

**PEEL STREET.**—A handsome stone front house, above Sherbrooke st. bay window, stone steps, hot water furnace, &c.; one of the best terrace houses on the street. Particulars and permit to view at office. (360-B).

**PEEL STREET.**—Three storey stone front house, bay window, hot water furnace; in good order throughout; basement entrance; 12 rooms. Good modern stable in rear. (213-B).

**PEEL STREET.**—A full sized cut stone house, below Sherbrooke st., well situated and in good order, heated by hot water furnace. Lot 24x116 ft., a thoroughly comfortable family house. Price, only \$11,000. (661-3).

**PINE AVENUE.**—A handsome stone front house, on lot 21 by 100 feet, extension kitchen, three flats, six bedrooms. Daisy furnace, all improvements. Moderate price. (71-B).

**PINE AVENUE.**—A new red Scotch sandstone, semi-detached house, extra well finished; basement (floor cemented), contains laundry, larder, bath, w.c., wash-tubs, coal cellar and furnace. Main floor, drawing and dining-room, pantry, kitchen, etc. Two upper floors contain eight bedrooms, dressing and trunk room, bath and small conservatory. Two main floors finished in butternut, wired for electric light. (669-3).

**PLATEAU STREET.**—A solid brick house on stone foundation, containing twelve rooms. Good central situation. Five minutes walk from Post Office. Could easily be converted into tenements and yield a large revenue cost. Price only \$4,000. (327-B).

**PRINCE ARTHUR STREET.**—A 2½ storey solid brick house on stone foundation, in good order. Plumbing is in A1 order; small cottage in rear, with entrance on St. Dominique street. (208B).

**PRINCE ARTHUR STREET.**—A comfortable stone front house, with all improvements. Daisy hot water furnace, new plumbing throughout, extension kitchen and dining-room; in good order. Price, \$7,000. (595-3).

**SHERBROOKE STREET.**—A neat and substantial stone front cottage, cemented cellar, hot water furnace; built only three years by owner for his own occupation. Will be sold on very easy terms. Small cash payment and balance by quarterly or yearly payments. (30-C).

**SEIGNEURS STREET.**—A two-storey brick encased double tenement, on stone foundation, containing two dwellings, of 5 rooms each. These houses are in first-class order and well rented; owner would exchange for a property in Westmount. Price \$6,000. (7-C).

**SEYMOUR AVENUE.**—Two stone front cottages; extension kitchens, cemented basement. Daisy furnaces, four bedrooms. Price only \$7,000 each. Would exchange. (71-B).

**SHERBROOKE STREET.**—A handsome stone front house, on the best part of the street; extension kitchen, Daisy furnace, basement entrance, laundry, fuel cellar, and w.c., in basement; all modern improvements. (793-3).

stood custom in Montreal that the agent's commission is paid by the seller in the event of a sale.

#### REVERIES OF A BROKER.

The Broker was evidently disturbed. He arose from his desk, gave the paper on which he had been writing a vicious twist and consigned it to the grate. "If Smith handled his stock of merchandise on the same principle he does that house he wants me to rent, he would go into bankruptcy," mused the Broker. "I never could understand why some men, possessing ordinary business sense, seem to lose it all as soon as they take charge of a piece of property. There is a house worth \$10 per month for which Smith asked me to find a tenant. A lady called the next day looking for such a house in that part of the city. When she went to look at it, she found a lot of rubbish in the middle of the floor, left by the last tenant, a window broken and the ceilings grimy with smoke and dust, she went away disgusted and four other applicants viewed the premises with the same result.

"Smith says, 'Oh, I'll fix it up when I get a tenant.' It will cost just as much to make the repairs now and he is liable to lose six months' rent on account of his negligence. He doesn't run his store that way. If a clerk in his store showed a customer a soiled and dusty suit of clothes, saying, 'Oh, we'll brush them up if you buy them,' that clerk would be looking for a job the same day.

"There is a large class of Smith property owners who cannot realize that a few dollars spent in timely repairs will often save hundreds of dollars in rent. I have actually seen a house stand vacant for weeks because the owner was too penurious or too negligent, to hire a day's scrubbing done. The same class of people have houses to sell, too. There are houses on my sale list that I cannot sell because they look so dingy and forsaken from without. Fifty dollars spent for paint and repairs would in many cases add five hundred dollars to the selling price, but if you mention such a thing to the owner, he will put up his hands in horror and wail, 'I've lost too much money already on that house.'

"It is an old and true saying that 'First impressions are lasting,' but it is never more true than in the case of prospective tenants or purchasers of residences. While the shiftless and close-fisted owner loses most by this shortsighted policy, the real estate agent

**SHAW STREET.**—A solid brick two-storey tenement, in very good order; well rented; close to C.P.R. workshops. (21-4).

**SHERBROOKE STREET.**—One of the handsomest semi-detached stone residences in the city, situated in the vicinity of St. Denis street, built by a wealthy contractor for his own use, who died before the interior was finished; will be sold in its present condition, with plans and specifications for interior finish, at a good reduction from cost. Lot is 50 x 160 ft., with 18 ft. lane in rear; house is 41 x 47 ft. and 17 x 34 extension. Copper double roof. Photo and further particulars at office. (21-C).

**SHERBROOKE STREET.**—A handsome detached villa residence and stables, with grounds containing 43,000 ft., on the corner of one of the best streets in vicinity of St. Denis. Built by the owner for his own use, only the very best material and workmanship employed and no expense spared to have the house up to date in every respect. (277-B).

**SHERBROOKE STREET.**—A new stone house, carefully built under owner's supervision, on lot 25 feet by 139 feet with good stable in rear. Has all improvements, heated by Daisy furnace. Permits to view at office. (218-B).

**SHERBROOKE STREET.**—A four-storey stone front residence, (west of Peel street), with oriel windows on second storey, heated by hot water furnace, has all modern improvements; sixteen rooms, besides ample closets, wardrobes, linen and cloak rooms, &c., &c. This is a house specially suited to any one with a large family, or for entertaining. Adjoining lot 30ft. x 188ft. would be sold with house or separately. Permits to view at our office. (386-B).

**SHERBROOKE STREET.**—A detached commodious residence, in a central situation with first-class surroundings. The residence is in fine order, with modern equipment. The land comprises an area of about 15,000 ft., with frontages on two streets. If more land is required, about 34,000 feet in all with frontages on three streets, can be had in one block. Particulars at this office. (382-B).

**SHERBROOKE STREET.**—A very well built stone and brick house, in good order throughout; heated by hot water furnace; modern conveniences. Price only \$5,500. (30-C).

**SHUTER STREET.**—Two substantial stone front houses containing ten rooms, each, in perfect order. Hot water heating. Price only \$7,500. each. (319-B).

**SUMMERHILL AVENUE.**—A handsome stone front house, with two storey extension; cellar basement asphalted; hot water furnace and all modern improvements, plenty of closet accommodation. (855-3).

**SOUVENIR STREET.**—A stone front two storey cottage, 24 ft. x 40 ft., heated by hot water furnace, in good state of repair. Price, only \$5,500. (800A-3).

**ST. ANTOINE STREET.**—A substantially built house, containing three dwellings of one flat each. Nicely