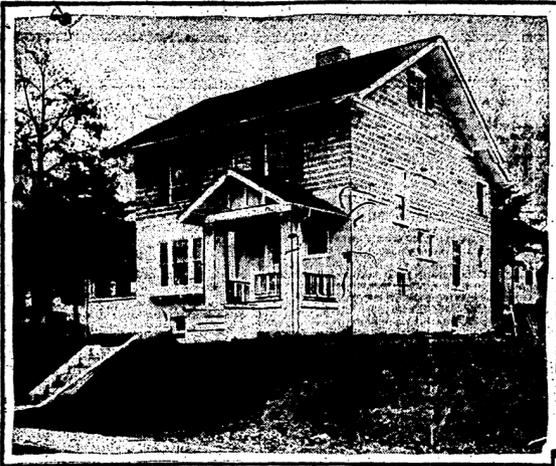


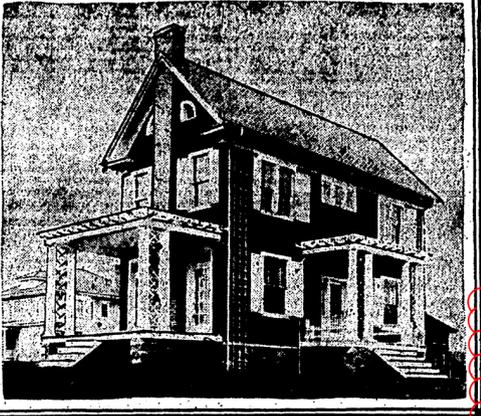
NEWLY COMPLETED HOMES IN CHEVY CHASE, D. C.



RESIDENCE OF GEORGE P. HALES, 3004 INGOMAR STREET.



RALPH GIVEN'S NEW DWELLING ON MORRISON STREET.



ATTRACTIVE HOUSE ERECTED FOR WILLIAM E. RICHARDSON ON 37TH STREET BETWEEN LIVINGSTON AND MORRISON STREETS.

EXCLUSIVE SIGN RIGHT FAVORED BY WRITER

Lessens Damage to Property and Facilitates Business, R. M. Mackey Declares.

"It's the little things that count in the real estate business just as in any other profession," according to Ray M. Mackey, in the National Real Estate Journal.

"Owners of real estate should absolutely prohibit more than one 'For Sale' or 'For Rent' sign being placed on their property. The evils that result in the appearance of several signs on a house or even a vacant lot are numerous, when one stops to consider.

"In the first place, several different signs create a suspicion in the mind of the prospective purchaser or renter that there must be something the matter with the place because it takes so much effort to sell and rent it, or that the price is high so as to allow a good commission to all of the agents in whose hands it has been placed.

"The marks of many signs having been on a house naturally suggest that it has been a long time in the market and that there must be something of an undesirable character about the place, or it would not have remained vacant so long.

"The real estate agent himself should refuse to list a house unless he is given the exclusive sign rights. It is to the property owner's interests as well as his without fear of some other real estate man deriving the benefits of it.

"It is a recognized fact that a neat, simple little sign will often rent a house where a huge billboard will not. The owner and the agent should be careful as to the location of the sign.

"The use of a galvanized tank, which will not rust, is a good suggestion for the owner who prefers placing the sign on the outside. Such a tank costs about the same as the ordinary rusty kind and does not take so much from the appearance of the house when the sign is removed.

"In accepting the agency of a house the real estate man should insist that the keys be turned over to him and the owner should give him authority to care for the property. In this way the agent may feel confident that all his agreements with the tenant will be carried out and this will add greatly to the transaction of business.

"The Last Word.

"From the Detroit Free Press.

"I had the last word in an argument with me, as usual, last night."

"Yes, he apologized again."

BUYS \$35,000 HOME

Col. H. H. Ludlow Purchases Property at 1726 N Street Northwest.

Col. H. H. Ludlow has purchased from Mrs. Dlang Morgan Hill the residence at 1726 N street northwest. The sale was negotiated by Richardson Gibson, and the consideration is said to have been about \$35,000.

The house is a five-story structure of the English basement type, containing twenty rooms and three baths. It is understood the purchaser plans to spend about \$5,000 remodeling the property. The lot has a frontage of forty-three feet and a depth of 110 feet.

NEW HOME ERECTED FOR M. LE ROY GOFF

Residence of Colonial Type Built at 2303 California Street.

An attractive residence of the colonial type of architecture has been erected at 2303 California street northwest for M. Le Roy Goff from plans prepared by Bohl and Brown, architects. The house has a frontage of thirty-five feet and a depth of about sixty-five feet, and contains fifteen rooms.

One of the unique features of the home is a large room in the basement which has been fitted up as children's playroom. It is lighted by several windows and is of sufficient size to permit the playing of games.

Another attractive feature of the interior arrangement is a frieze which extends around the walls of the dining room, which is twenty-three by sixteen feet in size. The frieze is three feet high and is the work of Carl Rake-mann, an artist of this city. It shows a number of scenes in the woods and fields. The various portions of the frieze were prepared by the artist in the open and in his studio, and then were applied to the walls. Painted panels prepared in the same way also are located over the doors and mantel in the living room which adjoins the dining room.

All of the interior woodwork is finished in ivory white. The floors are of hardwood parquet. There is a large stairhall on the main floor, with a cloak-room adjoining. On the second floor there are two bedrooms, two baths and a large library. There are three bedrooms and bath and a servant's suite containing two rooms and bath on the third floor.

Radiators Are Hidden.

A number of novel conveniences have been installed in the house. In the basement there is an electrically operated vacuum cleaning apparatus with pipes leading to the various rooms above. A large loche which adjoins the kitchen is so arranged that it can be filled from the outside of the house. The house is heated by the hot-water system. All of the radiators are located in recesses in the walls and are concealed by grills.

The house was erected by Charles A. Langley contractor. It cost approximately \$20,000.

WANDERING TENANT POOR ADVERTISEMENT

Is Declared to Be the Underlying Cause of the Big Repair Bills.

The policy of the landlord is an important factor in apartment house success, says the New York Times. The apartment house owner must determine which of two policies he is going to follow—whether he is going to keep the physical condition of his property at par as far as possible by granting his tenants' reasonable requests to keep his house a little better, by giving his tenants a little more and as a result receiving more in income, or whether he will follow the opposite course, granting tenants as little as possible, making only such repairs as are absolutely necessary and squeezing his investment for the purpose of extracting the last ounce of net return.

WINDOWS OF SEASHELLS

Are Used Extensively in Buildings in Philippines.

As a substitute for glass, seashells are used to advantage in the Philippines. The windows in the main entrance of a large building in Manila are probably as fine a modern example of the use of seashells as can be obtained. The seashell windows may also be seen at their best in old churches. Manila alone uses in the neighborhood of 5,000,000 Kapa shells each year for windows.

It pays to read the want columns of The Star. Hundreds of situations are filled through them.

DR. SPRIGG BUYS HOME

Acquires Attractive Residence at 2172 Wyoming Avenue Northwest.

A deed has been placed on record transferring the ownership of the residence at 2172 Wyoming avenue northwest from Abner H. Ferguson to Dr. William M. Sprigg. The consideration is said to have been between \$25,000 and \$30,000. The house is a newly completed structure and is one of a row of three dwellings of the French chateau type of architecture. The property has a frontage of 30 feet and a depth of about 133 feet.

LOSS OF RIVAL'S EARS TOO MUCH FOR HIM

Colored Restaurant Man Down South Didn't Need a House to Fall on Him.

Special Correspondence of The Star. NEW YORK, December 26, 1913. Irvin Cobb produced a characteristic Cobb story the other day. He told that in a small southern town two negroes kept restaurants on the same street. One day a large fur-crowned white man entered one restaurant.

"Give me," said he, "about a dozen of your best oysters—and see that they're fresh. And a plate of ham and 'long bacon. And three mutton chops, with some bread. And a large fur-crowned white man entered one restaurant.

"When he had finished he took out a long, keen, glittering claspknife and began to pick at the counter with it. "The street-nigger," said he, "down the street—he don't run much of a restaurant, does he?"

"No, suh," said the proprietor. "He substantially goes out. That nigger he run around as triffin' a restaurant as I evah did hear of."

"I thought so," said the white man. "I went into that restaurant last night, and eat about the same sort of a meal I did in your place, and that nigger had the impudence to charge me a quarter for it. And he just naturally cut off his ears and made him fry 'em in his own pan."

"Now," said the white man, turning a glare on the proprietor, "how much do you charge for a dinner?"

"Um," said the proprietor. "Less see. You had oysters and ham and chops and a loaf and a fried chicken and pie and coffee—less call it a dime."

McAuliffe Tells Story on Himself. Jack McAuliffe, once lightweight champion, is bathing in prosperity during the latter years of the "Big Tim" Sullivan. He told about it during the Morris-Willard tango-treater.

"Every time I ran short of a two-dollar bill," said McAuliffe, "I touched Tim. One day he put down a very touch I made. One day he shook his head at me."

"He made me go with him, and we bought a little pocket memorandum book. After that he put down a very touch I made. One day he shook his head at me."

CONTRACTS FOR BUILDING

New York Provides Headquarters at Panama Fair in Frisco.

NEW YORK, December 27.—Two San Francisco contractors have been awarded contracts for the construction of the New York state building at the coming Panama fair in San Francisco. Announcement of the award was made yesterday by the New York commission appointed by former Gov. John A. Dix to take charge of the matter.

The successful bidders were Neal A. McLean and Charles Wright. The plan call for a structure 218 feet long, 77 feet wide and 60 feet high, divided into three stories. It will stand in a plot 200 by 350 feet at the head of all the state reserves.

Thomas Rowley and Miss Bertie Jennings of Nacomin, King George county, Va., were married Wednesday.

RESIDENCE SOLD FOR \$10,000.



HOME RECENTLY PURCHASED BY CHARLES R. RILEY AT 1865 PARK ROAD NORTHWEST.

Charles R. Riley Purchases Residence at 1865 Park Road.

Announcement has been made of the purchase by Charles R. Riley from John B. Keleher of the residence at 1865 Park road northwest. The sale was negotiated by H. E. Rust and the consideration is said to have been \$10,000. The house is one of several residences on the north side of Park road, which are located on a high terrace. It contains ten rooms and two baths.

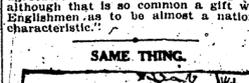
Telephone Voice.

From the London Chronicle.

Have you noticed that the woman—with the treble voice—is supreme at the telephone? The male operator is on duty at night at the exchanges and is generally rather a nuisance. His bass voice does not reach, and a call at midnight, if it involves an argument with the exchange, results in misunderstanding. The telephone girl—snappy, treble and distinct—for me, please.

Mr. St. John G. Irvine, writing on the use of the telephone, declares that the normal English voice is bad, and that by H. E. Rust and the Scottish know how to speak English correctly. This was not the opinion of John Lothrop Motley, although the American historian found plenty to criticize in our nation. In a letter to his wife Motley concludes a lengthy description of an evening spent with Macauliffe by saying: "His voice is agreeable and his intonations delightful, although that is so common a gift with Englishmen as to be almost a national characteristic."

SAME THING.



Felix Hawsted — I soon de farmer startin' fer youse wit' a club. Did youse hike when de hiken' was good? Hungry Harold? Well, I beat it when de...

JUST HUMAN NATURE

CHRISTMAS comes only once a year—and there aren't so very many years.

An energetic young wife's idea of a good husband is a man who can fix the plumbing and steamfitting, and still have neat habits.

Kris Kringle picks a stealthy way, with a skittish reindeer struggling. If he came through in open day, they'd have him pinched for smuggling!

"You don't encourage that young man's visits?" "Not much. He is anxious to marry my daughter, and I want to run as little risk as possible of his seeing how she behaves at home."

"What are you going to do with that boy for hitting you with a snowball?" "Nothing," answered the True Sport; "it was impudent of him, but he certainly threw a dandy curve."

Dear father's going on a strike! In language most severe he tells the family he will not play Santa Claus this year! Ah, honest, we can't blame him if he acts his sense of nose about the way we criticized and jered last Christmas' evel. With woolen whiskers and a suit of cotton flannel clothes, he ambled to the Christmas tree with confident repose. The younger generation, as you know, is strong for Art, and Susie said she didn't think Paw realized the part. And Gwendolyn informed us that what made his acting weak was rather too much temperment and not enough technique. And Gladys Jane, who studied elocution, took a slam because Paw hadn't practiced breathing with his diaphragm. And Brother Bill concluded he was due to take a chance and said that Santy should black up and do a song and dance. Dear father frowned visibly and vainly tried to speak the pretty little piece he had been chewing for a week. He had a case of stage fright that was terrible to see and looked the one who murmured "wet the hook" and that was me. He says that he will play King Lear or Hamlet or Alcebas; that as Bill Sikes' he'd undertake to scare us half to death! He says he's willing to sign checks and help along the cause, but that he'll quit the troop if he is cast for Santa Claus!

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CUPID'S A B C.



B is for Ethel. At driving a car She's said to outclass other girls by far; Dan Cupid rides with her, oft taking the wheel, So Ethel, the charming, a poor heart can steal!

Big Bargains High-class Location

We Invite Comparison Terms, \$500 Cash; Balance Monthly Nos. 1619, 1621, 1623 Irving St. N.W. Price Only \$5,750 ---ONLY 2 LEFT--- (Just West of Avenue of the Presidents.)



Most houses of this type, in this location, rent for \$45.00 per month. Inspect these houses today and let us show you what your rent will do toward paying for one of these up-to-date homes.

Stylish brick fronts; large porches front and rear. Note the size of these fine lots, 15x100 to alley. Plenty of room for garage or garden. Six good rooms, tile bath, hot water heat, laundry and toilet in cellar, electric and gas light, hardwood finish, hardwood floor, carpeted throughout, side-oven gas range.

To inspect these houses—take any 15 St. car marked Mt. Pleasant and get off at Irving St., walk about 100 feet west, or phone for our auto service.

Open every day. Lighted until 9 p.m.

H.R. Howenstein Co. 1314 F ST. N.W. at 7th AND H STS. N.E.

NEW HOME FOR M. LEROY GOFF.



RESIDENCE OF COLONIAL TYPE, CONTAINING MANY NOVEL FEATURES, WHICH HAS BEEN ERECTED AT 2303 CALIFORNIA STREET.

NEW ROW JUST COMPLETED

1364 to 1380 East Capitol Street Just East of Beautiful Lincoln Park. Open—Lighted and Heated Daily Until 9 P.M. Inspect Today.



"Built, Owned and For Sale Exclusively" By This Company.

Price Only \$5,250 ONLY 4 LEFT

Six-large rooms; tile bath; electric lights; parquet flooring; lots 18x133 to paved alley; 40 ft. of front parking; hot-water heat; double front and rear porches. Inspect today. Houses with extra large lots, \$5,500.

H.R. Howenstein Co. Offices: 1314 F St. N.W., or 7th and H Streets N.E.