

Sales of Tukey Firm Last Week Total \$107,200

Earl Buck Place Purchased by Harry F. Wilkins for Home—Swartzlander Property Sold.

Sales last week amounting to \$107,200 were reported by A. P. Tukey & Son. The Tukey firm considers this a good indication that business is back to where it belongs.

Real estate has always been the last to recover after a depression and usually shortly follows the recovery of the stock markets. The recent large purchases of stock and bonds in the east has been looked upon as a good index of the large amount of money that has been held back throughout the country, and that is now coming out to seek profitable returns, and with the lowering of interest rates a great deal of this money will naturally turn to real estate.

Wilkins Buys Back Home.

One of the largest sales made by the Tukey firm last week was the sale of the Earl Buck home at 1912 Dewey avenue to Harry F. Wilkins of Chicago. Mr. Wilkins was at one time a resident of Omaha. His wife, formerly Sue Colpeter, was born and raised here. He moved to Chicago with the Cudahy firm and then went into the mining oil company. He has now resigned and gone quite extensively into the sheep business in the western states and is going to make his headquarters in Omaha. A peculiar coincidence in this sale is that Mr. Wilkins bought his lot from the Smith estate through Tukey on April 14, 1909, and planned to build his home there. Being transferred to Chicago, he sold the lot on May 31, 1910, to Mrs. Buck, and now he purchases the same location back again for his future home.

Among the other large transactions was the sale of what is known as the Swartzlander property, owned by Mrs. H. C. Swartzlander, on the southwest corner of Twenty-sixth street and Capitol avenue, consisting of six large brick buildings. This property has been purchased by Bert Smith and he plans to remodel the building and make it into a first-class apartment.

The J. E. Baum estate sold several additional lots last week, one at Forty-seventh and California streets to Eugene R. Generoux, and five lots at Thirty-fifth avenue and Capitol avenue to Berka & Musil, who plan to build bungalows at once.

Raymond Saalfeld bought of Maud Hollis, 5326 North Twenty-fifth street, a seven-room modern home. Charles Trimble sold some vacant property at the northwest corner of Forty-first and Charles streets to Henry Wilson, and Mrs. John Jenkins' vacant property at Seventeenth and Sprague to Gus Lawson, who will build a home there for himself.

Clark Coit sold four lots to Francis and Tony Massara, immediately west of the Country club, on which they will erect one or two houses. Francis Massara's father is very well known among the Country club circles, as he has been the chef out there for a good many years.

Week's Realty Sales

Sales of real estate, averaging \$4,000 or more, filed in the register of deeds office last week, totaled \$325,380. These sales, by districts, are:

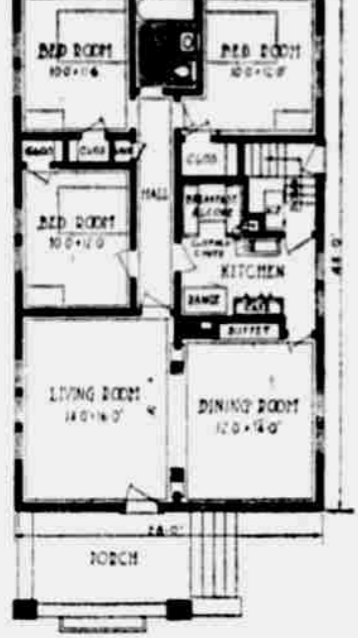
- Central.** Ignatius Berkowitz to James Vickery, southeast corner, Twenty-ninth and Jackson streets, \$12,000. H. A. Wolf to A. G. Magnuson, 1114 Farnam street, \$19,500. C. W. Loomis to W. W. Safield, 1023-25 North Thirtieth street, \$5,500. Jennie E. Hanson to Elsie R. Cook, 1517 North Thirtieth street, \$1,500. Katherine P. Widdell to Hans Bock, 1123 North Sixteenth street, \$4,000. F. P. Walker to E. E. Austin, southwest corner Twenty-seventh and Chicago streets, \$15,000. F. G. Hartman to Pearl H. Clarke, 118 South Thirty-first street, \$5,000.
- North Side.** G. F. Jones to Edessa M. Cooke, 2792 First street, \$4,100. C. J. Heister to Bertha J. Guild, 1921 First street, \$4,100. C. J. McCann to Pearl F. Maloy, 4108-10 North Twenty-second street, \$5,000. Maud A. Hollis to W. W. Safield, 2573 Camden avenue, \$5,500. Thomas Denton to F. M. Crane, 6141 Florence boulevard, \$24,000. Lucian R. Johnson to J. F. Moscrop, 2992 Illinois avenue, \$5,000. N. G. Nelson to I. D. Putnam, 2814 Caldwell street, \$5,000. Edith Sanderson to Bertha Alshuler, 601-11 Florence boulevard, \$5,000. Sophia W. Peterson to Etta V. Nelson, 2814 North Seventeenth street, \$5,000. Arthur Woodruff to W. E. Berger, 2424 Pratt street, \$5,250. H. C. Case to R. J. Hess, 2733 Saratoga street, \$4,250. R. S. Barrett to Clara P. Spica, northwest corner Twenty-fifth and Mary street, \$5,200.
- South Omaha.** H. P. Bennett to Elsie D. Ridgeway, 4529 South Twenty-ninth street, \$5,000.
- Hawthorn Park.** W. J. Peterson to Vida V. Hasselquist, northeast corner Thirty-third and Wisconsin streets, \$4,100. F. M. Veach to H. H. Henningson, South Thirty-sixth street, between Farnam and Mason streets, \$5,929. Henry Rohlf to Nebraska Conference Association of Seventh Day Adventists, \$6,500.
- Dundee.** Alice L. Geismann to Letha G. Taylor, Fifth street, between Farnam and Howard streets, \$5,000. Della R. Heider to R. P. Smith, 4993 California street, \$17,000. F. H. Uehling to G. E. Wagner, Fifth street, between Howard and Farnam streets, \$5,000. Hazel W. Lancaster to E. H. Blackburn, 521 North Fifty-first street, \$5,000. W. H. Small to E. Eugene Adams, northeast corner Fifty-first and Farnam streets, \$19,000.
- South.** Joseph Spatolo to Jennie Engales, 2227-28 Pierce street, \$5,000. Harry A. Krier to William Huston, 2764 South Thirtieth street, \$4,500. Charlotte Maddison to Joseph Ruszicka, 1193 Marcha street, \$4,500.
- West Farnam.** T. J. Shanahan to Catherine T. Kelly, 721 South Thirty-seventh street, \$5,500. John Happe to Alice J. Humphrey, 816 South Forty-third street, \$5,750.
- Northwest.** Freda Scott to M. R. Mariner, Forty-eighth avenue, between Blondo and Decatur streets, \$7,500. J. A. Bell to Katherine R. Crouch, 2820 North Forty-fifth street, \$5,200. Catherine Sullivan to Sylvia L. Munson, 4308 Lake street, \$4,900. Temple McPayden to G. E. Beindorf, northeast corner Thirtieth and Miami streets, \$5,700.
- Benoni.** J. E. Laycock to Leo Coppernith, 5932 North Sixteenth street, \$4,950.
- Benito Park.** R. F. Lee to Ed Hodge, 3211 Decatur street, \$5,500.
- West Leavenworth.** Barker company to L. E. Bernhardt, Marberry street, between Forty-fourth and Forty-fifth streets, \$5,200.
- Palmer.** Isabel M. Robbins to Margaret R. Burgess, Faircrest, \$15,900.

During the past five years, motor truck transport in Great Britain has grown to an investment of \$550,000,000 in 3,000 lines. In 1921, 6,000,000 tons of freight were carried as auxiliary to the railroads.

Homes of Comfort



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Beauty in a home is a real asset, not only because it is a source of continual enjoyment and satisfaction, but also because it always assures a greater sales value, and therefore reduces the depreciation. In this home beauty is not obtained by expensive ornament, but by careful planning. Proportions are right, but not at the sacrifice of convenience.

Study the plan, with its living and dining rooms in front, the arrangement of hall, bedrooms, bath, stairs and linen closet. Notice the breakfast alcove, the clothes chute, the cabinet and the cool place for the refrigerator. Working drawings for Homes of Comfort may be obtained from Adams & Kelly company, Omaha.

Bee Ad Woman Joins Real Estate Company



Miss Serena Rohan of the real estate advertising department of the Omaha Bee has accepted a position as real estate saleswoman with the new J. L. Hiatt company, 1338 First National bank building.

Six Sales Totalling \$33,775 Made by One Firm in Month

The following six sales, totaling \$33,775, are reported by the Bedford-Johnston company for this month.

Houses on Larimore Avenue Sold Before They are Finished

Eight houses which Benson & Carmichael started building on Larimore avenue in February have all been sold, although they are not all finished as yet.

W. R. Gibson to Take Rest of Three Weeks in West

W. R. Gibson, city manager for Payne Investment company, is planning to leave today for California to look after personal business and for a three weeks' rest.

Nearly Half of West Benson Acreage Sold in One Week

Approximately one-half of the West Benson acreage, a 110-acre tract put on the market a week ago by Hastings & Heyden, has been sold. The firm reports several tracts were being sold every day. This ground is divided into one-acre and two-acre tracts.

Grading Is Started on Ridgewood Tract

Grading was started last week on the Ridgewood tract, 70 acres, bought by Shuler & Cary last winter from the Wood estate, on West Pacific street. Streets will be built in the tract and some of the hills cut down. The tract will be subdivided into lots of one acre or more and will be put on the market in May.

Insurance Agency Sold.

Bedford-Johnston company, realtors, has purchased the insurance agency of the Rhodes-Montgomery building, 806 to 812 World-Herald building. The Rhodes-Montgomery company has been in general insurance business for 14 years. During the last four years it has been associated with the Bedford-Johnston company. A. G. Westberg, who has been manager for the Rhodes-Montgomery company, will continue as manager of the Bedford-Johnston company's insurance department.

Sarpy County Tract to Be Marked in Acre Plots

Hastings & Heyden have taken over a tract at Forty-eighth and Harrison streets, just over the Douglas county line, in Sarpy county, and it will be put on the market in acre plots in about a week.

Three Houses Sold in Day

The following three houses were sold last week by the D. E. Buck company in one day: 6015 North Twenty-fourth street, to G. Gippe, \$6,500; 3524 Fort street, to J. H. Noble, \$3,700; 2731 Saratoga street, to E. Alford, \$4,000.

W. J. Palmer Enters Business for Self



W. J. Palmer, for the last five years an officer of the Drake Realty Construction company and former manager of the Drake Rental agency, has resigned from the Drake companies and entered the business of property management under the name of W. J. Palmer company. His offices are in 616 Keeline building.

Has Ground Floor Quarters.

Pending installation of new elevators in the Railway Exchange building, the Schroeder Investment company has secured temporary quarters on the ground floor of the same building, with offices facing Fifteenth street. During the time it is occupying temporary quarters this firm expects to have its present office rearranged and remodeled in order to take care of expanding business.

Drake Agency to Furnish Apartments in Dairmont

Manager Austin of the Drake Rental agency announced Saturday that the Drake interests will enter the furnished apartment field, The Dairmont, at Twenty-second and Jones streets, is the first Drake building in which the apartments will be furnished, according to Austin.

Clean Awnings are New Awnings

Let us clean your old and soiled awnings. We also put them up. Estimates on New Work.

Sorensen Tent and Awning Co.

"The Home of Classy Awnings" EXPERT WORKMANSHIP AT latic 9187 2524 Farnam

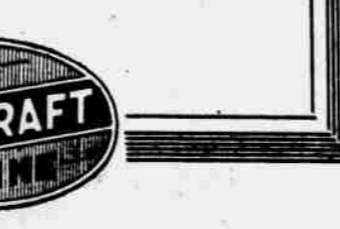
Buy Your Furnace at Factory Price

THE Omaha-made "Overdraft" line of furnaces, exceptional in their capacity for producing greater heat from less fuel, are obtainable at extraordinarily low figures.

You secure factory prices without the addition of heavy freight costs and dealers' commissions. Installed complete by our factory experts.

Howard Stove & Furnace Co.

Ralston, Neb. Omaha's Industrial Suburb Telephone Ralston 52



River Runs Over Grand View Lots Offered for Sale

Prospective Deals Headed Off by Real Estate Board After Investigation of Locations.

The Real Estate board last week discovered that efforts are being made to sell lots in the Missouri river, in an addition known as Grand View.

The board is warning every prospective purchaser of Grand View lots to get the street address and all other details in connection with the property before paying any money. An inquiry was received by a member of the board from W. A. Tubb of Houston, Tex., for an appraisal of 16 Grand View lots.

Three Lots and Three Homes in Dundee Sold for \$58,690

Sales of three Dundee residence lots and three homes announced by the C. B. Stult company last week total \$58,690. New brick veneer houses will be erected on all three of the lots immediately according to the Stult company.

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Clean Awnings are New Awnings

Let us clean your old and soiled awnings. We also put them up. Estimates on New Work.

Sorensen Tent and Awning Co.

"The Home of Classy Awnings" EXPERT WORKMANSHIP AT latic 9187 2524 Farnam

Iron and Wire Fences and Gates

Railings, Window and Door Guards, Trellises and Flower Borders, Iron Clothes Posts, Door Screen Guards and Paper Burners.

Champion Iron and Wire Works

J. J. Luddy, Prop. 1505 Jackson JA cksn 1590 Anchorite Fence Posts

MONEY TO LOAN

on Improved Omaha Real Estate Easy Monthly Payments Funds Available Immediately

The Omaha Loan & Building Association

Northwest Corner 15th and Dodge Streets

A RESPONSIBLE CONTRACTOR IS THE MOST IMPORTANT FACTOR IN BUILDING YOUR NEW HOME

Let us refer you to such parties. Your problem, whether large or small, will receive our careful attention. FOUR YARDS TO SERVE YOU

UPDIKE Lumber & Coal Co.

4500 DODGE STREET

Genasco Latite Shingles

The Interlocking Shingle That Cannot Curl

Adams & Kelly Co.

Omaha Man Writes Book On Art of Salesmanship

"Modern Methods in Selling" Discusses Problems in Concise, Readable Manner.



L. J. Hoenig.

Innumerable articles and books have been written on the art of salesmanship. One of the latest contributors to literature of this character is an Omaha man, L. J. Hoenig, sales manager of the Nebraska Cement company. The book's title is "Modern Methods in Selling" (Bobbs Merrill company).

Experience in Selling.

The author knows whereof he writes. He has had experience as a salesman and sales manager, to which he has added a wealth of knowledge acquired from study of other text books by sales experts.

Each Has Same Problem.

"The traveling salesman carries his samples or his articles for demonstration. The sales person in the retail store has the goods or articles in stock and his knowledge for his equipment. The man who writes the sales letter has only his knowledge of the goods and those who are expected to buy them. This knowledge and his knowledge are his equipment. Each has different equipment with which to work out the

STEWART'S SEED STORE

Carry a complete line of Flower, Grass and Garden Seeds Bulbs, Hardy Perennials and Poultry Supplies Fresh Cut Flowers Always on Hand 119 North 16th Street (Opp. Postoffice) Phone JA cksn 0977

The KELSEY-OMAHA NURSERIES

Office and Salesground 17th and Capitol Avenue Complete line of Trees, Shrubs and Roses. Special Price All Week On Apple Trees and Grapes to farmers and gardeners. Landscape man at your service free. Tel. WA lant 3450

Ornamental Iron and Wire Fencing

Anchor Fence Co. 207 North 17th DO 6799

Champion Iron and Wire Works

J. J. Luddy, Prop. 1505 Jackson JA cksn 1590 Anchorite Fence Posts

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Starvation Wipes Out Entire Village

London, April 15.—The entire population of one village in the Volost Verchnie Oozlon, Tartar republic, has been wiped out by famine. This report, made by J. Rives Childs of Lynchburg, Va., American Relief administration supervisor for that district, has just been received at the London office of the A. R. A.

"The entire population has now perished of hunger," writes Childs. "Word has just been brought in that the last four Tartars have died."

"Though the A. R. A. on February 1 was feeding 301,954 children in this district, Childs estimates that there are between 300,000 and 500,000 others who are not being reached by any relief agency and who must depend on a scant supply of substitutes for their lives this winter. Fourteen ounces of edible clay per day is the total supply available in some districts. Bread, of course, is absolutely unobtainable, and now even common fertilizer is being used for human food.

"I think also that the calm, almost stoical manner in which the people are treading the path to death deserves to be recorded as showing a spirit unexampled by any people in recent years."

Goats and Parrots Losing Out as Mascots in U. S. Navy

Washington, April 15.—The sea-going goats of the navy are retiring to the tin cans of civilization. They have discarded the navy blue in such numbers as to be almost extinct as navy mascots, it is reliably reported. Owing to the slackness in the mascot business, the goats, a historic place as a ship's mascot is being taken by the cat, who is reported to be flocking on board ship in large numbers. The navy parrot also is losing his perch on the navy's guns, giving way to the more respectable dog, who is now going down to the sea in ships more than ever before.

PEONIES

10c, 15c, 25c Each
Once Planted Last a Lifetime
Large Roots—All Colors
Monday, April 17th
THE NEBRASKA SEED CO.
1613 Howard Street

"SHEEPO" FERTILIZER

Made from Sheep Manure. Treated with 2,000 degrees of heat and free from weed seed. For your Lawn, Flowers, Garden and Shrubbery. Now is the time to purchase and apply this high-grade fertilizer.
Made RIGHT—Here in Omaha
Nebraska Fertilizer Company
Phone JA cksn 2066 540 Paxton Building

The Furnace That Insures Satisfaction

The Sprague Guarantee, issued by Sprague Foundry & Mfg. Co., Co. Bluffs, Ia. If any part of this furnace gives out within five years from date of purchase, we will furnish a new part to replace same free of charge f. o. b. our factory. If any part of this furnace gives out within ten years from date of purchase, we will furnish a new part to replace at half price, f. o. b. our factory. Grates are the only parts excepted from the terms of this guarantee.

MONEY TO LOAN

on Improved Omaha Real Estate Easy Monthly Payments Funds Available Immediately
The Omaha Loan & Building Association
Northwest Corner 15th and Dodge Streets

why a concrete block garage

It's fire-safe—important because of the oil and gasoline fire hazard. It's a stronger, more permanent garage than a temporary and fire hazardous structure. It protects your car from thieves and trespassers, keeps the finish new and gives cheap and convenient storage.

Omaha Concrete Products Association

Ask any manufacturer of Concrete Block for detailed information