

Some Recent Sales

5 houses and lot on corner Black and Hagins Sts., Rock Hill, S. C., for Dr. W. G. Stevens to Poag, Fewell and Whisonant.

Lot in Shelby, N. C. for F. M. Dickson, Belwood, N. C., to S. M. Morrison, Shelby, N. C., through our Agent, J. A. Anthony.

The two Gordon Hotel lots on East Main street, Rock Hill, for Mr. and Mrs. L. W. Ayer, of Marion, Ala., to J. B. Johnson and C. W. F. Spencer and resold to J. Ed Roddey and Dr. T. A. Crawford, all of Rock Hill, S. C.



OUR SOLICITING AGENTS

- J. A. Anthony, Shelby, N. C.
- L. F. Groves, Gastonia, N. C.
- H. E. Reid, Lincolnton, N. C.
- M. L. Edwards, Rutherfordton, N. C.
- B. F. Pegues, Cheraw, S. C.
- Auctioneer, B. W. Gettlinger, Spartanburg, S. C.
- Dr. R. J. Morrison, Cherryville, N. C.
- T. M. Whisonant, Rock Hill, S. C., Traveling Agent.
- W. R. Hough, Camden, S. C.
- Dr. D. T. Teal, Chesterfield, S. C.
- W. M. Smoak, Aiken, S. C.
- Dobson & McCaskill, Kershaw, S. C.
- J. A. Hearon, Bishopville, S. C.
- D. L. Stevenson, Winnsboro, S. C.
- Jno M Houck, Marion, N. C.
- C. B. Ober, Blacksburg, S. C.

Some Recent Sales

About 40 lots in Woodland Park, Rock Hill, S. C., for Jas. S. White to different parties at auction and private sale.

Corner lot fronting Winthrop College, Rock Hill, S. C., from S. J. Kimball to J. Edgar Poag, and resold to a Columbia party.

2 lots in Shelby, N. C., for W. R. Newton to Rachel Hendrick and Andrew Elmore through our Agent, J. A. Anthony.

Lot on Flint Hill, near Rock Hill, for Joe Gilmore to J. M. Ivy, all of Rock Hill, S. C.

TO BUY, SELL OR EXCHANGE REAL ESTATE

Correct descriptions must be given to gain confidence, business prices named and each interested party make their part of the proposition. Brokers are not mind-readers and cannot get deals through when only questions are asked. Offers are necessary to close trades. When we receive property or propositions we know we have something to work on. Questions are all right to start trades, but let them be followed by business propositions for results. We furnish blanks and information, on application, for listing property, and owner's description of property to those who wish to buy.

Why it Pays to Handle Real Estate Through Brokers.

They must work and study the profession to make it a success. They must also possess talent to make business grow. Customers are sure to go where they can get accommodated, buying or selling. Knowing values and what class of property is suited to different customers has all to do with getting trades through. They must be a good judge of what class of property to show different customers. If a small farm is wanted it is a waste of time to show a large one. To succeed a broker must have the confidence of the public and be a good judge of property, as well as a fair judge of human nature. A successful broker knows whose secrets to keep without being told. A broker who is up-to-date in his profession knows it is to his interest to make good trades for his clients. Real estate men, the press and the railroads are the main channels to put life and value in DIRT, which results in activity in all other lines. When land or any other property is high it is appreciated and is in good demand. When low in price but few seek it as an investment, though this is always the best time to buy for long profits, provided buyers have patience to wait for reaction. This office is constantly growing in experience, acquaintance and business. There are millions to be made out of Southern Real Estate at present prices, from the fact that the world is just commencing to open its eyes to the growth in values, as well as the increase in yield of different products. This office has correctly predicted the course of real estate values for several years. We advised purchases of DIRT for successful and safe money-making. Those of you who have kept an eye on our remarks are in position to say whether they have been misleading. One of these days the buyers will swarm to our office to look for money-making investments. This is why you should have your property listed with us. We have made hundreds of people money and stand ready to do the same for you.

All Goods Should Wear the Correct Label.

Including citizens from the highest to the lowest. The name or mark should tell the exact contents of the package. In selling produce, the writer learned that the buyers soon found out the brands that were reliable. A few packages of fine quality on top, with inferior quality covered, teaches buyers the character of the label. So it is with some smooth-faced and slick-tongued people. They will not bear close investigation. The time has passed when men can travel far on their grandfathers' records. Each and every tub must stand on its own bottom. Deception is bound to be caught sooner or later. It is very important that all property should be correctly described to gain confidence. Let the world be able to say "You will find it as represented." Then we do not have to "blow our own horn." What the world says is what makes things go.



T. M. Whisonant, of Rock Hill, S. C.

South Carolina Property

Abbeville County.
CITY PROPERTY
No. 504—Lot 104x120 feet on Stand Pipe street, Abbeville half mile from depot. Price \$150.

Aiken County.
CITY PROPERTY
No. 488—4-room house, on lot 138x25, St. Salley's 600 population, school and churches, on Wagner street, level, good condition, barn, all fenced, smoke house, flower and vegetable gardens. Price \$350.

No. 508—4-room dwelling on lot 90x115, Main street, Bailey, S. C., 600 population, vineyard, splendid water, barn, all fenced, storehouse, smoke house all in good repair, good shade, 2.50 two acres, a solid block surrounded by 4 streets, in good location near the depot. Price \$1,500.

FARMS.
No. 573—90 acres 2 1/2 miles S.W. of Aiken, church and school, 60 cultivated, level, 3-room house, barn, good water supply. Price \$2,200.

Hamburg County.
CITY PROPERTY
No. 414—4 acres in center of town of Hamburg. All cleared and level. Can be sold for \$100 per acre. Modern dwelling, good repair, with 8 large rooms, good orchard and vineyard, 100 pear trees, 1-2 bearing. Artesian well flowing 16 gallons per minute of good pure water, 417 feet deep. Water works in dwelling from artesian well. Swimming pool and fish pond. One acre in flowers and shrubbery. Good servant house and all necessary outbuildings. Also good cooperatory and two summer houses with beautiful view growing on them. Healthy location. Town has about 2,800 inhabitants, ships about 10,000 tons of cotton per year. Only 45 miles from Aiken, the great health resort of South Carolina, and on the same railroad. Price \$9,000.

Beaufort County.
No. 541—7-room dwelling on acre lot at Hutton, S. C., on Culhoun, Church and Lady streets, level, well, barn, buggy and wagon sheds, store house, shade. Price \$1,000.

Berkeley County.
No. 575—130 acres 10 miles of McLeansville, 14 of Georgetown, 18 of Charleston, on Santee river, 40 cultivated, 1,225 timber, cypress, pine, hickory, red gum, tupelo, poplar and ash, 1 sandy and loam soil, 40,000 feet tupelo and about 50,000 feet of red gum on place; good dead of ash; springs, Santee river 5 miles through place affords transportation facilities. Price per acre, \$12.50.

No. 576—5 lots in Chester, No. 2, 72x213; No. 4, 100x115; No. 6, 72x125; No. 8, 72x114; on Epworth street. Each, \$150.

No. 671—Two lots on Academy and Pine streets, Chester, No. 1 front 147 feet on Academy street by 290 feet on Pine street, No. 2 front 122 feet on Pine street by 295 feet, both containing 1 1/2 acres, known as the McLeary place. Price \$3,000.

No. 672—Two-story brick store fronting west on Main street, Chester, population 2,000. About 25 feet front each by 100 feet deep on lot about 200 feet deep to alley. \$9,900.

No. 673—General houses, 6 to 11 rooms and one store, on one corner lot about 2 1/2 blocks on Garden and Walnut streets, Chester, bringing a rent of about \$25 per month, electric lights, hot water, barn, flower garden and other improvements. Adjacent to the Southern Railway, passenger and freight depot, joining the Carolina & Northwestern ships and springing in and property. Good location for manufacturing purposes, dwellings or stores, to rent. Long established general merchandise business. This is the place to plant your capital for safe investment. Price \$13,500.

Will also sell stock of general merchandise amounting to about \$4,000 at 75 cents on the dollar.

No. 732—100 acres 3 miles of Fort Lawn, church two miles, school 3/4 mile, 100 timber, oak, hickory, pine, diversified, nearly all original timber of the finest kind, creek and branch. Per acre, \$11.000.

No. 722—6 acres joining lands of Southern Railway, M. Haffner, Ed Graham and others, Chester, S. C. This property can be cut into building lots.

No. 124 and 125—Two 7-room houses, east side of Saluda street, Chester, S. C. lots 56x322, modern sanitary plumbing, cabinet mantels, tiled bath room, wired with wall switches, city water, fire under same arranged for hot water heating, best neighborhood in Chester, each \$2,250.

No. 726—Vacant lot east side of York street, Chester, S. C., 219x378. Price \$850.

No. 486—Corner lot Main and Second streets, Fort Lawn, S. C., 35x170, small warehouse, good stand for store, 2 railroads, good farming country. Price \$350.

FARMS.
No. 12—600 acres at Lewis Turn Out, school and church, 400 cultivated, 150 in timber, black soil, level, 6-room dwelling, large barn, fine pasture, 4 settlements, 4 wells, 2 streams, near railroad. Per acre \$20.

No. 458—362 acres 4 miles of Fort Lawn, 3 miles Catawba Falls, Church and school in one-half mile, 140 cultivated, 200 timber, sandy diversified. Three settlements, small spring, telephone line, all under fence, all in good repair. \$2,750.

No. 549—673 acres, 5 miles Catawba Falls, Bascomville and Fort Lawn, churches and school 1 to 2 miles, 200 acres in cultivation, 225 acres timber, muskatoe soil, small orchard, undulating and level, 50 acres waste land, 6-room dwelling, 2 barns, 4 and 8 stalls, 100-acre pasture, 3 tenant houses, 2 3-room houses, cotton houses and crib. Country remarkably healthy, high elevation, 5 miles from the great electric power plant at Catawba Falls, Rocky and Beaver Dams, Creeks, some good bottom land; wells and springs; \$300 income. Price per acre, \$110.

No. 548—100 to 125 acres 6 1/2 miles Chester, 1-4 mile Lewis, Church and red soil, 2-room house, well and two springs, 2-horse farm open, plenty of wood, good pasture land, 2 good house sites. Price \$15 per acre.

No. 623—48 acres at Fort Lawn; churches and school, 30 cultivated, sandy soil, orchard, 8-room dwelling, barn, other improvements, spring and well. Will sell house and 10 acres for \$1,750 and 38 acres at \$40 per acre.

No. 623—955 acres 2 1-2 m. Fort Lawn; church and school, 650 cultivated, 300 timber, grey soil, orchard, level and rolling, 6-room house, barn, 11 tenant houses, creek, etc. Per acre \$15.

No. 670—254 acres 6 miles of Cornwell and Blackstock, church and school 2 miles, 100 cultivated, 25 timber, sandy, muskatoe soil, 2-acre orchard, the finest in the county, rolling, 6-room dwelling, barn, 100 acre pasture, 3 settlements, 9 miles south of Chester, 6 miles of it macadam road, creek, spring and good well. Price \$15 per acre.

No. 723—82 acres 1-2 mile of Chester, all cultivated, diversified, 2 settlements, barn; on public road, branch and well. Price \$45 per acre.

Chester County.
CITY PROPERTY
No. 519—Large brick stile and livery stable in Chester, water works and electric lights. Elegant main pens, box and open stalls, feed and harness rooms, fine stand for livery and trading, as Chester has a large country trade in addition to three



J. EDGAR POAG, Broker.

railroads. The land measures 140 by 155 feet and should be worth almost the price asked for the property. \$6,000.

No. 750—1,400 acres, Duntant place, 3 miles of Leeds; church 2 miles, school 1-2 mile; 150 cultivated, 1,000 acres timber, sandy soil, orchard, rolling, 7-room dwelling, good barn, 4 settlements, about 125 acres houses and stables, large amount of good bottom, creek, streams and springs. Belongs to trading folks. Per acre \$25.00.

Will exchange.

No. 781—1,100 acres, Triplett place, 3 miles Leeds; church 2 miles, school 1-2 mile, 200 cultivated, 700 timber, sandy soil, rolling, 3 tenant houses and stables, large amount of good bottom, creek, streams and springs. Belongs to trading folks. Per acre \$25.00.

No. 782—270 acres, McCollum place, 9 miles of Chester; church 1 mile, school 1-2 mile, 75 acres cultivated, 100 acres timber, sandy and black jack, level, 4-room house, stream and springs. Per acre \$25.00.

Chesterfield County.
CITY PROPERTY
No. 606—2-story brick store building north side Main St., Chesterfield, S. C., together with stock of goods at 95 per cent. on cost. \$1,500.

No. 606—25 or 30 acres of the N. E. Hursey place, fronting Main St., Chesterfield, 150 yards of Court House. Very desirable property. Will be cut into town lots.

No. 607—\$2,900 stock of Gen. Mdee, consisting of dry goods, canned notions and shoes. Main St., Chesterfield, S. C. 90 cents on the dollar.

No. 608—2-story brick store, 25x50, on Main St., Chesterfield, S. C. Lot 30x75. Not to be sold unless the aforementioned stock of goods is sold. \$1,600.

No. 609—Livery stable on lot 150x275, Main St., Chesterfield, S. C. One block from depot. 12 stalls and 2 small houses. \$900.

No. 642—Store house, 30x40, on Church street, Chesterfield, S. C. Lot 30x75; new building. \$600.

No. 647—23 Store lots, 100 feet back and different fronts, at \$1.50 69x210, at \$75 each, 11 lots, 60x210,

at 60; in town of Mt. Croghan, S. C. per front foot. 6 dwelling lots, 105x210, at \$100 each, 11 lots.

No. 651—10-room dwelling on lot 182x160, Green street, Cheraw, S. C.; population 2,000; well, barn, all under fence. Price \$3,200.

No. 652—3-room house and office, and livery stable on lot 160x200, on 2nd street, Cheraw, S. C. Fine location for store; one of the best streets in town, near the square, well. Price \$2,800.

No. 696—4-room dwelling on 3 1/2-10 acre lot, Main street, Chesterfield, S. C., orchard, well, nice flower yard, garden. Price \$700.

No. 707—Two lots 25x100 each on Second street, Cheraw, population 2,700, in business portion of town. Each, \$450.

No. 708—Lot 200x200 fronting on public square, Cheraw, S. C., excellent site for commercial hotel \$2,450.

No. 709—Two lots 200x200 fronting on Huger and High streets, Cheraw, S. C. Each \$450.

No. 710—6-room dwelling on lot 100x300, fronting on High street, Chester, S. C., well, garden. \$1,500.

No. 11—4-room dwelling on lot 100x200, fronting on Huger street, Cheraw, S. C., well and garden \$1,500.

No. 764—4-room dwelling on lot 76x200, Market street, Ruby, S. C., well, barn, garden. Price \$800.

No. 765—Store house on lot 50x200, Market street, Ruby, S. C. Blacksmith shop in rear. Good stand for business. Price \$500.

FARMS.
No. 342—2,500 of 4,000 acres in 15 different tracts of from 50 to 2,500 acres each. Unimproved, well watered, sandy soil. Per acre, \$1.50.

No. 343—2,500 of 4,000 acres in 15 different tracts of from 50 to 2,500 acres each. Unimproved, well watered, sandy soil. Per acre, \$1.50.

No. 548—115 acres 2 1/2 miles Chesterfield, C. H. Churches and school 2 1/2 miles, all in timber, pine and oak, sandy gravelled soil, nearly level, small branches and one good spring. Price, \$3,200.

No. 604—161 acres 3 miles of Chesterfield, Church and school 1 mile, 100 cultivated, 40 timber, Red sandy soil. Orchard, rolling and level, 4 settlements, Barn, Creek, wells, springs. \$2,500.

No. 621—109 acres 4 1-2 m. North Chesterfield; church and school 3/4 to 1 1/2 miles, 35 cultivated, 15 timber, mixed soil, rolling, 2-room house, barn, 2 creeks and spring. Price per