

**CIHM
Microfiche
Series
(Monographs)**

**ICMH
Collection de
microfiches
(monographies)**



Canadian Institute for Historical Microreproductions / Institut canadien de microreproductions historiques

© 1995

Technical and Bibliographic Notes / Notes techniques et bibliographiques

The Institute has attempted to obtain the best original copy available for filming. Features of this copy which may be bibliographically unique, which may alter any of the images in the reproduction, or which may significantly change the usual method of filming, are checked below.

- ☒ Coloured covers/
Couverture de couleur
- ☐ Covers damaged/
Couverture endommagée
- ☐ Covers restored and/or laminated/
Couverture restaurée et/ou pelliculée
- ☐ Cover title missing/
Le titre de couverture manque
- ☐ Coloured maps/
Cartes géographiques en couleur
- ☐ Coloured ink (i.e. other than blue or black)/
Encre de couleur (i.e. autre que bleue ou noire)
- ☐ Coloured plates and/or illustrations/
Planches et/ou illustrations en couleur
- ☐ Bound with other material/
Relié avec d'autres documents
- ☐ Tight binding may cause shadows or distortion
along interior margin/
La reliure serrée peut causer de l'ombre ou de la
distorsion le long de la marge intérieure
- ☐ Blank leaves added during restoration may appear
within the text. Whenever possible, these have
been omitted from filming/
Il se peut que certaines pages blanches ajoutées
lors d'une restauration apparaissent dans le texte,
mais, lorsque cela était possible, ces pages n'ont
pas été filmées.

- ☐ Additional comments: /
Commentaires supplémentaires:

This item is filmed at the reduction ratio checked below/
Ce document est filmé au taux de réduction indiqué ci-dessous.

10X	12X	14X	16X	18X	20X	22X	24X	26X	28X	30X	32X
			✓								

L'Institut a microfilmé le meilleur exemplaire qu'il lui a été possible de se procurer. Les détails de cet exemplaire qui sont peut-être uniques du point de vue bibliographique, qui peuvent modifier une image reproduite, ou qui peuvent exiger une modification dans la méthode normale de filmage sont indiqués ci-dessous.

- ☐ Coloured pages/
Pages de couleur
- ☐ Pages damaged/
Pages endommagées
- ☐ Pages restored and/or laminated/
Pages restaurées et/ou pelliculées
- ☒ Pages discoloured, stained or foxed/
Pages décolorées, tachetées ou piquées
- ☐ Pages detached/
Pages détachées
- ☒ Showthrough/
Transparence
- ☐ Quality of print varies/
Qualité inégale de l'impression
- ☐ Continuous pagination/
Pagination continue
- ☐ Includes index(es)/
Comprend un (des) index
- Title on header taken from: /
Le titre de l'en-tête provient:
- ☐ Title page of issue/
Page de titre de la livraison
- ☐ Caption of issue/
Titre de départ de la livraison
- ☐ Masthead/
Générique (périodiques) de la livraison

The copy filmed here has been reproduced thanks to the generosity of:

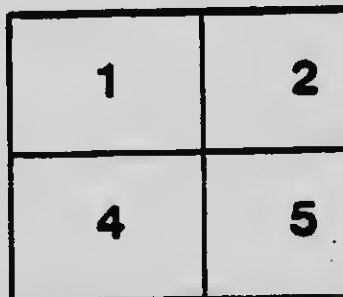
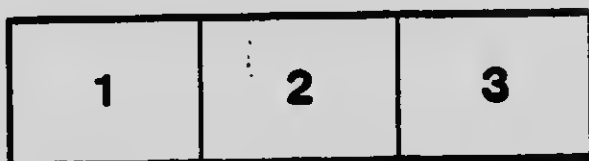
National Library of Canada

The images appearing here are the best quality possible considering the condition and legibility of the original copy and in keeping with the filming contract specifications.

Original copies in printed paper covers are filmed beginning with the front cover and ending on the last page with a printed or illustrated impression, or the back cover when appropriate. All other original copies are filmed beginning on the first page with a printed or illustrated impression, and ending on the last page with a printed or illustrated impression.

The last recorded frame on each microfiche shall contain the symbol \longrightarrow (meaning "CONTINUED"), or the symbol ∇ (meaning "END"), whichever applies.

Maps, plates, charts, etc., may be filmed at different reduction ratios. Those too large to be entirely included in one exposure are filmed beginning in the upper left hand corner, left to right and top to bottom, as many frames as required. The following diagrams illustrate the method:



L'exemplaire filmé fut reproduit grâce à la générosité de:

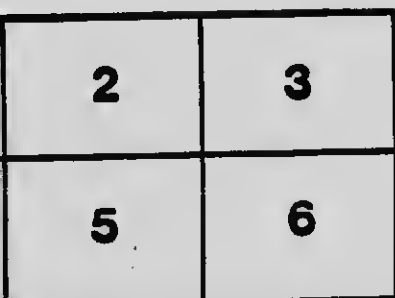
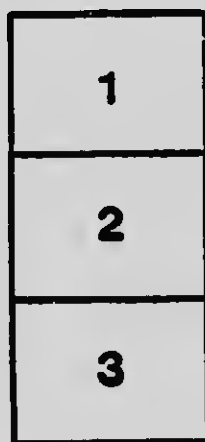
Bibliothèque nationale du Canada

Les images suivantes ont été reproduites avec le plus grand soin, compte tenu de la condition et de la netteté de l'exemplaire filmé, et en conformité avec les conditions du contrat de filmage.

Les exemplaires originaux dont la couverture en papier est imprimée sont filmés en commençant par le premier plat et en terminant soit par la dernière page qui comporte une empreinte d'impression ou d'illustration, soit par le second plat, selon le cas. Tous les autres exemplaires originaux sont filmés en commençant par la première page qui comporte une empreinte d'impression ou d'illustration et en terminant par la dernière page qui comporte une telle empreinte.

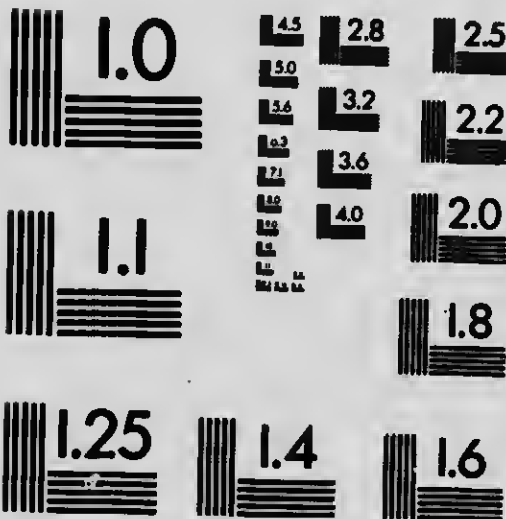
Un des symboles suivants apparaît sur la dernière image de chaque microfiche, selon le cas: le symbole \rightarrow signifie "A SUIVRE", le symbole ∇ signifie "FIN".

Les cartes, planches, tableaux, etc., peuvent être filmés à des taux de réduction différents. Lorsque le document est trop grand pour être reproduit en un seul cliché, il est filmé à partir de l'angle supérieur gauche, de gauche à droite, et de haut en bas, en prenant le nombre d'images nécessaire. Les diagrammes suivants illustrent la méthode.



MICROCOPY RESOLUTION TEST CHART

(ANSI and ISO TEST CHART No. 2)



APPLIED IMAGE Inc

1653 East Main Street
Rochester, New York 14609 USA
(716) 482 - 0300 - Phone
(716) 288 - 5989 - Fax

WITH
THE COMPLIMENTS
OF

THE
Saskatoon
Real Estate Board



**The
Saskatoon
Real Estate
Board**

Saskatoon Real Estate Board

Head Office— Union Bank Building,
Second Ave. and Twenty-first Street,
Saskatoon. Phone 2004.

Organized for the purpose of co-operation in the sale of real estate and to further any other movement that will benefit real estate owners, buyers, and agents.

OFFICERS

PRESIDENT	A. H. Hanson
VICE-PRESIDENT,	J. C. Bell
TREASURER	C. R. Vanatter
SECRETARY	W. A. MacLeod

EXECUTIVE COMMITTEE

W. A. Coulthard	A. F. Burdoin
Alan Sproatt	G. H. Clare
A. L. Haining	L. M. Bidwell
J. H. Trusdale	J. D. MacDonald
R. W. Swindley	C. D. Fisher
C. L. Tanner	

MEMBERS of the SASKATOON REAL ESTATE BOARD

The Adanac Securities Corporation, Ltd.....	Union Bank Building
Alexander & Smith;.....	232 Second Ave.
The Archibald-Haining Co.....	169 Second Ave.
Blackstock & Forrester.....	Business Exchange Bldg.
Blain, F. A.....	Drinkle Building
Britton, J. Capell	Chubb Block
Bruce Realty Co., The H. A. 220	Twenty-first St.
Bucknall, R. C.	Royal Block
Burdoin, Alfred F.....	Kemphorne Block
Byce Realty Co.....	Bowerman Block
Butler, Byers Bros. & Codere	221 Twenty-second St.
Cahill, Frank S.....	Cahill Block
Cahill, Thos. J.....	259 Second Ave.
Calder, Geo. G.....	Drinkle Building
Canadian Agencies, Ltd.....	Hanson Block
Canadian Securities Co.....	214 Twentieth St.
Christianson & Tully....	Real Estate Arcade
Clare, G. H. & Co., Ltd...	Stephenson Block
Clotworthy & Isaac.....	Real Estate Arcade
Coulthard Agencies, Ltd....	Central Chambers
Currie Bros.....	Third Ave. and Twenty-first
Dart & Trusdale.....	218 Twenty-first St.
Dutcher, Bert E. & Co.....	123 Second Ave.
Fisher, C. D.....	Central Chambers
Gallup, A. H. & Co.....	150 Second Ave.
Girvin & Sumner.....	103 Twentieth St.
Hanson, A. H. & Co., Ltd.....	Hanson Block

Hanson, W. F. & Co.....Cobbold Block
Hettle & Kerans.....125 Second Ave.
Hill, Chas. R.....Central Chambers
Hillhouse, W. A.....Clinkskill Building
Hopkins, Wm. & Co.....307 Ave. A.
Lauriston Company, Limited.....
Macdonald, Koyl & Mathews, Ltd.....
222 Twenty-first St.
MacLeod, W. A.....Clinkskill Building
McCallum & Vannatter.....137 Second Ave.
MacDougall-Bidwell Co.....269 Second Ave.
McGillivray & Vibert.....137 Second Ave.
McMillan, Angus.....Drinkle Building
McRae, The John A. Co. Annex Bldg., 21st St.
McVicar, Searle & Bjornstad.....
Business Exchange Block
Madill & Templeton.....Central Chambers
Marshall Realty Co.....Helgerson Block
Martin & Hargreaves.....107 Second Ave.
Mersman, J. E.....146 Second Ave.
Mighton, Bell & Turner.....Bowerman Block
Murphy, William.....137 Second Ave.
National Trust Co., Ltd.
Second Ave. & Twentieth
Ross, S. R.....249 Second Ave.
The Saskatchewan Investment & Trust Co.
151 Second Ave.
Schrader, Udo F. & Co., Bank of Hamilton Bldg.
Shannon, A. H. & Co.....276 Second Ave.
Smithwick, Johnston & Geary, 261-2nd Ave. S
Sparling, Mighton & McCulloch, 250 Second Ave.
Sproatt, Alan.....228 Twenty-first St.
The Standard Investment Co., Ltd. 113 2nd Ave.

Special Committees:

ENTERTAINMENT

A. F. Burdoin—Chairman
Alan Sproatt W. A. MacLeod

MEMBERSHIP

J. D. Macdonald—Chairman
J. H. Trusdale..... G. H. Clare

AUDITORS

J. D. Gunn J. M. Mathews

FINANCE

J. C. Bell—Chairman
C. D. Fisher J. D. MacDonald

BY-LAW

L. M. Bidwell—Chairman
W. A. Coulthard R. W. Swindley

ADVERTISING

George Weaver—Chairman
L. M. Bidwell R. W. Swindley

ARBITRATION, VALUATION AND COMMISSIONS

A. L. Haining—Chairman
C. D. Fisher J. D. Macdonald
C. L. Tanner George Weaver

INTRODUCTORY

It has been a matter of universal experience that so soon as the real estate interests of a city begin to assume large proportions, it becomes beneficial to brokers, property owners, and buyers, that realty men should be linked together in an association of some description for the better regulation of their business:—to fix uniform rates of commission, to provide an authoritative centre for the decision of matters in dispute, and to regulate real estate transactions in general. For several years past the need of such a body was felt in Saskatoon, and in the early part of 1911 a few of the leading brokers of the city organized what is now known as the Saskatoon Real Estate Board. The success of this body was immediate, and has continued uninterruptedly to the present time; upward of 70 members being now enrolled on its list. The exceptional results obtained may be gauged by the fact that at the Real Estate Convention held this summer at Louisville, Ky., the contingent from the Saskatoon Board was larger than all other Canadian contingents combined, with the exception, of course, of Winnipeg. The benefits accruing to all who are interested

in real estate have also been very marked: duplicate listings, with all their attendant troubles and annoyances have been greatly reduced; the buyer, and the seller also are conscious of a much greater feeling of security, while amongst the members themselves has been created an atmosphere of unity and good fellowship which could not be attained in any other way. The following paragraphs will give a few pointers on the mutual benefits derived by members, owners, and vendors alike.

THE BENEFITS OF THE SASKATOON REAL ESTATE BOARD TO MEMBERS, PROPERTY OWNERS, AND BUYERS

"The objects of the Board are to promote the interests and welfare of the members individually, and of the real estate business as a whole;—to make regulations for the proper conducting of the business;—to further the business and social relations of the members;—and to protect and guard the interests of the public from fraudulent and unscrupulous real estate dealers."

The above paragraph which is taken from the Constitution of the Saskatoon Real Estate Board serves to show the benefits which result from such an organi-

zation, not only to its members but also to property owners and buyers. A consideration of the following paragraphs will serve to emphasize this position:—

The betterment of Real Estate Conditions through the establishment of a uniform standardized schedule of commissions and fees.

It promotes a better feeling between Agents by reason of becoming more closely acquainted, and advances square dealing by the elimination of undesirable persons from the Real Estate business.

It assists in securing favorable publicity for the business through the collection and distribution of desirable and valuable information about Real Estate.

Business controversies arising may be settled before the Arbitration Committee, without the necessity of resorting to expensive litigation.

A prominent feature is the education derived by the discussion of timely and up-to-date subjects, and the more frequent contact with brother agents by reason of the weekly luncheons.

At these meetings various well-known business and professional men are invited to speak on subjects which pertain to realty matters and the development of the city generally.

The rules of conduct presented for

members of the Board elevate and dignify both the Board and its members, and elicit favorable public comment.

BENEFITS TO PROPERTY OWNERS

THE BOARD places your property immediately before over 70 active, leading, reliable Real Estate firms, some one of whom is almost sure to have a buyer or tenant for the property you want to sell or rent.

IT AVOIDS competitive price cutting, where the same property is listed with several agencies.

IT AVOIDS DISPUTES with Agents over commissions, for your property is listed with but one firm, to whom alone you are bound for a fee in case your property is sold or leased.

IT WILL NOT ALLOW any buyer or Agent to inspect your property without the consent of the Agent with whom you have listed it for sale or rent.

EACH OF THE MEMBERS will work harder to sell or rent any property listed on the Board than they will on property listed with several Agents.

LIST YOUR PROPERTY NOW with any member on forms furnished only by the Board.

BENEFITS TO BUYERS

BY CONSULTING any Board member you can avoid great trouble and the loss of much time in finding just the property you want to buy or rent.

PROPERTY LISTED on the Board can be bought or leased only through Agents who are members of the Exchange.

NO PROPERTY will be listed by the Agent unless he believes the property is listed at a price at which it should be sold or rented

YOU WILL BE SURE that you are dealing with a reputable Agent, for one of the objects of the Board is to promote upright business methods, nor will it permit any member to retain his membership who is found guilty of unfair or dishonest dealings with the public, and invites complaints of any such dealings to be filed against any Board member, with the Secretary, for action by the Board.

SCHEDULE OF COMMISSIONS AND CHARGES AUTHORIZED BY THE SASKATOON REAL ESTATE BOARD

CITY PROPERTY

For making sales of real estate of city property, minimum charge \$10. On sales up to \$1,000, 5 per cent. On sales over

\$1,000 not less than 5 per cent. on the first thousand and not less than 2 1-2 per cent. on the balance of the purchase money.

FARM LANDS

On sales of farm lands up to and including \$99.00 per acre, the commission shall be not less than \$1.00 per acre. On sales of \$100.00 per acre and over, the commission shall be not less than 5 per cent. on the first \$1,000, and not less than 2 1-2 per cent. on the balance of the purchase money. NOTE—These rates subject when dealing with corporations to their regulations for payment of commission.

EXCHANGES

In cases of exchanges of property the full commission shall be paid by each party, based upon the consideration of the separate pieces of property so exchanged, the same as if a sale had been made.

DISCOUNTING AGREEMENTS

Not less than 2 per cent. of the amount of money invested, or paid for the agreement.

LOANS

Not less than one per cent. of the amount of the loan.

FOR NEGOTIATING A LEASE, WHERE RENTS ARE NOT COLLECTED

BUSINESS PROPERTY

For store or business property, not less than one per cent. of the rental for term of lease not exceeding three years, with a minimum charge where the rental is not less than \$20 per month, of \$10. The minimum charge where the rental is less than \$20 per month to be \$5. Where the lease exceeds three years, not less than one-half of one per cent on yearly rental to be charged for the additional term.

RESIDENTIAL PROPERTY

For one year or under, where the rental exceeds \$50 per month, not less than \$10. For one year or under, where the rental exceeds \$20 per month, not less than \$5.00. For one year or under where the rental is less than \$20 not less than \$3.00.

FOR NEGOTIATING AND MAKING LEASE WHERE RENTS ARE COL- LECTED BY AGENTS

For negotiating and making leases and for the renewal of old leases, in addition to the amount expended for advertising, the charges shall be in accordance with the circumstances and service performed, the minimum charge to be \$2.

LEASE WITH OPTION TO PURCHASE

In every case, should there be a clause in the lease giving the lessee an option to purchase the property, and he shall avail himself of said option, the owner is to pay the agent the regular commission on the purchase price paid, when sale is closed.

COLLECTION OF RENTS

Not less than 5 per cent on rents collected. New apartment or office blocks to be specially rated, by Commission Committee.

VALUATIONS

CITY PROPERTY

Up to \$10,000 the fee shall be \$5; up to \$50,000, \$10; up to \$100,000, \$15; and \$5 for each additional \$100,000.

FARM LANDS

Minimum charge of Ten Dollars per day and disbursements. No valuation less than Five Dollars.

DEPOSITS

On sales of real estate, a deposit of not less than two per cent. shall be required from the purchaser at the time of signing and delivery of any contract, and in case the deposit is forfeited by the purchaser, one-half shall be retained by the Agent, the other half being handed to the owner of the property.

OWNER FINDING PURCHASER

In the event that the owner himself shall find a purchaser for property for which he has given an exclusive listing to a member of the Board, he shall at once notify such member, and after the sale is completed he shall pay him one-half the commission, even though the sale is not completed until after the expiry of the listing, provided that negotiations for the sale were commenced while the listing was in force.

ASSOCIATE MEMBERS

Another important feature of the Board lies in the privileges extended to associate members. By enrolling a majority of the leading citizens as associate members the Board is rapidly becoming a body whose influence toward the betterment of real estate and social conditions in the City of Saskatoon cannot be underestimated. Following are the rules governing the election and privileges of associate members :

Any person who is a citizen of Saskatoon shall be eligible for election as an Associate Member of the Board. Provided, however, that such person is, in the opinion of the executive, not actively engaged as a Real Estate Agent or Broker, or is not a member of any real estate organisation in the city.

It shall be the aim of every associate Member to co-operate with the Real Estate Board in promoting the welfare of the City of Saskatoon, more particularly as affecting the interests of the Board.

The fee for an Associate Member shall be \$5.00 per annum, payable on or before the first day of July in each year.

There shall be no entrance fee, but he shall be liable for annual dues for the full year in which he joins.

The mode of election shall be the same as that laid down in article number 22 of the Constitution.

An Associate Member shall not be eligible for election as a member of the Executive.

He shall, if desired, be provided with the Board listings, but shall not be entitled to any commissions on the sale of properties listed with the Board. He shall be entitled to attend all general meetings, and to vote on all matters except those affecting the Constitution, By-laws or Finances of the Board.

It is our hope that the information which we have placed before you in this booklet will lead you to a better understanding of the objects of The Real Estate Board, and will convince, you, if such is necessary, that the Board is worthy of your patronage and support.

