored throughout with a good quality of oak flooring and the principal rooms are finished in oak. A full cement basement is provided. A house like this may be constructed, ready for occupancy, for approximately \$3,200. This price would include heating, plumbing, decorating, cement walks, grading of lawn and gas water heater, and window shades. For further information regarding this house call Willis Realty company, Douglas 3919, 1122 City National Bank building.

### Development of Waverly Park Site is Discussed

A special meeting of the Omaha Real Estate board has been called for Monday noon at the Hotel Loyal. The development and sale of Waverly Park addition is to be discussed. Waverly Park is the addition lying west of the Institute for the Deaf. It is owned by the International Realty associates, a syndicate of real estate men from all over the country. Many Omaha realtors are members of the international associates.

### Real Estate Man Joins Officers' Reserve Corps

Don Adams of the Shelton Land company has joined the officers' reserve corps. He has had military training. He was captain of a company of cadets at the state university.

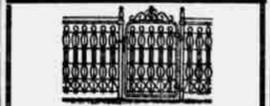
## Realtors Jealously Guard Their Patented Title

The realtors are jealous of the use of their name. It has been difficult so far to persuade the public that every man who claims to be an agent for the sale of real estate is not a realtor. There is also a disposition to insist that those who carry the name shall live up to its claims.

## SEEDS



**Cardiospermum**  
A handsome climber for porches, trellises and fences. Grows from 6 to 8 feet high, thrives in any soil. Pat. 10c; 3 pts., 25c. Seed is home grown and true to name. Grown by MRS. F. C. GRAVES, 3523 Sherman Ave., Omaha, Neb.



## Cyclone Sanitary Lawn Fence

is the highest grade fence on the market; heavier, stronger and closer spaced than any other; complete, erected on wood posts, 25c per lineal foot and up. We carry a full line of wire and iron fences and gates, trellises for roses and vines, flower bed borders, fences, stays, steel posts for field fencing. Also we make flag poles. Come in and see our line and get our low prices. Send for catalogue.

**Anchor Fence Co.**  
207 North 17th St. Phone Red 814.

## Heavy Hoisting

**E. J. DAVIS**  
1212 Farnam St. Tel. D. 393

## The Keynote to Success is Attention to Business

Our trees and shrubs grow because they are fresh dug and properly handled. Let us figure your wants today. Choice Concord Grapes, \$2.50 Per 100 **BENSON-OMAHA NURSERIES** Phone Benson 534. P. J. FLYNN, Prop.

## Building Loans Our Specialty

Effective April 1, 1917, we announce a reduction in the interest rate to 6 per cent per annum. Loans to home makers on first mortgage, that can be repaid monthly, like paying rent. There are many advantages in borrowing from the Nebraska Savings and Loan Association, a local institution.

**Nebraska Savings and Loan Association**  
211 South 18th Street. Telephone Douglas 133. THOS A. FRY, President. J. R. BRANDT, Secretary.

## ATTENTION!

To Furniture Buyers! THIS BIG WAREHOUSE Must Be Vacated at Once \$25,000 Stock of high-grade Furniture, Rugs, Stoves and complete home outfits.

at practically your own price. We are forced to vacate our four-story warehouse, and its entire contents must be sold at once. Sale takes place at our salesrooms at Corner 14th and Dodge Sts. Do not fail to attend—it is an opportunity of a lifetime. Hundreds have already taken advantage of this wonderful opportunity—why don't you? SPECIAL ATTENTION TO OUT-OF-TOWN BUYERS. **STATE FURNITURE CO.** Phone Douglas 1317. Corner 14th and Dodge, Omaha, Neb.

## SAY

When Speaking of **HOME BUILDERS, Inc.** They don't speculate. They don't buy lots or build houses to sell for profit.

## SAY

They only build to order and furnish construction money, secured by a mortgage on the new property.

## SAY

**HOME BUILDERS' \$1.00 Shares**

are a safe investment for your money guaranteed 5 per cent with mortgage security, with not \$1.00 of bonded indebtedness nor \$1.00 of mortgage debt. Anyone can verify these sayings any time. Home Builders is an open book to everybody.

**HOME BUILDERS, Inc.**  
American Security Co., Fiscal Agents, 17th and Douglas Sts., Omaha, Neb.

## Saum's Preservative

A wonderful floor preservative that will pay any builder big returns in the durability of his floors. Invented by an eminent chemist.

Preserves Floors of Any Material. Furnished and applied by **Joseph P. Redding** 314-315 Farnam Building (Old First Nat'l Bank Bldg.) Omaha, Neb.

## We Have Moved!

**NEBRASKA COMPOUND & OIL CO.** Formerly located at 306 South Twelfth Street New Location **602 Bee Bldg.** Same Phone number Douglas 105.

## SUMMER FLOWERING BULBS

Choice Named Varieties of **CANNA, DAHLIA, GLADIOLUS** Madeira, Cinnamon Vine, Tuberoses **THE NEBRASKA SEED CO.** 1613 Howard St. Doug. 1736

# 50 CENTS A WEEK for LOTS

SOUTH OF ELMWOOD PARK

# West Lawn Hill

On Sixtieth Street, Between Woolworth and Walnut

# You Pay \$1 Down

You get possession of the lot at once and You may fence or cultivate the lot You may build or not, as you please You pay no interest for two years You pay no taxes for two years

See These Prices: \$239, \$249, \$264, \$284, \$299, \$314

# Special Sale Today

On account of bad weather last Sunday there are still a few lots left.

## Salesmen on the Grounds

Take West Leavenworth car to Elmwood Park. Walk south on Sixtieth Street to our big sign. Our free automobile meets every car during this sale—all day and evening.

## Bring Your Dollar and Come Today

# N. P. Dodge & Co.

15th and Harney. Phone Douglas 829.

Phone Doug. 349. Glazing Buy your glass and paint at **Henry M. Johannsen** Glass and Paint Company 114 S. 14th St. Omaha, Neb. A good contractor is essential to the making of a substantial home. All residence work and repairing is my specialty. Estimates cheerfully furnished. **N. L. THOMSEN** 6204 Leavenworth St. Phone Wal. 1397.

Telephone Douglas 8920. The Best in Asbestos. **Commercial Supply Co. of Omaha** INSULATIONS & ROOFING We contract for the application of all roofing and insulative materials **NATRO CO. Roofing Products.** 1114 Jackson St.

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Our Pure Copper Cable Conductor has no equal for rodding Churches, School Buildings, Chimneys, Elevators, Flouring Mills, Ice Houses, Powder Magazines, Oil Tanks, Hospital Buildings, Silos, Barns, Buildings.

Our Pure Copper Cable Conductor has stood the test for 20 years. It is absolute protection from lightning.

Ask Your Dealer **Nebraska Lightning Rod Co. (INC.)**



## SAFETY FIRST

Manufacturers and wholesalers of Pure Copper Cable Conductors, Ornaments for Barn Cupolas and Church Spires and Flag Pole Balls. OMAHA, NEB.

## DON'T STOP BUILDING

We can save you money on your building material.

A Million Brick, at \$2.50 Per Load  
Cast Iron Columns and Lintels, at 2 Cents Per Pound  
Steel Beams, at 3 Cents Per Pound  
DRY WHITE PINE  
Second Hand Lumber  
\$20 to \$24 Per Thousand  
Doors and Windows.  
WALL PAPER  
1c to 3c Per Roll  
**H. GROSS**  
Lumber & Wrecking Co., Webster 2884.

## For Artistic, Well Planned, Honestly Built Houses

SEE **WILLIS REALTY CO.** 1122 City National Bank Bldg. Phone Douglas 3919

## M. P. BYRD NURSERY CO., 18th @ Capitol Avenue

Sales grounds moved from Seventeenth and Dodge to Eighteenth and Capitol Avenue—one block west of postoffice. We have the largest selection of ornamental trees, shrubbery and fruit trees in this city. SAVE MONEY and agents' commission by calling us, or come to the nursery and pick out what you want. Get it freshly dug. We guarantee our trees to grow and have a large surplus of trees that we have to dispose of this year. Cherry trees, 20c; apple trees, 15c; maple and elm trees, 10 to 12 feet, 75c. Let us plan your grounds—landscape gardener's services are free. Call and get our prices. Telephone Douglas 7929 or Webster 3642 Phone your order now Nursery and Residence, Colfax 3439.

## Wire and Iron Fences and Gates for Lawn

Garden and Poultry Yards Trellises for Vines and F. Grape Arbors Flower Bed. Clothes Posts Iron and Wire Window Guards Screen Door Guards Send for Catalogue **CHAMPION IRON & WIRE WORKS** 15th and Jackson Sts. Tel. Douglas 1590.

