



FAIRWAY COTTAGE

A. S. NEWCOMB & COMPANY

Offer for Sale or Rent

ATTRACTIVE RESIDENCES IN PINEHURST

DESIRABLE COUNTRY PROPERTIES

HOUSES AND BUILDING LOTS
AT KNOLLWOOD

SEE CHARLES P. MASON
Manager Real Estate Dept.

PUBLIC SALES

We have purchased 122,000 pair U. S. Army Munson last shoes, sizes 5½ to 12, which was the entire surplus stock of one of the largest U. S. Government shoe contractors.

This shoe is guaranteed 100 per cent. solid leather, color dark tan, bellows tongue, dirt and waterproof. The actual value of this shoe is \$6.00. Owing to this tremendous buy we can offer same to the public at \$2.95.

Send correct size. Pay postman on delivery or send money order. If shoes are not as represented we will cheerfully refund your money promptly upon request.

NATIONAL BAY STATE SHOE COMPANY
296 Broadway, New York, N. Y.

W. W. WINDLE COMPANY

Millbury, Massachusetts

The choicest American and Foreign Virgin Wool Fabrics for sport wear. Virgin wool blankets in wonderful colorings. Steamer rugs made of the finest wools. Fabrics selected by experts, months in advance of the seasons. Clow's Gift Shop at Pinehurst and Miss Julia McDermott's store at Southern Pines will be pleased to show you samples on request.

For Sale or Rent

COUNTRY PLACE NEAR PINEHURST

TWO miles west of Carolina Hotel. House has living room, dining room, two bedrooms with bath between; kitchen and storeroom. Open fireplaces in both living and dining rooms. Flues in bedrooms. Two porches. House is unfurnished.

Fifty acres land adjoining, suitable for peaches or truck garden. Purchaser may buy house and lot alone or undeveloped land only, or both together.

For particulars see

C. P. MASON, *Manager Real Estate Department*
A. S. NEWCOMB & CO.

It is reasonable to expect that in another ten years we will add another fifteen million people which means as many as North Carolina, Virginia, Maryland and Pennsylvania have now. But we will add no more land. It is plain, therefore, that the day of cheap land has gone forever. By that I don't mean two-dollar land or ten dollar land, or anything at those ridiculous prices. The figure that land will sell for in the days ahead of us will be governed by the ability of the buyer to pay. Land is a necessity. Even if we should live in airplanes we must have a place to light to get gasoline. Consequently we will all be struggling for a place on the ground, and as people become more numerous, the struggle will be more intense. More people will have sufficient money to pay higher prices and that will automatically force prices higher and higher. That is what has been going on in the Pinehurst country and is what is in the future. It is not alone climate that is making prices of land but the swift increase in population and in wealth. More people and more money flow this way to share in the comforts of this favored area. Every time another settler comes the land must be divided into a smaller unit to make a place for him. Every time a newcomer moves in he commences at once to make the neighborhood more attractive. Every man of energy who has shown the rest of us how we can make our community and our homes more interesting to us helps to draw an increasing crowd. Pinehurst has exerted an influence in the immediate vicinity, but also in the whole county, the whole state and the whole South. The influence perpetuates itself and we all work along with it and continue to attract more people.

Never in the history of the Sandhills has that attracting influence been so powerful as right now. We are no longer a group of communities, but are rapidly growing into one connected mass. Within the next few years it will be difficult to tell where the separating line is between Pinehurst, Mid-Land farms, Knollwood Village, Southern Pines and Aberdeen. For these local units having been established, are right now growing into each other. The growth continues at a faster rate, for these things are always by the multiplication table which gets bigger and bigger as we go down the column. As the villages grow and as settlements spread out on the intervening land, the land values will go up in corresponding ratio. It will not surprise me at all if ten years from now every acre of land along the road leading out of Pinehurst by Knollwood Village and Southern Pines to Aberdeen will be held as high as a thousand dollars an acre, and some of it many times that much. Each succeeding year is certain to see an increased population in this area. In that population will be a materially greater proportion of people of means, able and willing to pay higher prices for land. Being able to build more expensive houses, better roads, better schools and everything of the kind, the result will be a much more wealthy and progressive community. This in turn will continue to attract still larger numbers indefinitely. For this reason it seems apparent to me that the increase in the price of land in the last twenty years is entirely normal, and that a similar or even greater advance in the years to come can be expected with absolute confidence. Within the last four years a Sandhills man put a price of a hundred dollars an acre on some land that had been bought for less than a fifth of that money. Another long headed Sandhill individual familiar with real estate in its various forms said he would like to see the day when Sandhill land would sell for a hundred dollars an acre. Since making that remark he has sold some of this identical land which brought out his remark and sold it for several times a hundred dollars an acre.

This is all natural enough as it is the course we are shaping. Land is just as ridiculously cheap now as it was twenty years ago. It is a more logical investment now than it was twenty years ago, for when land could be had for two dollars an acre there was a doubt if you bought any of it, whether you would ever get anything out of it. You know today if you buy it, it has a selling value, and that is the main story. The demand that makes the present selling value will make a greater value day by day.