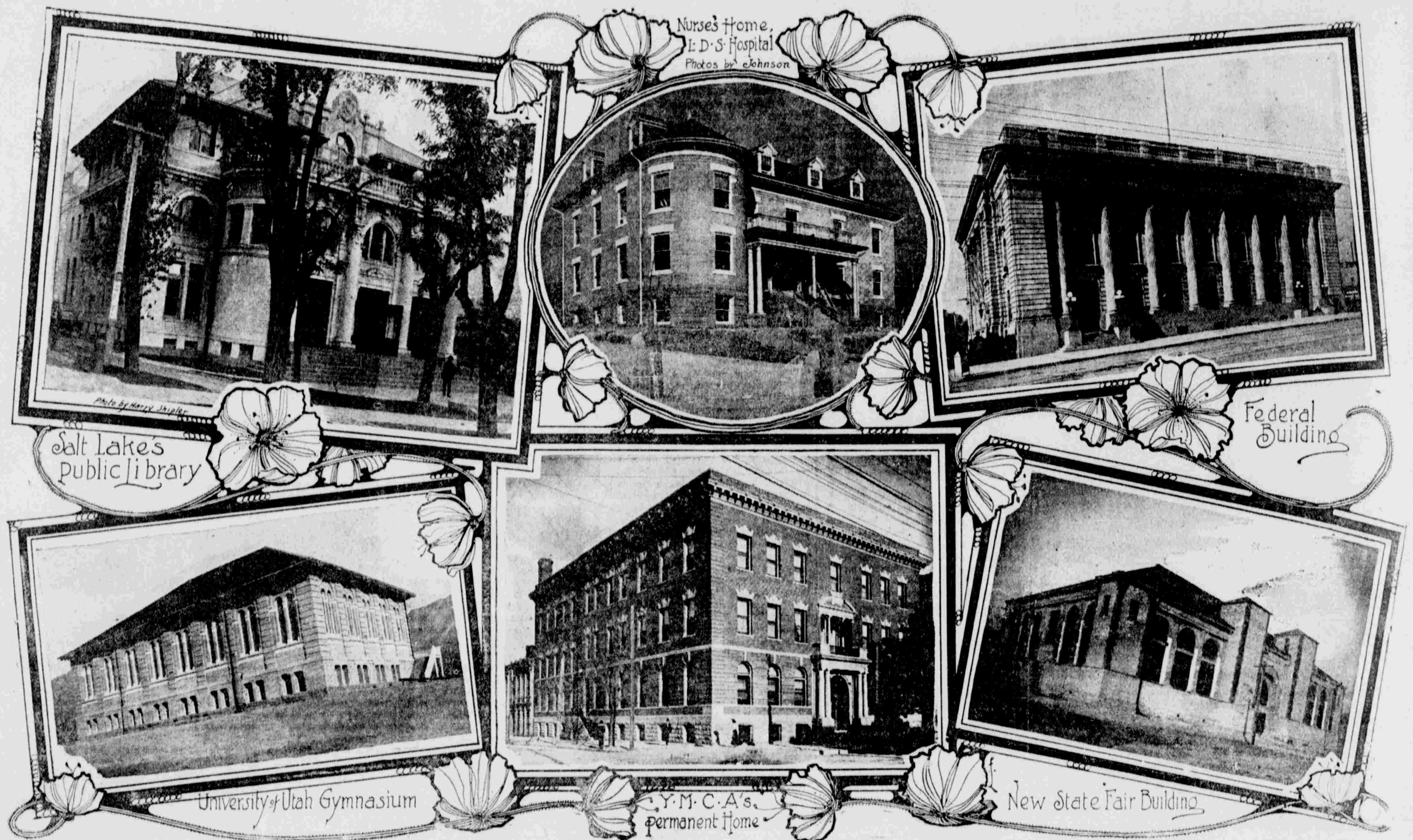


# Twelve Months With the Builders and Realty Men.



A GROUP OF THE PRINCIPAL BUILDINGS COMPLETED IN SALT LAKE DURING 1905.

**M**ORE anomalies exist in the real estate business than any other under the sun. Every real estate dealer will sell you that while it is all right to make hay while the sun shines it is a poor time to sell property. Naturally one would expect nice, pretty weather to bring out realty buyers—for when does property show to better advantage than when the grass is green, the flowers in bloom, the air balmy, the birds singing? But in practice it's different. The buyer who has been carted in a drizzle, through sloppy streets, his clothes bespattered with mud, will snap up a lot ten times quicker than the one who has been rolled in an automobile under cool skies, fanned by gentle breezes, so much for popular fallacy number one.

The people to see an advantage and seize it should naturally be those on the ground. But here again the real estate business breaks the rule. The man who sees opportunities in real estate and embraces them is the fellow at a distance. For years without number townspeople here have known of the marvelous riches in which Salt Lake was set; coal, iron, copper, gold, silver, building rock, kaoline, fire clay. They have known of the extraordinary soil that filled the valleys, producing such wondrous fruit, superb vegetables, splendid sugar beets, luxuriant hay. But to these same townspeople anyone that peated of a glorious future for a city endowed with such natural gifts was "a boomer." The railroads were a myth, and instead of Salt Lake's long distance from competitors being a source of greatness, it was why we were "cut off from markets."

Outside have seen—they have come. They have opened smelters, pushed new rails across the desert, gobbled up valuable trackage and pocketed the profits. Others are on the way; they have seen from afar what we cannot see at our feet. The big advantages that we enjoy are more patent to those in New York, Chicago, and Kansas City than to our neighbors.

## The Rainbows Are Here.

Well, this is a year in which a Christmas paper don't have to scatter rainbows. The rainbows are already fixed. It takes a lively newspaper these days to keep up with the procession in Salt Lake. Scarcely a day passes that a new enterprise isn't quietly planted. In a year that excited no particular comment there has been more building than any two years of our best boom. The vacant corners around town are few and far between. The "inside" pieces are evaporating. Everybody, too, is getting what but a few enjoyed a few years ago—sawdust, sidewalks, electric lights, paved streets. Mortar, brick, lumber and paint are going from the yards so fast it is hard to keep track of them. Sellers are too busy to give you much information. Salt Lake is hustling and bustling.

In a breezy dissertation which introduced him to fame some nine years ago William Allen White advised Kansans to raise less hell and more corn. A certain class of mischief breeders in Salt Lake have always made a specialty of

the hell production, and haven't evinced much interest in any other kind of crop. But as prosperity in Kansas extinguished the exponents of fire and brimstone, so the present good times are cleaning out the knockers and kickers in Salt Lake. All one has to complain of here now is that the day has but 24 hours, and that one fellow can't cover two jobs at a time.

It isn't my purpose to exhibit a statement of resources and liabilities in Salt Lake. We have gained a lot in 1905, charged a lot of stuff to the loss account, that was good—ridance and emerged from the year with a big dividend. The town is "a humming"—to use a pat expression. With names like "San Pedro," "Burlington," "Western Pacific" as tangible assets, with smelters and mines and factories being added to the ledger accounts, who can make any headway looking calamity? It's pretty hard to make a fall man believe he's hungry.

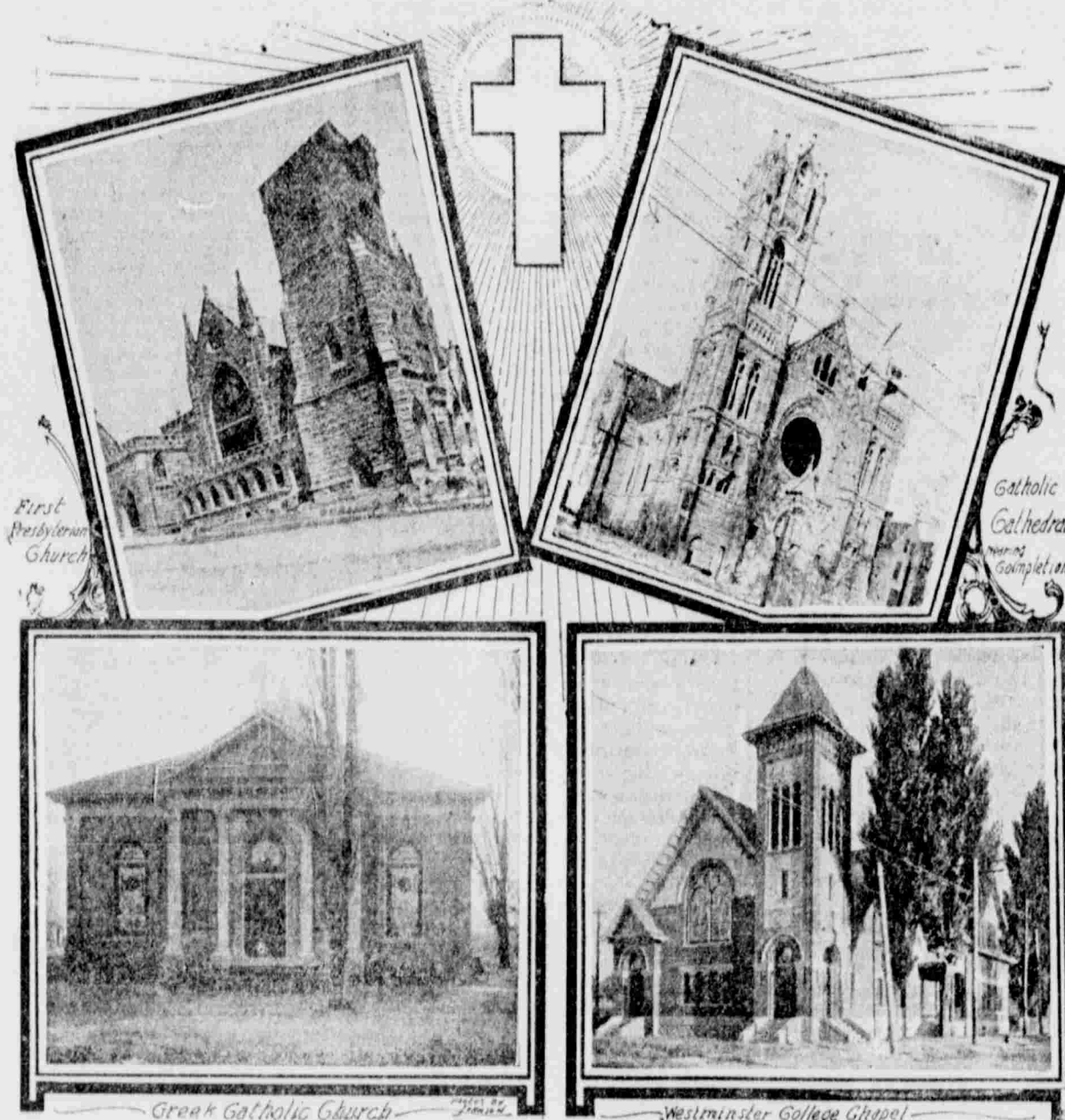
To those who are fond of statistics—and there is no more profitable study—the comparative growth of Salt Lake has an interesting lesson. During the period in which it was predicted we should have death, through the loss of free silver coinage, Salt Lake was doing a cake-walk; spreading, improving, increasing in wealth, in population, in all the elements of success. Just as we were supposed to be in miseries from which we could not be extracted, lo and behold, the bad men from the outside have come to whoop up the prosperity of everybody. More jobs than men, more houses planned than contractors to erect them, more goods to handle than clerks to care for them, more calls for truckage than supply to meet it—this is the daily story.

## Eloquent Figures.

The building permits, the architects' reports, the output of lumber and brick yards, the record of the county recorder, all tell an eloquent tale of what we have done and are doing since the real estate review in these columns a year ago. These facts need no gliding or burnishing. Business men of all classes are doing well. While enterprise has been expanding, money has remained plentiful and cheap. Never had the worker both ends of the string more firmly in his fingers than right now. He is enjoying a good income, and the chance to borrow money cheaply. When money was most stringently in New York during October and November, it was easiest here.

The real estate market is doing well, thank you. So is the real estate dealer. So is the property owner. So is the landlord. The only unfortunate is the man who owns nothing, pays rent and lives up to his income. Business property has kept pace with homes. A disposition prevails among the workers in Salt Lake to own their own homes.

The building movement of 1905 was simply the continuance of the work started in 1904, gathering momentum, and sweeping on. Prices of labor advanced, prices of material continued upward, but instead of stopping construction it apparently helped it. All kinds of building, from the veriest



CHURCH BUILDING GROWTH DURING THE CURRENT YEAR.

## And the Days Ahead Are Full of Rosy Promise.

Satisfactory as has been the year past in real estate and building there are even brighter and roser days ahead. Salt Lake's future is such that no man can portray it. Fine as are her most modern business blocks today there are indications that at no distant period the best of these structures will be outclassed by the edifices yet to be. In the very nature of things one of the big buildings comparatively close at hand must be a hotel. More railroads mean more tourist travel and of necessity more tourist travel means more hotels. Some of the best informed realty dealers and business men say that within the next five years there must be several new hostels in Salt Lake to accommodate those who shall come hither. In the meantime there is a warm welcome for all.

shack to the handsomest of business blocks, have marked the year. During cold weather, and hot, there has been no cessation; the only delays being those forced by lack of skilled mechanics, or shortage of material, both of which have been too frequent. Every workman has wished he could multiply himself, and every material man has sighed that his stock was not larger. Contractors have been forced to refuse buildings because they could not get sufficient help. From a \$50,000 to a \$500,000 home, work has gone with a rush. It has been a money making season for everybody who had anything to sell,

be it service or goods. An evidence of the good times and prosperity in Salt Lake found amusing expression in Salt Lake during the municipal campaign, when all three parties claimed credit for the activity which had marked the year. But even those who were making loudest claims for the city's growth failed to appreciate the real magnitude of improvement. For instance, one paper declared that there had been a movement all along the various lines of realty excepting only on those long fringing Ensign Peak or near Jordan additions. Thereupon the editor was taken to time by a live

man of the town who called attention to the numerous pretty brick cottages erected this summer back of the Capitol grounds on the slopes of Ensign Peak and to the many little speck-span homes that dotted the level flat beyond Jordan. And a significant feature of the rapid development here is the steady demand for moderate priced cottages—places ranging from \$1,500 to \$2,500 in cost. While it is gratifying to see the beautiful mansions on the "Ap-plan way" (as some one has not inaptly dubbed Brigham street), it is yet a stronger evidence of a healthy growth that so many tasty, modest, modern

cottages have taken root in the twelve months. There has been no hurrah, in fact, not much notice has been taken of it all.

## Business Property.

Business property is and has been in a transitory condition as to location. There is every indication that the three blocks of Main street, from South Temple to Third South, has finally broken its hands and that first-class business is spreading rapidly into new sections. Roots within the old confines are too high, and locations there too few. The "spreading" movement has started, and within the last few months of 1905, Third South street has been added to the desirable business sections.

"Pull together" has been the shibboleth of the Real Estate association. "Keep money at home and bring more in," has been the watchword of the Commercial club. "Stop quarreling" has been the advice of wise folk who see in Salt Lake's present situation an opportunity rare even in the annals of the miraculous west.

And speaking of "situations," Salt Lake is now in a position remarkably similar to that of Kansas City's in 1880. At that time the town at the mouth of the Kaw was in the early stages of its formative period. Business was compressed into a few short blocks, warehouses were sandwiched between homes and nobody really could tell how things would shape themselves. There was "not room enough to go round"—or rather everybody was afraid to venture into new sections. The pressure got worse and worse, rents went higher and higher, business became clogged and congested, and the limit was whose business was so firmly established that it would follow them anywhere, got together and decided to move to a new locality, blocks away. The cord was broken, retail Kansas City was transferred and thereafter there was elbow room for all. Salt Lake must do the same—the sooner the better. It is absolutely absurd that \$300 a month should be paid for a little store a rod wide; and legitimate business can't stand it. By "spreading out" the needs of the city will be met in a healthy way. Residence requirements have compelled an expansion movement, the contracted railroad sphere has been broken by the establishment of round houses in North Salt Lake, and only business keeps in its swaddling clothes. It is not exaggerating to say that the present concerns in Salt Lake could easily utilize twice the space they now have—but haven't the courage to make a break from their imprisonment. An indication of a tendency toward such a "break for liberty" has been shown in Mrs. Judge's purchase of the corner opposite Walker Brothers' store, and the widening of the business district on First South street. It is not any wonderful gift of second sight that is required to forecast a vastly enlarged business in Salt Lake a year hence. The transfer of the postoffice to the new Federal building has done much to attract people to south Main street, the preliminaries in depot building is stirring up property

on South Temple and Third South streets, and the paving of Brigham street has drawn attention to the upper portions of town. Railroads, factories, smelters, the employers of wholesale labor, are swiftly filling Salt Lake with a new population that must be reckoned with. New mouths to feed and bodies to clothe, means larger business, and this means more stores. In spite of herself, Salt Lake has got to grow. She is the railroad hub for a wheel hundreds of miles in diameter. Idaho is booming, but Idaho is tributary to Salt Lake. Wyoming is developing and Salt Lake feels every heart throb as the quickened blood flows toward this metropolis. Nevada finds her outlet through the San Pedro to this city. Utah is expanding in mines and fields, in factory and store, all of which is directly felt in her capital.

## Public Improvements.

Public improvement in 1905 has kept pace with business and the two have told directly and effectively on business values. A hot summer spurred our city officials toward solving the water problem. While a subject of much wrangle, the water question is conceded the paramount problem and the first that must be solved. Next Christmas should find a supply of water commensurate with the needs of 100,000 people. The pavement of Brigham street, after years of travail, has made that thoroughfare a way of beauty, while the preparations for macadamizing Second street insures a drive that will be the pride of Salt Lake. The general establishment of sidewalks in every part of Salt Lake has transformed the city for pedestrians and the extension of the sewerage system is putting the town into an ideal sanitary condition. While abutting property must pay for these luxuries the same abutting property recoups itself instantly in increased values. In turn the increased value of the land imposing larger taxes, compels the erection of improvements. So it is that even those who are opposed to advance or indifferent to modern comforts are forced into the running channel and compelled to pull an oar.

## Stop "Knocking."

It is said that the old generation in the south will never learn that the war is over. Likewise a generation, now fast disappearing in Salt Lake, will never learn that bye-gones are bye-gones; that the only way to make a great city here is for all to pull together. As before stated, the Real Estate association has been the prime mover in the work of harmonious action. The "knockers" in Salt Lake is at a discount. He who would succeed must fall in with the procession or the procession will run over him. As reality is an accurate index of all business—for the demand for land depends upon the success of business—as this year of 1905 with its brisk record of sales and building faithfully records the trend of the whole commercial element in Salt Lake City. Nineteen hundred and six will be the year of the booster—the man who believes in Salt Lake and is willing to work for her advancement.

GLEN MILLER.