## Realtors Fast Becoming Real **Estate Owners**

**Business Changing From Brok**erage to "Merchandising," Resulting in Better Service to Customers.

The business of real estate is slowly changing from that of being an agent or broker, to that of buying and selling, or "merchandising," according to George F. Jones, head of the G. F. Jones company.

"The reason for this," said Jones, "is that realtors find it more satisfactory to do business as an owner, rather than as a broker, also that they can serve their customers bet-

ter. "A drygoods merchant when he sells a piece of cloth, does it as an owner, not as an agent. He can make his decisions quicker and is in a better position to give his custom-er what is desired than if he were acting as agent for some other

Change to Merchants.

"Several Omaha realtors in the last year have been changing their business from that of real estate agents, to real estate merchants.

'As a real estate merchant, a realtor can give his customer exactly what he or she wants. If the customer wants something changed, the merchant can change it. Every detail regarding title, loans, financ-ing, is taken care of by the merchant,

immediately.

"All the customer has to decide is whether he wants the property. The real estate merchant does the

Assortment of Property. "Real estate merchants try to maintain at all times, an assortment of properties, especially houses, just as the merchant of any other commodity keeps an assorted stock on hand. My own firm pays as much attention to its buying as its sellin;
"Of course there is a big field for
the realty agent or broker and always will be. The reason that there
always will be this field is that the value of real estate is so large that no merchant or set of merchants can get control of it. "But the real estate merchant has come to stay. There will be more of him."

Recent Sales by Rasp Bros. Total \$126,100

The following recent sales, totaling \$126,100, are announced by Rasp Brothers:

930 South Twenty-sixth street to George G. Hofman, \$5,000. 1022-24 South Twenty-sixth street to Lucy H. Mattingly, \$4,750. ,6714 North Twenty-fourth street to A. E. Royce, \$7,700. 508-10-12 North Twentieth street space

J. C. Anderson, \$17,500. 2211 North Fifty-second street to E. J. Foster, \$6,700. 7812 North Thirty-sixth street to J. M. Coleman, \$2,950.
3007 North Thirtieth street to
Leona Kieffer, \$4,250.

3015 North Thirtieth street to J. Glossman, \$4,250.
4436 South Twelfth street to James Bozdeck, \$3,250. 2507 Fort street to L. J. Leeder, \$4,750.

320-acre farm near Hamburg, Ia., to Louis I. Rateshevitz of Fremont, Neb., for \$40,000.
602-4-8-10 South Thirtieth street to Rasp brothers, \$25,000.

Says Rents in Los Angeles

Much Higher Than in Omaha E. T. Heyden, junlor member of Hastings & Heyden, has returned from California, where he went with will remain here two weeks, looking after business interests in Omaha and will then return to Los Angeles to spend the summer. Mr. Hayden \$8,800. has property interests in Los An-

Rents on houses, stores and apartments in Los Angeles, according to Mr. Hayden, are considerably higher than in Omaha. Mr. Hayden says business conditions in Omaha are exreptionally good, compared with

Four Real Estate Sales

Made by Payne & Carnaby Payne & Carnaby company an-nounce the following sales for last 4815-17 Pacific street, S. L. Bone-

witz, \$3,500. 3218 Decatur street, L. W. Perkins to Charles F. Vogt, \$6,000. 2214 North Fifty-seventh street, Bankers Mortgage & Loan company to Payne & Carnaby company, \$3,000. 4817 Pacific street, Wallace John son to Robert Gordon, \$1,350.

Real Estate Sales

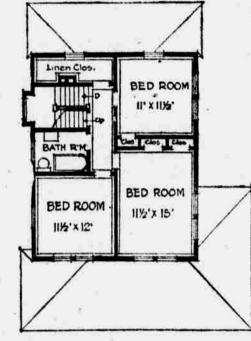
Close-in district: Winter Byles to William Baird, north side of Farnam street, between Thirty-fifth avenue and Thirty-sixth street, 60,000; Furay Investment company to C. W. Hull, 2501-15 Cuming street, \$7,750; Iten Realty company to Iten Biscuit company, 1208-20 Capitol avenue, \$34,300; Rosa Brede to H. H. Auerbach, North side district: Nina Adwers to R. C. Pennington, northwest corner Titus avenue and Minne Lusa avenue, \$9,000; A. S. Finch to Allie M. Pederson, 2410 Lake street,

Dundee district: Nola E. Dodds to Edna M. Cornick, 5076 Lafayette avenue, \$7,550; Elizabeth J. Baker to Emily P. Blake, 4918 Chicago street, \$7,812.50; Harper Brothers' company to Peter Kiewit's Sons, southeast corner Forty-sixth and Dodge and northeast corner Forty-sixth and Douglas streets, \$10,000,

West Farnam district: Celia Hanting to Lillie M. Sims, northeast corner Forty-third and Cass streets,

Hanscom park district: C. G. Carlberg to O. H. Carlson, 2807 South Thirty-fourth street, \$6,700; Jacob Slosburg, jr., to Jacob Romonek, 1511 South Twenty-ninth street, | \$11,500. A Pleasant Home





SECOND FLOOR

FIRST FLOOR

LIVING ROOM

11/2' x 17/2'

PORCH

DINING R'N

11/2' x 15/2'

m

**Building Show** 

Contracts Already Made With 17 Business Men for 1922 Exhibit.

Seventeen local business men have contracted for space for the second annual Complete Building show, which is to be held at the Auditorium in January under the direc-tion of Robert C. Mitchell and Charles A. Franke, promoters of the first show of its kind held last May.

Spaces next year will be restricted to 75 instead of 91, as was the case in the last show, and no two exhibi- \$3,500. (Through C. B. Stuht.) tors handling competitive lines will 3105 South Thirteenth street, W. laid on a heavy base, be permitted to occupy adjacent H. Kenollinberg, \$2,500.

Mitchell and Franke are calling on all prospective exhibitors instead | Cirino Oddo, \$5,000. of writing letters to sell the space. Previous exhibitors will be given the Shiller, \$5,500.

first opportunity, it is announced.

Shiller, \$5,500.

3107 South Thirteenth street The following is the list of exhibitors who already have contracted for

Commercial Supply Co., Dundee Plumbing Co., Guy L. Smith. Modern Electric Co., Temple-McFayden Co., H. Grander Electric Co. Wilton Marcy to Frank Souders, \$9,000. Co., Granden Electric Co., Milton Rogers & Sons' Co., Foster-Barker Co., Holland Furnace Co., Harry A. Koch Insurance Co., Easy Furniture Co., Beard Wallpaper Co., Burgess-Nash, Lew Wentworth, incorporated, Home Builders and the Nelson Co.

Printer Buys Home Of Former Newspaper

The building at 1417 South Thirteenth street, until recently the home of the Omaha Pok Rok, a Bohemian newspaper, published by Vac-lay Burush, has been sold by Hastings & Heyden to Frank Riha for

Mr. Riha is a member of the printing firm of Comstock & Riha at 306 South Twelfth street. The printing plant of Comstock & Riha will be moved to the South Thirteenth street building. Mr. Riha may begin the Bohemian paper in connection with the printing estab-

The publication of the Pok Rok was suspended a few months ago and Mr. Burush, retired from bus-

Real Estate Transfers

Charles E. Musgrove and wife to Louis N. Schaffart and wife. 30th st., 56 ft. n. of Meredith ave., e. s., 56x132 ... \$\tilde{x}\$. Meredith ave., e. cor. 9th and Pacific sts., \$1x81. Ralph A. Tiffany and wife to Ernst A. Johnson, Sahler st., \$70 ft. s. of 20th st., n. s., 40x115. William A. Cathroe to John Frank Hiadek, Dorcas st., 160 ft. e. of 6th st., s. s., 40x110 ... \$\tilde{x}\$. William A. Cathroe to John Frank Hiadek, Dorcas st., 160 ft. e. of 5th st., s. s., 40x110 ... \$\tilde{x}\$. Undwick Kubovy and wife to Henry A. Degen et al, 21st st., 100 ft. n. of J st., e. s., 50x130. L. L. Porter and wife to Frank W. Woodruff, n. e. cor. 30th and Whitmore, \$8.5x114 ... \$\tilde{x}\$. Louis I. Ratchevitz and wife to Rasp Bros., s. w. cor. 30th and Jackson sts., 65x94 ... \$\tilde{x}\$. Arabella Counsman and husband to Investors Syndicate Inc., Cuming st., \$6 ft. w. of 16th st., n. s., 66x132 ... \$\tilde{x}\$. James Johnson to Nicholas Johnson, \$\tilde{x}\$th, \$\tilde{x}\$. \$\tilde{x}\$ ft. w. of 16th st., n. s., 66x132 ... \$\tilde{x}\$ James Johnson to Nicholas Johnson, \$\tilde{x}\$th, \$\tilde{x}\$. \$\tilde{x}\$ ft. \$\tilde{x}\$ of 20th st., n. s., \$\tilde{x}\$ \$\tilde{x}\$ ft. \$\tilde{x}\$ of 20th st., n. s., \$\tilde{x}\$ \$\tilde{x}\$ ft. \$\tilde{x}\$ of 20th st., n. s., \$\tilde{x}\$ \$\tilde{x}\$ ft. \$\tilde{x}\$ of 20th st., n. s., \$\tilde{x}\$ \$\tilde{x}\$ ft. \$\tilde{x}\$ and \$\tilde{x}\$ ft. \$\tilde{x}\$ of 20th st., n. s., \$\tilde{x}\$ \$\tilde{x}\$ st., \$\tilde{x}\$ \$\tilde{x}\$ ft. \$\tilde{x}\$ of 23th st., n. s., \$\tilde{x}\$ \$\tilde{x}\$ ft. \$\tilde{x}\$ of 33th st., n. s., \$\tilde{x}\$ \$\tilde{x}\$ ft. \$\tilde{x}\$ of 15th st. of 15th st

Here is shown a house of plain® style, substantial and pleasing to the eye. The interior has been atractively and comfortably arranged, the first Space Being Sold floor containing a living room, dining room with bay window, stair hall
and kitchen. On the second floor are
three sleeping rooms, bath and linen closet. The attic supplies good space for storage.

—Clyde Smith Adams, Architect.

Jones Company Makes 9 Real Estate Sales

The George F. Jones company reports nine sales for last week. All the properties were owned by the Jones company and sold direct. The list totaling \$38,165 is:
609 North Forty-second street, to J. P. Collins, \$5,665.

3719 Pinkney street to H. R. Sells, Southeast corner of Ninth and Pa-that the city should acquire land for cific streets to Vicenzo Catania and parks and drives while it is available

709 South Nineteenth street, to E. Ralph Godwin, \$2,500. 3111 South Thirteenth street to

Attorney Purchases Home

Of Former City Engineer J. H. Ready, lawyer, has pur-chased from John Bruce, former city engineer, the Bruce home at 522 South Fifty-second street on Lockwood drive for \$17,000. This is a block veneer house. Mr. Ready will move in about June 15. The sale was negotiated by Hastings & Hey-den through W. C. Slabaugh.

Real Estate Board Offers to Co-Operate With Commissioners

Vice President Sholes of the real estate board, following talks by Commissioners Hummel and Hopkins to the board last week, offered to the commissioners the co-operation of the realtors in any movement undertaken by the council in the improvement and development of

Omaha's streets and boulevards. Mr. Sholes said the realtors would approve Commisioner Hummel's ef-forts to have Omaha's boulevards permanently paved. He also agreed with Commissioner Hopkins that heavy hauling should be kept off streets on which pavement is not Commissioner Hummel urged

as a "preparation for the future." Commisisoner Hopkins said he believes the city planning board's street-widening projects should be carried out at once.

RENT A Player Piano

That everyone can enjoy. Used ones, \$8 per month. New ones, \$12 per month. Rent allowed on purchase price.

Schmoller & Mueller 1514-16-18 Piano Co. Phone Dodge St. Piano Co. Doug. 1623

Buehler Bros. **Market Specials** 

For Monday 212 No. 16th St.

2408 Cuming St. 4903 So. 24th St.

Mail and Express Orders Filled From This List

Sugar Cured Smoked Picnic Hams, special at.....

Sugar Cured Breakfast Bacon, Cudahy's Rex Brand, 1 or whole sides . . . . . . . .

Sugar Cured Skinned Hams, every Ham guaranteed, dor whole.....

Choicest Sirloin

Choice Corned

Choice Leaf

Choice Pork

Steak ......

Choice Rib Boiling

Choice Pork Loin

Chops .....

Shoulder .....

Beef ..... 122c

BEEF CUTS Choice Fresh Spareribs ...... Choicest Beef Chuck Roast .... PURE LARD AND Choicest Round SHORTENING Steak ......

Compound Lard, Pure Lard, Swift's Premium, 10-lb. \$1.60 5-lb. pail, net 85c

weight ..... Pure Lard. 14c Strictly Fresh Eggs, doz. . . . . . . Best Creamery 30c

'Sale of Childs' Estate' to Close By Night, Is Chicago Style

Purchase of Tracts Near South Omaha.

Sunday evening will mark the close of the official opening of the sale of the "Childs' estate acres," lying south of the city limits of night, South Omaha, which was placed on the market several weeks ago by Shuler & Cary, local realtors, Kee-

line building.

An additional week's time was because of the hard rains on that be when "everybody wore em." date, a number of persons having aping prevented from attending the A large number of sales were reported last week by Mr. Shuler. This valuable tract is appealing to

the public especially because it considerably lower in value than the other property surrounding it. "This is the last opportunity purchasers of this land to get the benefit of the 10 per cent reduction for cash and to get the tracts at the same price," declared Mr. Shuler. "There will be a substantial increase

in values next week." The petition for the laying of the water main has been signed and will be submitted to the water board next

Wine Is Poison After

Paris, June 4.-Wine taken too soon after injection of antityphoid serum have caused the death of several dozen recruits of the French 1921 class, according to charges made by the Paris weekly Les On- of the faith that Omaha business in-

Doctors failed to warn the soldiers

able to any angle for comfort.

A CORRECTION

NOW all we have left are the "Davenport" style, sagless

spring fabric seat bottom, with little springs at

ends, like your bed is made.

Closing out those covered in plain khaki at \$25.20.

Those in fancy colors at \$27.00.

Frames or standards \$6.00 extra. Set of extra chains and

hooks to hang from porch ceiling \$1.00.

Only 16 of These Left-Don't Wait

Delivery on These 35c Extra

Scott-Omaha Tent & Awning Co.

Opposite Auditorium - - 15th and Howard

Automobile Owners

We sell new and used lumber. Let us figure the cost of

We also deliver good kindling wood.

Let Us Solve Your

Garage Problem

We will build you a garage and furnish all material, to house average size

\$100.00 to \$125.00

24th and

"painted stripe" non-fade canvas.

Holds four people comfortably, 6 feet 2 inches long.

Sagless spring fabric back made same as above; it is adjust-

Fine cotton stuffed pads on both seat and back covered with

Schools-Chicago Woman Dean Says They Are Sign of Independence.

rage the bottom dropped out of the hair, you see very little of it. An additional week's time was given to the sale by the promoters didn't last long, and now switches are instead of closing it last Monday, in demand as much as they used to because of the hard rains on that be when "everybody wore 'em." studying art get an impression in of America, who conferred here their work for the impulse that with the 30 executives of local child makes other girls want to cut their welfare institutions. Girls are now keeping the locks hair," said Miss Lackey, a teacher. pointments to look at the tracts be- and curls that they cut off for eveming use.

constantly at the high schools in Chicago. According to the dean of authority on what is and what is not cases has been 5,335,000 men, wom-

who is always the first to adopt new rules, is usually the short-haired girl. the net and under go the locks and curls and switches."

Insurance Company Buys Site for Office Building selves."

The fact that the Commonwealth Life Insurance company purchased last week a site at Thirty-fifth avenue and Farnam street for an of-Anti-Tyhoid Serum fice building has caused considerable favorable comment among realtors. News that another Omaha concern is to build a home of is own,"

stitutions have in the city.
"Every movement of this kind says the paper, that alcohol taken tends to further stabilize Omaha within 48 hours of innoculation be- ground value. The best surely that any city can have of further growth

It's About Those

Porch

Hammocks

Advertised

Last Week

Both the \$9.75 and \$16.00

ones are gone, went quick,

Realtor Reports Numerous Girls Now Keeping Locks and Curls They Cut Off For Evening Use-"Bobs" Increasing at High

> Chicago, June 4. - Bobbed hair! We do not encourage it, of course, by day; switches and coiffures by because it is foolish to cut off long, thick hair. But it is a curious index to character."

tained. Art students probably get it The number of bobs is increasing in their smocks."

Mrs. E. M. Burnham, who is an chic, says bobbed hair has come to

"I is, of course, an effect that is ob-

women this is significant.

"It means," she said, "that girls are showing more initiative, more independence, more aggressiveness.

"The girl who wants to attract who wants to attract sub-debs. It lends charm to the face.

Of course for formal wear, on goes attention, who likes being the leader. Of course, for formal wear, on goes

> is the fact that its own business institutions have homes for them-

Youngster Takes Own Life

Oakland, Cal., June 4 .- Harry Finkelstein, 13. batted his ball over and his father punished him. He retired to the basement of his home and hanged himself.

Bobbed Hair by Day, Switch Child Is Pawn On Chessboard Of Divorce Game

One-Twentieth of Population-Of U. S. In Divorce Courts in Last 20 Years.

Cincinnati, June 4,-"In the last 20 years one-twentieth of the popu-That's the fashion.

When bobbed hair first became the age the bottom dropped out of the witch market, but that condition

to character.

Over at the Art Institute, where one would expect to find bobbed hair, you see very little of it.

"Maybe it's because the students rector of the Child Welfare league welfare institutions.

"The child is generally merely a pawn on the chessboard and is given but little consideration in most divorce cases," he said. "The total number concerned in these divorce en and children. These figures are based on census returns and other They give an idea of the vast extent of the problem of the child's welfare in divorce cases.

"The Child Welfare league is striving to see that the child gets

a square deal. We are also actively interested in protecting the minds of girls and youths under 18 years of age from the baneful influence of Neighbor Scolds; Dad Whips;
Youngster Takes Own Life

'movie' pictures of 'the enternal triangle' type. We believe that rigid censorship of the movies is the proper remedy."

Korah, the Aged

London, June 4.-Korah, a native a neighbor's fence. She scolded him of Cairo, Egypt, has just celebrated

Paris Green **Price Reduced** 

56 lbs. at 50c, or . . . . . \$28.00 The above is the strictly pure, quickly soluble Sherwin-Williams Co. brand.

Pure Dry Arsenate of Lead Price Reduced

The above is the strictly pure Sherwin-Williams brand, the kind you have always bought.

Sherman & McConnell Drug Co.

Five Good Drug Stores MAIL ORDERS PROMPTLY SHIPPED OMAHA, NEB.



Invest in the

6%

Real Estate

Mortgage

Securities

## Yoney Tallas

I know a man who bought a home and another residence property with his savings while working as a teamster at \$1.50 to \$2.00 a day. He raised a family of four children.

By continuing to save and by successfully turning his original properties, he now has an income which makes him entirely independent - and happy-in his declining years.

Thrift in youth is a lift in old age.

Home Builders C.C. SHIMER, President , G. A. ROHRBOUGH, Sec. Tree

Assets Over \$1,400,000 Call and talk the matter ever

American Security Co., AGENTS Dodge, at 18th Douglas 5013

BUILDING

MINNE LUSA LOTS are selling and new HOMES are being built. Lot buyers are waking up to the fact that these

lots are REAL BARGAINS. "Beautiful Minne Lusa" is the verdict of everyone who sees it. All improvements in and paid for.

Prices \$850 to \$1350

You can get a fine south front lot for \$1,000. Not many left. Get yours today.

Charles W. Martin & Co.

AT lantic 0187 742 Omaha National Bank Bldg.



When your dreams are backed with dollars they have an excellent chance of coming true. Start saving now for that happy event. When

Dreams Come True

24th and

Burdette

The "Conservative" way makes it possible not only to save, but to save profitably, by the addition of semi-annual dividends. We are doing this for hundreds of otherswhy not you?

A savings account is the best evidence of your ability to meet monthly payments on a home loan.

She CONSERVATIVE SAVINGS & LOAN ASSOCIATION 1614 Harney