

REAL ESTATE SCHOOL MEETS AT EVANSTON

Mid-Winter Institute to be Held
at Northwestern University
December 27-January 3

Men and women from all parts of the United States are preparing to attend the mid-winter Real Estate Institute, December 27, 1925, to January 3, 1926, at Evanston, under the joint auspices of Northwestern university, the Institute for Research in Land Economics and Public Utilities and the National Association of Real Estate boards, according to reports coming in to national association headquarters.

Letters from Florida, Ohio, Alabama, Michigan, and other states indicate a large attendance at the institute, which is an intensive short course in real estate that has been offered to give training to teachers of real estate courses now being conducted in more than two hundred cities in the country as well as to the brokers and other real estate men who desire more specific knowledge of the latest methods of real estate practice to supplement their business experience.

Cover Many Branches

Blake Snyder, editor of the Real Estate Handbook, who is associated with Douglas L. Elliman and company, Inc., New York City, will have charge of classes in Real Estate Fundamentals. Real Estate Appraisals, including such topics as income as a test of value, appraisals of residences and apartments, and appraisal of lease equities, will be covered by Arthur J. Mertzke, formerly secretary of the Madison, Wis., Real Estate board, executive secretary of the Institute for Research in Land Economics and Public Utilities. Mr. Mertzke conducted a similar class last year for the Madison Real Estate board.

Dr. George S. Wehrwein, professor of Economics in Northwestern university, will lead the classes in Land Economics.

The course in Real Estate Finance will be in charge of Dr. Horace F. Clark, director of education and research for the American Savings, Building and Loan Institute, co-author of Elements of the Modern Building and Loan Associations, and associate professor of Engineering Economics at Iowa State college.

Round table conferences and noon-day luncheons have been planned for informal discussions of various real estate topics. A conference of real estate board secretaries and teachers of real estate courses will be held for a discussion of board classes.

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