

# REALTY SALES FOR YEAR EXCEED TOTAL OF EIGHTY MILLIONS

## TRANSACTIONS NUMBER 9736 FOR 12 MONTHS

### Record Set Only Once Exceeded in History of the City

During the year 1921 there were 9736 realty sales in San Francisco, reaching a total of more than \$80,000,000, according to the annual survey, completed yesterday, by Thomas Mayer & Sons, who annually issue the statistics of the year in their official monthly bulletin. This total is the largest, with the exception of one, in the history of San Francisco, and is exceeded only by the total of 1920, which amounted to over \$82,000,000.

The 1921 report segregates the sales and their totals, whereby it can be seen that the fifty-year section led in the sales for the year, the bulk of the heavy trading being in the more valuable business property. The Western Addition followed closely second and a general healthy tone is reflected in all regions.

The compilers of the report hold that the coming year holds a brilliant future, the assumption being based on the present survey. The bulk of the larger sales represent permanent investment, which is in the realty world equivalent to permanent maintenance of values existing.

## Railways Aid in Plans for Great Realty Session

Realtors, Rotarians and Shriners and the members of other organizations are to hold a convention on the Pacific coast next summer, and are much pleased with an announcement of officials of the transcontinental railroad lines, following a meeting in Chicago December 7, to the effect that the rate on which the summer excursion rates become effective has this year been advanced from June 1 to May 15.

Colbert Caldwell, president of the San Francisco Real Estate Board, says that the annual convention of the National Association of Real Estate Boards will be held in San Francisco from May 31 to June 3. This concession on the part of the railroads means that realtors living east of the Missouri river will save \$40 on each round trip ticket to San Francisco. Of great importance to us is the fact that the rates become effective in time to permit two weeks for the journey west. That is, the rates will be in effect at various points of interest en route to San Francisco.

## Laguna Honda to Have New Park

The installation of a new park to surround the handsome Laguna Honda station, a project which has been started by the San Francisco Board of Works, and when it is completed it will be one of the show places of this attractive residential property. The grading has been completed, the lawn and shrubs and flowering plants have been set in, and it is expected that the work will be completed within the coming week. In total area this park will occupy about three acres and will serve as an impressive entrance to Forest Hill.

Throughout this district, according to the Lang Realty Co., selling agents for the property, home building is progressing at a far greater speed than at any time since Forest Hill was first placed before the public.

## Demand Grows On Bay Farms

The seventh week since the opening of Home Gardens Colony on Bay Farm island shows demand for these city farm homes offered under the plan of the E. B. & A. L. Stone Company still on the increase. More families are buying homes in the colony and the inquiries are constantly growing.

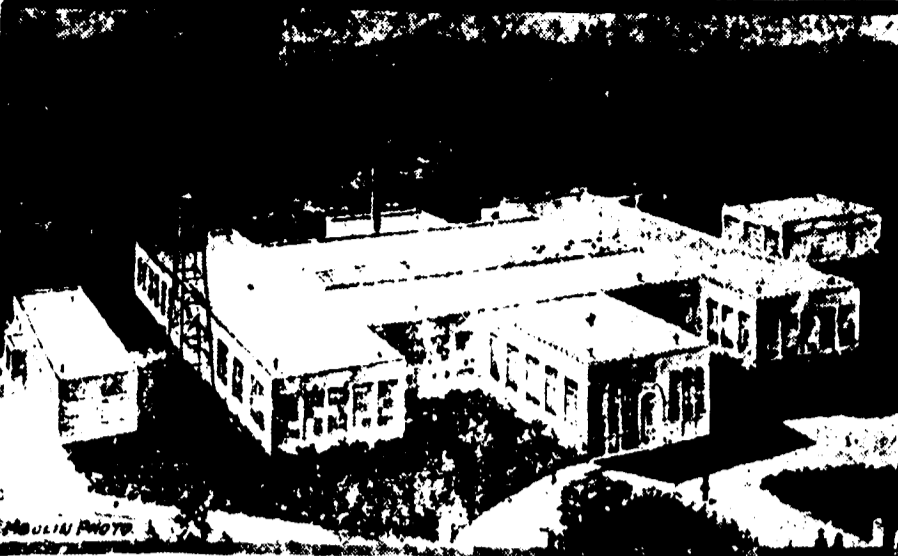
## Expansion Plans at Cliff House Are Made

Charles Suter, owner of the Cliff House property, announces that a contract has been let involving \$50,000 for improvements in the Cliff House building and remodeling of the present restaurant facilities. This work will be done at the present time and the contractors are to start within thirty days. The remodeling of the Cliff House, together with the new Cliff House road that will shortly be completed, will give San Francisco's one remaining landmark additional advantages.

Richard P. Roberts, the lessee, states that during the course of remodeling the Cliff House it will be necessary to close the famous restaurant, but it is hoped it will be possible to reopen in from six to eight weeks.

**HEADS OFFICE**  
J. Leslie Jacobs, formerly district manager of the Richmond branch of Kahn, Feder & Brandt, is now in general charge of their real estate department, the firm announces. He has been with the concern eleven years.

## New Factory Structure



Architect's drawing of the new Reid Brothers' plant at Irvington

## Work Is Rushed On Construction On Big Factory

The Irvington factory being built by Reid Brothers, Inc., of 31 Drumm street will represent the highest development of the hospital supply manufacturing industry. Construction is of reinforced concrete, and the plans incorporate many factory innovations, including equipment for atmospheric and humidity control in order to maintain the most efficient working conditions throughout the year. The unit will comprise 77,000 feet of floor space, which will be approximately doubled by other units to be added. The first unit will represent a cost of over \$300,000 and will be completed by May.

The factory will increase the production capacity of the company by about 100 per cent and enable them to supply their growing business, which has attained world-wide proportions. Demands for their goods throughout the west and the Orient developed so rapidly during the past two years that they were unable to supply their customers throughout the eastern states, and stores operated in Toronto and New York were closed. With completion of the Irvington factory these stores will be reopened.

The factory is being built by the company's own construction department, under the direct supervision of President Maurice L. Reid. Reid, at the same time, announces that the home office building on Drumm street will be considerably enlarged in order to provide adequate office and salesroom space. Plans for this improvement are now being drawn by the company's architect.

## Active Demand For Downtown Holdings Seen

Rothchild Brothers report an exceptional demand for downtown properties, particularly vacant lots. Buyers are realizing the exceptional value of lots which property east of Van Ness avenue and south of Pine street has been selling and are now taking advantage of the exceeding low levels. They have numerous sales in the course of closing which will be reported shortly.

The firm reports having sold the southeast corner of Bush and Stockton streets, 33 1/2 by 60 feet, having frontages on three streets. This lot was owned by the Hug Estate and has been in that family since 1852. It is to be improved with stores and lots immediately.

They also announce having sold for the account of the Ackerman Estate Company a three-story and basement brick building situated on the south line of Clay street, sixty feet west of Davis. This property was taken over by Mary Elizabeth Conner. Terms of sale, private. George E. Bevel represented the seller in this transaction.

## Apartments Sold In New Transaction

The office of Louis T. Samuels announces the following sales: For the account of Robert Levinson they have sold to the client of the office the Filbert apartments, comprising twelve four-room apartments on the south side of Filbert street, between Hyde and Larkin streets. The purchase price was in excess of \$1,000.

## Plan Under Way To Dry Peaches

MADDOCK (Cal.), Jan. 6.—In cooperation with the California Canning Peach Growers' organization, a well known evaporating concern is working on a plan for the drying of cling peaches. Heretofore this variety of peaches, of which Sutter county produces more than any other county of the state, has been held exclusively for canning. It is thought that successful dehydration of clings will broaden the market for them.

**AVOID PLUMBING REPAIRS USE 'MUELLER' FAUCETS**



New residence in the Brewer tract, Hillsborough, recently sold to Mrs. George Born. This type of Italian renaissance is popular down the peninsula. S. A. Born, designer and builder.

## Banner Year in Home Building Predicted Here

The new year will be San Francisco's banner home year, according to local realtors. With building costs stabilized, wage conditions fixed and an easier money market, all of the important factors entering into "own your home" are said to be more favorable to residential development than in a number of years past.

Much of this activity will be centered in San Francisco's newer residential districts, especially the West of Twin Peaks district, according to students of the city's home expansion. This district, with its rapid transportation, its admirable residential parks, such as Westwood Park, St. Francis Wood and Ingleside Terraces, is in readiness and waiting for the building boom which it is believed is at hand.

## Parkside Given Better Car Service

Superintendent Bowen of the Municipal car line has placed additional cars on the Parkside line from the westerly portal of the Twin Peaks tunnel to the terminal at Thirty-third avenue and Taraval street.

### HOME GARDEN COLONY Bay Farm Island

Meets the Means of Families That Wish to Own Homes That You Earn Are Clear Profit

Stop outgo—start income. You needn't have much money, for we give much assistance. Just thrift, good citizenship, so that all Colonists may know they have good neighbors and live in a good community.

**Co-operation wins for you**  
Booklet mailed free. Better get one.

**DICKEY MASJERILE**  
The Standard hollow building the CALIFORNIA BRICK COMPANY  
Under same management as LIVERMORE FIRE BRICK WORKS  
604 Mission Street San Francisco  
Builders Exchange Oakland

## Much Money Spent In New Districts

According to figures tabulated by Lyon & Hoag it is estimated that over \$11,000,000 has been expended in permanent improvements west of Twenty-eighth avenue in the Richmond district since the close of the exposition in 1915.

Homes and residences have sprung up costing as high as \$30,000. Asphalt streets and parked walks have taken the place of the sand dunes. Lincoln Park, with its municipal golf links, has replaced the old Chinese cemetery, and as fast as funds are available, the city is improving its newly acquired holdings purchased from the Sutro estate and comprising the Sutro Heights and famous cliffs surrounding the entrance to the Golden Gate.

## Site of Famous Old Home Is Purchased

H. O. Harrison has purchased one of the finest marine view lots in San Francisco on the northeast corner of Chestnut and Larkin streets. It is the site of the old Klumpke home, one of the landmarks of the city. He plans to improve the property with a beautiful home. The terms of the sale are private, but the consideration known to be in the neighborhood of \$30,000. Hawks & Pennell were the brokers in the transaction.

## Busy Year in Store, Declare Realty Experts

### January Shows Promise for Coming Season in Active Deals

With the first month of the new year well under way, experts in the selling department of Allen & Co., the big realty organization here, report a very promising demand for new homes in the restricted residential tracts controlled by this concern here.

Particular activity is reported in the beautiful tract on Fulton street, between Fourth and Fifth avenues, which faces on the Golden Gate Park. A number of recent deals have been consummated in the Fulton-street tract, sales of homes to the following being reported: F. M. Metzger, A. Samuila, Edward Glass, Mrs. J. Clark, A. H. Wagner, George La Nica, Dr. A. H. Moore, R. W. Mingus and G. Goldsmith.

It is stated that the market for 1922 will not only be confined to home selling, as indicated in the present trend, but will embrace downtown selling and leasing, country land transfers as well as considerable new construction work, which is being planned. The Allen construction force, it is said, are busy on a huge program started last year, despite recent inclement weather.

## Many New Homes Are Ready at San Carlos

Many families have moved into their new homes at San Carlos. Those who start the new year in their new homes are A. E. Buckley, Theodore Beck, A. J. Buneman, H. O. Cook, J. L. Cummings, F. H. Drake, J. M. Edling, F. T. Goussaves, Captain W. C. Johnson, H. Kruger, O. E. Larson, B. A. Lindberg, H. W. Mallory, A. W. Russell, Rudolph Schott, Joseph Schneider, Robert T. Simpson, George H. Seanon, D. Riser, Charles P. Tate, John Towers and Victor Vurpliat.

Fred H. Drake, who is developing the town of San Carlos, said: "While San Carlos was the most rapidly growing community on the peninsula during 1921, when it doubled its population, I have every reason to believe that the year 1922 will show even a greater growth."

## Country Lands Attractive to Grape Growers

### Brokers Report Success in Handling Tract in the Interior

Although the year 1921 has been generally conceded to have been "an off year" in the sale of country lands, due mainly to a falling off of prices for farm products, Lyon & Hoag announce what reports to be an exceptional demonstration of what can be done with the right kind of land at the right prices and terms.

In February, 1921, they report having placed upon the market the first unit of the famous Titus ranch near Livingston in the San Joaquin valley, and up to date have made sales of over \$450,000 with a great proportion of the buyers moving right on the land. Over twenty families are now residing on the tract, leveling their land and getting it in shape for the spring planting of vineyards and orchards.

Thompson seedless grapes are looked upon with the most favor, according to C. G. Murray, sales manager for the tract, and the planting of this prolific species has been greatly accentuated since the purchase by Wylie Giffen, president of the Raisin Growers' Association, of the largest Thompson seedless vineyard in the world, located in Livingston and immediately adjoining the Titus ranch.

Lyon & Hoag freely predict a banner year for grape lands in the vicinity of Livingston during 1922, and base their calculations upon the satisfied reports of the new settlers, who are writing back to their home districts urging their friends and relatives to join them. There are several purchasers from Montana, some from Canada and some from Idaho, as well as others from scattered parts of the Pacific coast, all of whom have moved right on to their new holdings and have commenced improving.

## Home Building in Montclair Active

Home building in Montclair does not decrease in volume with the coming of the winter season. This would indicate that the home building activity will assume the form of a building boom in the various sections of Oakland's newest district.

## Building Leased Before It Is Built

A lease of a new building to be erected is announced by Buckee, Thorne & Co., they having concluded a lease for the account of Julius Eisenbach and David R. Eisenbach, well known realty operators, to the Phoenix Desk and Chair Company, of a building to be constructed by these owners on the lot at the northwest corner of Mission and Annie streets, also 562 1/2 feet, a lot recently purchased by the Eisenbach brothers through the same brokers.

The lease over a period of ten years will involve a total rental of \$100,000. This firm has been located for many years on Bush street in the Mills building, but the growth of the financial district and consequent increase of ground floor rentals at Bush and Sansome streets have forced both the wholesale drygoods and also retail firms like this old established office furniture business to seek larger quarters in the Mission street district.

The new building has been designed by A. H. Knoll, architect, and construction will be started at once.

## Specify "Corbinware"

Whether you are building a new home or remodeling your old one, insist upon Corbin Locks and Builders' Hardware. You'll find "Corbinware" more economical in the long run, because of its greater durability. Its beauty, its individuality of design and its supreme quality will add to the attractiveness and comfort of any house. Call and inspect samples, which we have on display.

**PALACE HARDWARE CO.**  
San Francisco's Leading Hardware Store  
581 MARKET STREET  
CORBINWARE

## Home Building Plans Elaborate

The S. A. Born Building Company has adopted a program that will make this a banner year in the erection of home dwellings down the peninsula.

This firm has eight residences now under construction and twenty additional homes will be started before spring arrives, according to Born.

It was also reported that this company has signed a contract to build between twenty-five and forty homes of Spanish design in Glage's Wood, San Mateo, formerly the site of the Peninsula hotel. The property was originally the home place of Alvinna Hayward.

A large view lot was also sold to Miss Marion H. Will. The lot is situated on San Pablo avenue. Miss Will proposes to build in the near future.

In addition to these sales, Henry H. Guttererson, supervising architect for St. Francis Wood, has been commissioned to draw plans for two residences, one for Dr. F. Homer Curtis and the other for Paul K. Judson of the Penn Mutual Life Insurance Company.

APARTMENTS SOLD  
A. W. Turpin reports a \$40,000 deal in the sale of the apartment building at Tenth avenue and Lake street. Charles A. Johnson is the seller and Robert S. and Jennie Stark the buyers.

### Make a Start on the road to home ownership this year

Somewhere in this great and growing city "loved around the world," is a spot just suited for the home you have been "dreaming about."

#### Westwood Park

San Francisco's Ideal Home Tract has been a revelation and an inspiration to hundreds of rent payers. If you can make a reasonable cash payment—\$1000 will suffice—you can move right into one of those cozy, ideally planned "Westwood" bungalow homes. The balance you can pay just like rent.

Ride out on Municipal "T" car marked "Inglewood"

—OR—  
Drive out in your car

**Baldwin & Howell**  
318-324 Kearny St  
PHONE KEARNEY 8610  
TRACT OFFICE, RANDOLPH 1434

# Now is the time to buy your lot

**A banker's advice**  
A San Francisco business man who bought a lot on January 2 said to us: "My banker told me to buy my lot at once, as real estate would soon follow the upward course of bonds. 'Buy now or pay more,' said my banker."

**Building costs stabilized for 1922**  
Building costs have dropped 20% or more. The Impartial Wage Board has fixed building labor wages for the next 12 months. Taking labor and materials together, building costs have been stabilized. It will not pay any man who needs a home to wait for lower costs.

**A building boom in 1922**  
With a great shortage of houses, with greatly reduced building costs, with these costs stabilized for the coming year, with no reduction in rents in sight, with cheaper and freer money for mortgage loans, there is sure to be a tremendous home building activity in 1922.

**More houses will be built in St Francis Wood in 1922 than in any previous two years.**

**Lot prices going up**  
Houses must be built on lots—lots in the improved restricted residential parks are few—there will be a big demand for these lots—prices will go up.

**An active lot demand**  
Already the demand is active in St Francis Wood. The list of bargains grows shorter every week. Here is a list of such bargains for which we are the exclusive agents:

#### Some Real Bargains

LOT 20, block 26—Level lot, facing Pacific drive, 60 feet wide, less than \$40 per foot; \$2150.

LOT 21, block 11—West facing lot in boulevard section; 50 feet lot; 50 feet wide, corner's greatest bargain at \$2350.

LOT 7, block 2—West facing; view commanding; 30-foot lot; 50 feet wide; \$3300.

LOT 11, block 6—Another 35-foot lot—this time on Santa Clara avenue; \$1800 under price of adjoining lots; \$2300.

LOT 10, block 8—A beautiful corner on Montgomery boulevard; frontage 54 feet; \$4250.

LOT 3, block 15—A 75-foot corner lot, St. Francis boulevard; to close an estate of \$2000 under seller's value; \$2800.

We'll send a map  
If you would like to look these lots over, to study them quietly and alone, we will send you a map with these lots marked upon it.

Don't delay  
But we cannot urge you too strongly to act at once. We are in an active advancing market in which such bargains will be quickly snapped up.

**MASON-McDUFFIE COMPANY**  
Agents  
City Office: 276 Post St. Sutter 2871  
Tract Office: Open Daily. Sutter 2779