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Interstate Realty Convention at Victoria

Numerous Valuable Papers Presented—Value of Realty Association to the Development of Industries and Community Life.

The Inter-State Realty Association of the Pacific North West which is composed of members in the real estate business from the States of Idaho, Montana, Washington, Oregon and the provinces of Alberta and British Columbia, held its annual convention under the auspices of the Victoria real estate exchange in the City of Victoria on July 17th, 18th and 19th. Over 250 delegates from these states and provinces attended the convention which in the general consensus of opinion of the delegates was one of the most enjoyable and profitable held since the inception of this movement.

The Inter-State Association is a section of the National Association of real estate men whose primary object is the raising of the standard of the profession and elevating its practise so as to exclude all those elements in the real estate business which have hitherto cast such reflection upon transactions in land and securities thereon. So far has this movement succeeded in the United States that large financial interests, municipal, state and other governmental authorities have called upon the various Associations for valuations and other services of the realty business in addition to employing their splendid organization for the furthering of the causes of Red Cross, Liberty Bond campaigns and other national movements. It is profoundly to be hoped that the provinces of Alberta and British Columbia which are now members of this Pacific Northwest Association will take firm hold of the ideals of practice and service which this Association calls for in its membership. The members of the Victoria real estate exchange have for several years been members of the Inter-State Association and Mr. Charles T. Cross of Victoria has been the British Columbia representative upon the Inter-State executive for several years. Early in the year the Vancouver Real Estate Exchange was formed and practically the entire membership had now joined the Inter-State Association. It is expected that most all of the real estate firms and brokers

in Vancouver of standing will shortly become members of both Associations. In doing so the public of Vancouver will have increased confidence in real estate transactions when brokers and financial firms are known to be member of the Vancouver Real Estate Exchange and the Inter-State Realty Association.

In following the proceedings of the Convention one is struck in making a comparison of conditions in this province and that of the neighboring states that, we, in this province are more advanced in our laws with regard to titles and on the matter of taxation and apparently under the same general conditions of operation; but one is also struck with the impression that British Columbia was away behind in the matter of salesmanship and enthusiasm and sense of co-operation which were the outstanding characteristics of those members from across the line who attended the Convention and at the same time these members were outstanding figures in the business life of the communities in which they resided and served. If for instance the members of the real estate profession in Vancouver and Victoria particularly possess the salesmanship and spirit of co-operation for the upbuilding of their various communities as the members from Seattle, Portland, Spokane and other north west communities, then the Cities of Vancouver and Victoria would advance far in their industrial and commercial developments and at the same time progress as tourist's centres for which both Vancouver and Victoria hold such delightful and strong strategic positions. The above criticism is not stated with any attempt at fault finding but with the intention of calling renewed attention to the strong natural advantages which Vancouver possesses as an industrial centre and Victoria possesses, particularly, as a tourist's centre which with a spirit of co-operation and a programme of salesmanship including advertising would advance much in the next decade.

The programme of the Convention was well thought out and carried through with vigor and enthusiasm. The Honourable John Oliver, premier of British Columbia welcomed the Convention as did also the Mayor of Victoria, Mr. Rob-

INTERSTATE REALTY CONVENTION AT VICTORIA
PROVINCIAL AGRICULTURAL PRODUCTION IN 1918
LOCAL IMPROVEMENTS AND THEIR RELATION TO TAXATION
OUR MUTUAL INTERESTS IN THE REAL ESTATE FIELD
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MINING THROUGHOUT BRITISH COLUMBIA
TRUST COMPANY NOTES, COMPANY NOTES, INSURANCE, MUNICIPAL, LUMBER, MINING AND OTHER INFORMATION