Commercial College
Studies of Negroes in Business

No. III: Real Estate

George W. Hines, A.B., Collaborator

George Wm. Cook, A. M., LL. M., Dean of the
Commercial College

Howard University Press
BOARD OF TRUSTEES
of
HOWARD UNIVERSITY

Ex-Chief Justice STANTON J. PEELE, LL. D., President of Board of Trustees
STEPHEN M. NEWMAN, D. D., President of the University
GEORGE WM. COOK, LL. M., Secretary and Business Manager
EDWARD L. PARKS, D. D., Treasurer and Registrar

Justice JOB BARNARD, LL. D., Washington, D. C.
WILLIAM V. COX, A. M., Washington, D. C.
Rev. FRANCIS J. GRIMKE, D. D., Washington, D. C.
Hon. CUNO H. RUDOLPH, Washington, D. C.
Bishop ALEXANDER WALTERS, D. D., New York City.

Mr. JOHN T. EMLEN, Philadelphia, Pa.
THOMAS JESSE JONES, Ph. D., Washington, D. C.
Rev. JESSE E. MOORLAND, D. D., Washington, D. C.
Hon. JAMES C. NAPIER, LL. D., Nashville, Tenn.
CHARLES B. PURVIS, M. D., Boston, Mass.
JAMES H. N. WARING, M. D., Washington, D. C.
MARCUS F. WHEATLAND, M. D., Newport, R. I.

Justice GEORGE W. ATKINSON, LL. D., Washington, D. C.
ANDREW F. HILYER, LL.M., Washington, D. C.
Rev. STEPHEN M. NEWMAN, D. D., Washington, D. C.
Ex-Chief Justice STANTON J. PEELE, LL. D., Washington, D. C.
Rev. CHARLES H. RICHARDS, D. D., New York City.

HONORARY MEMBERS
Hon. JOSEPH H. CHOA'TE, LL. D., New York City.
Mr. JOHN A. COLE, Chicago, Ill.
Bishop BENJAMIN F. LEE, D. D., Wilberforce, Ohio.
Hon. JOSEPH D. SAYERS, Austin, Texas.
Hon. WILLIAM H. TAFT, LL. D., New Haven, Conn.
Bishop WILBUR P. THRKEFIELD, LL. D., New Orleans, La.
Hon. GEORGE H. WHITE, Philadelphia, Pa.

PATRON EX-OFFICIO
Hon. FRANKLIN K. LANE, Secretary of the Interior

AUDITING COMMITTEE
Ex-Chief Justice STANTON J. PEELE
Dr. J. E. MOORLAND
Dr. FRANCIS J. GRIMKE
### Table of Contents

<table>
<thead>
<tr>
<th>Chapter</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>THE NATURE OF THE INQUIRY</td>
<td>4</td>
</tr>
<tr>
<td>ECONOMIC STATUS</td>
<td>5</td>
</tr>
<tr>
<td>PROBLEM</td>
<td>5</td>
</tr>
<tr>
<td>ERTRACTS FROM RECENT ECONOMIC STUDIES OF CITIES</td>
<td>6</td>
</tr>
<tr>
<td>NEGRO TOWNS AND SETTLEMENTS</td>
<td>7</td>
</tr>
<tr>
<td>SOCIAL INFLUENCES</td>
<td>11</td>
</tr>
<tr>
<td>FUTURE ASPECTS</td>
<td>12</td>
</tr>
<tr>
<td>EXAMPLES OF SOME SUCCESSFUL ENDEAVORS IN THE REAL ESTATE BUSINESS</td>
<td>14</td>
</tr>
<tr>
<td>CONCLUSION</td>
<td>16</td>
</tr>
<tr>
<td>SELECT BIBLIOGRAPHY</td>
<td>17</td>
</tr>
</tbody>
</table>
The Nature of the Inquiry

The nature of the study of real estate business is such that it presents some phases which can not be approached. That is to say, this study cannot be computed in terms of dollars.

Wherever there is assembled a considerable number of Negroes, one may find a real estate dealer. An attempt is here made to trace the development of the enterprise; something of the historic setting, the spirit of adventure and the present achievements are given. It is profoundly interesting to note that a group of people who were held as chattels fifty years ago are to-day effectively engaged in the real estate business.

A select bibliography is added with a hope that it may prove to be of service to those who may desire to give more attention to the subject.

I am aware that there are reasons for criticism of these pages. But what has been done was done in the spirit of the search for truth, that another side of a story may be given some attention.

—George W. Hines, Howard University
Economic Status

Perhaps it is not well known that some of the Negroes who were slaves were able to purchase their freedom and in turn buy homes while paying for the liberation of other members of their families. Later, many found opportunities or made a way to secure homes by working upon a plantation in the day and making brooms, shoes and various other articles at night. Lack of independence, of educational advantages and of economic motive has had its influence upon the race.

Of the possible groups into which the Negroes are classified there are: the agricultural, domestic and personal services, manufacturing and mechanical pursuits, trade and transportation and professional service. It is noted that there is a gain in the manufacturing and mechanical pursuits, trade and transportation and the professional service since 1900. Hundreds of Negroes are leaving the South and going North, because of the economic and political conditions of the South as well as the demand for labor in the North. To what extent this migration will effect them economically, remains to be seen. Some who are investigating this problem say that the Negro, while not so efficient as his competitor, is in many cases meeting a demand in skilled occupations. It is seen that many acquired wants will develop; upon the other hand, past experiences affirm that men put forth more effort to satisfy additional wants.

Problems

Among the problems to be taken into account is the institution of segregation which has been and is a mighty barrier to an attainment of a successful real estate business. It works a hardship upon the buyer as well as the seller. To say the least, it is a direct attack upon the spirit of the Constitution which aims to give citizens of the United States the opportunity and the privilege of enjoying certain inalienable rights. There are those who feel that to attempt to secure a home is not worth while, because they know not when they may be driven from it by white people—a common incident in some localities.
In most cities, however, there are Negroes who have been more than able to carry their own weight and they have wanted to live in a better environment. On trying to rent or purchase desirable property of a white man they are usually asked an exorbitant rental fee or an impossible purchase price. Then, too, great inconvenience is experienced in finding a Negro dealer who may be able to secure desirable homes in a quiet way; in this case also a large fee is charged.

The necessary funds to purchase property is a great handicap to the Negro, for his earning capacity is low. The bread and butter issue is so vital that a surplus with which to make the initial payments upon property is found wanting in many cases. This fact also has retarded the development of large real estate companies.

Extracts from Recent Economic Studies of Cities

The City of Cincinnati

"The Iron Chest Company," a real estate firm, built three brick buildings and rented them to white men. One man who a few years prior to 1840 had thought it useless to accumulate wealth from which he might be driven away, had changed his mind and purchased $6,000 worth of real estate. Another Negro who had paid $5,000 for himself and family had bought a home worth $800 or $1,000. A freedman who was a slave until he was twenty-four years old, then had two lots worth $10,000, paid a tax of $40 and had 320 acres of land in Mercer County. Another, who was worth only $3,000 in 1836, had seven houses in Cincinnati, 400 acres of land in Indiana, and another tract in the same county. He was worth $12,000 or $15,000. A woman who was a slave until she was thirty was then worth $2,000. She had also come into potential possession of two houses on which a white lawyer had given her a mortgage to secure the payment of $2,000 borrowed from this thrifty woman. Another Negro who was on the auction block in 1832 had spent $2,600 purchasing himself and family and had bought two brick houses worth $6,000 and 560 acres of land in Mercer County, said to be worth $25,000."
Boston

Individual Ownership

<table>
<thead>
<tr>
<th></th>
<th>Number of owners</th>
<th>Number of pieces</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;Suburbs (all except Cambridge)&quot;</td>
<td>365</td>
<td>407</td>
<td>$900,000</td>
</tr>
<tr>
<td>Cambridge</td>
<td>200</td>
<td>300</td>
<td>950,000</td>
</tr>
<tr>
<td>Boston</td>
<td>215</td>
<td>265</td>
<td>1,250,000</td>
</tr>
<tr>
<td></td>
<td>780</td>
<td>962</td>
<td>$3,100,000</td>
</tr>
</tbody>
</table>

Corporate Ownership

- Owned by real estate companies: $150,000
- Owned by churches and societies: $250,000
- Total, corporate ownership: $400,000

Summary

- Owned by individuals: $3,100,000
- Corporate ownership: $400,000
- Grand Total: $3,500,000

Individuals Owning More Than One Piece

- 87 individuals own 2 pieces.
- 11 individuals own 3 pieces.
- 9 individuals own 4 pieces.
- 1 individual owns 5 pieces.
- 1 individual owns 6 pieces.
- 3 individuals own 7 pieces.
- 1 individual owns 10 pieces.
- 1 individual owns 25 pieces or upwards.

Total 114

City of Chicago

"There is a large proportion of real estate dealers among colored men, many of whom do business with white people the Negro dealer often becoming the agent for houses which the white dealers refuse to handle. Colored people are very eager to own their own homes and many of them are buying small houses, dividing into two flats, living in one and collecting rent from the other. The contract system prevails in Chicago, making it possible for a man with two or three hundred dollars
for the first payment to enter into a contract for the purchase of a piece of property, the deed being held by the real estate man until the purchaser pays the amount stipulated in the contract.

"The investigation by the School of Civics confirmed the general impression that the rent paid by a Negro is appreciably higher than that paid by any other nationality. In a flat building formerly occupied by white people, the white families paid a rent of twelve dollars for a six-room apartment for which a Negro family is now paying sixteen dollars. A white family paid seventeen dollars for an apartment of seven rooms for which the Negroes are now paying twenty.

Real Estate and The Colored Tenant

"The Negro real estate dealer frequently offers to the owner of an apartment house which is no longer renting advantageously to white tenants cash payment for a year's lease on the property, thus guaranteeing the owner against loss, and then he fills the building with colored tenants. It is said, however, that the agent does not put out the white tenants unless he can get 10 per cent more from the colored people. By this method the Negroes now occupy many large apartment buildings, but the Negro real estate agents obtain the reputation of exploiting their own race.

Difficulties of Buying Property

"When it becomes possible for the colored people of a better class to buy property in a good neighborhood, so that they may take care of their children and live respectably, there are often protest meetings among the white people in the vicinity and sometimes even riots."

Kansas City, Mo.

"Assessed Property Values of Kansas City, Missouri, 1911

---|---|---|---
Real. | $123,037,780 | $1,400,000 | $124,437,780
Personal | 27,942,894 | 500,000 | 28,442,894
Total | 150,980,674 | 1,900,000 | 152,880,674

"The $1,400,000 worth of real estate owned by the Negroes of Kansas City is distributed among 800 different holders, about as follows:

8
Owning property valued above $10,000 ........................................ 50
Owning property valued between 5,000 and $10,000 .................. 100
Owning property valued between 1,000 and 5,000 .................. 200
Owning property valued between 500 and 1,000 .................. 450

These figures further show that the entire Negro population of Kansas City (9.74 per cent of the total) possesses $1,900,000 worth of property, personal and real, which represents only .0124 per cent of the entire taxable property of the city. These figures are, indeed very low; yet, when we take into consideration the time during which the two races have been accumulating this wealth, the showing is exceedingly creditable.”

There are 39 Towns and over 19 Settlements governed entirely by Negroes.

**Towns**

**Alabama:**
- Cedarlake (Morgan Co.) ........................................ 300
- Greenwood Village (Macon Co.) .................................. 300
- Hobson City (near Anniston) .................................... 344
- Plateau (near Mobile) ........................................... 1,500

**Arkansas:**
- Thomasville ..........................................................

**California:**
- Abila .................................................................
- Allensworth ............................................................

**Florida:**
- Eatonville ............................................................ 200

**Georgia:**
- Burroughs (Chatham Co.) ......................................... 200
- Cannonville (Troup Co.) ......................................... 200

**Illinois:**
- Brooklyn ............................................................. 1,600

**Iowa:**
- Buxton (1,000 whites) ........................................... 5,000

**Kansas:**
- Nicodemus (Graham Co.) .......................................... 300

**Mississippi:**
- Exposé (Marion Co.) .............................................
- Mound Bayou (Bolivar Co.) ..................................... 700
- Renova (Bolivar Co.) ............................................. 150

**New Jersey:**
- Gouldstown (Cumberland Co.) ................................... 250
- Springton (Cumberland Co.) ...................................... 200
New Mexico:
  Blackdom

North Carolina:
  Columbia Heights (a suburb of Winston-Salem)

Oklahoma:
  Boley 3,000
  Clearview 300
  Porter 637
  Grayson 411
  Langston 339
  Linia 200
  Mantu 100
  Redbird 500
  Rentiesville 411
  Taft 352
  Tatum 200
  Tullahassee 350
  Vernon 150

Texas:
  Booker (Red River Co.)
  Mill City (near Dallas) 300
  Oldhan (Houston Co.)
  Roberts
  Union City

Settlements

Alabama:
  Benson (Elmore Co.) 400
  Southern Improvement Company Settlement (Macon) 350

Colorado:
  Deerfield

Indiana:
  Basset Settlement (Howard Co.)
  Cabin Creek Settlement (Randolph Co.)
  Greenville Settlement (Randolph Co.)
  Lost Creek Settlement (Vigo Co.)
  Roberts Settlement (Hamilton Co.)
  Weaver Settlement (Grant Co.)

Michigan
  Calvin Township (Cass Co.) 800

Nebraska:
  Brownlee (Cherry Co.)

New Jersey:
  Snow Hill (Camden Co.) 1,250
  Whitesboro (Cape May Co.) 100
Ohio: Population
Long (Drake Co.) ........................................ 500
McIntyre Jefferson Co.) ......................................
Randolph (Mercer Co.) ....................................
Wilberforce (Greene Co.) ................................ 300
(The Negro Year Book, 1915, by M. N. Work.)

"Number of Negro Farms and Increase, 1900-1910
For Fifteen Southern States

<table>
<thead>
<tr>
<th>State</th>
<th>Number of Farms 1910</th>
<th>Number of Farms 1900</th>
<th>Increase Number</th>
<th>Increase Per Cent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alabama</td>
<td>110,000</td>
<td>94,069</td>
<td>16,318</td>
<td>7.3</td>
</tr>
<tr>
<td>Arkansas</td>
<td>63,578</td>
<td>46,978</td>
<td>16,600</td>
<td>25.5</td>
</tr>
<tr>
<td>Florida</td>
<td>14,698</td>
<td>13,521</td>
<td>1,177</td>
<td>8.7</td>
</tr>
<tr>
<td>Georgia</td>
<td>122,554</td>
<td>82,812</td>
<td>39,732</td>
<td>48.0</td>
</tr>
<tr>
<td>Kentucky</td>
<td>11,709</td>
<td>11,227</td>
<td>482</td>
<td>4.2</td>
</tr>
<tr>
<td>Louisiana</td>
<td>54,819</td>
<td>58,096</td>
<td>3,227</td>
<td>5.6</td>
</tr>
<tr>
<td>Maryland</td>
<td>6,370</td>
<td>5,842</td>
<td>528</td>
<td>9.0</td>
</tr>
<tr>
<td>Mississippi</td>
<td>164,488</td>
<td>128,351</td>
<td>36,137</td>
<td>28.1</td>
</tr>
<tr>
<td>North Carolina</td>
<td>64,456</td>
<td>53,996</td>
<td>10,460</td>
<td>19.3</td>
</tr>
<tr>
<td>Oklahoma</td>
<td>13,209</td>
<td>6,353</td>
<td>5,856</td>
<td>108.0</td>
</tr>
<tr>
<td>South Carolina</td>
<td>96,772</td>
<td>83,381</td>
<td>11,391</td>
<td>13.3</td>
</tr>
<tr>
<td>Tennessee</td>
<td>38,300</td>
<td>33,883</td>
<td>4,417</td>
<td>13.0</td>
</tr>
<tr>
<td>Texas</td>
<td>69,816</td>
<td>65,472</td>
<td>4,344</td>
<td>6.6</td>
</tr>
<tr>
<td>Virginia</td>
<td>48,039</td>
<td>44,795</td>
<td>3,244</td>
<td>7.2</td>
</tr>
<tr>
<td>West Virginia</td>
<td>707</td>
<td>742</td>
<td>—35</td>
<td>4.7”</td>
</tr>
</tbody>
</table>

Social Influences

The spirit of adventure is found in such striking examples as the Negro towns of Boley, and Taft, Oklahoma, Mound Bayou, Mississippi and such settlements as there are in western Kansas, Indiana, and Alabama. In these places a Negro has gone out into what he considered to be an adaptable locality, caught the vision to work out the problems of self government; the occasion to develop latent powers; and the opportunity to become economically independent by securing an option upon a tract of land which was to become a future town or a well regulated community.
To perfect the plan there must have been organization which resulted in mutual cooperation. Thus, one of the first lessons of group economy became self-evident; isolated economy was found wanting. It was only a short step to the development of personal pride, or individual ownership of property. One of the first links in the chain of progress was the real estate or investment company, with the purpose of assisting members to secure homes. At the same time, group pride found an expression in the erection of a public meeting house, a church or a secret order hall. This spirit spread until the town site was incorporated and all facilities attained for the transaction of such business as was demanded. In time a building and loan association was organized and many Negroes received an inspiration to own a home. Too much importance cannot be attached to this movement for the solidarity of a people.

Many examples may be found of Negroes who have purchased one piece of property with their savings from a meager salary or better still, from a small wage, and upon obtaining success in making the major part of the payments, they have been prompted to secure another one. This plan was pursued until an equity was obtained in several pieces of property which in turn led certain individuals to enter the real estate business. It is a common thing for a thrifty Negro in a large city to secure valuable holdings through business tact plus a large degree of fair mindedness on the part of another Negro or a white man who has a standing in a community. Personal pride in this instance grows more intense and finds an outlet which will demand economic recognition.

There is also a hopeful attempt to go to the suburban districts and build communities. Typical of this movement is that of Lincoln, Maryland, a few miles out from Washington, D.C., where some very intelligent and energetic Negroes have succeeded in building a community of home buyers. The usual facilities of water and electricity are found and the Negroes of superior advantages are being attracted.

Future Aspects

The noted transition from that of the open farm life or plantation life, the migrating from the agricultural South to the
manufacturing North and the pursuit of the satisfaction that certain bonds of disadvantages may be overcome will undoubtedly inspire an integral part of the group of people who are seeking to better their economic condition to purchase homes; for many will forsake their present homes in the South and will not return. If there is one thing which predominates all others in the economic life of the race, it is that of buying or owning a home.

"The aggregate number of all homes occupied by Negro families in the Southern states in 1910 was 1,917,291, of which 430,449, or 22.4 per cent, were reported owned, including 314,340 reported as owned free of encumbrance, the owned-free homes constituting 16.4 per cent of all homes.

"Of the 863,688 farm homes, which constituted 45.1 per cent of all homes, 212,507 owned free of encumbrance, the owned-free homes constituting 17.6 per cent of all farm homes.

"The total value of farm property operated by Negroes in 1910 was $1,141,792,526; in 1900 the same item was $499,941,234, so there was an increase of 128.4 per cent during the decade, while the value of farm property operated by whites increased 99.6 per cent.

"The average value of farms operated by Negroes in 1910 was $1,290.75 as compared with an average of $669.52 for 1900.

"In 1900, Negro families of Oklahoma owned 52.4 per cent of all their homes, and in Virginia 36 per cent. While Oklahoma's owned homes increased from 6,039 to 10,018 during the decade of 1900-1910, the percentage owned decreased from 52.4 to 35.3 Virginia's percentage, however, increased from 36 to 51.3 per cent, showing in the percentage owned the greatest increase for the decade of any individual state.

"For the population outside the group of cities of 5,000 or more Negro inhabitants the average was 20 persons to an owned home, while in the cities there was but 1 owned home to every 26 Negro inhabitants.

"Outside of cities having 5,000 or more Negro inhabitants, Kentucky and Virginia both had 1 owned home for every 11 of their Negro population, while Alabama had 1 for every 28 of Negro population, and South Carolina 1 for every 25. In Mississippi in cities of 5,000 or more Negro inhabitants there
was 1 owned home for every 16 person, and in Oklahoma and Arkansas 1 owned home for every 17 persons."

Since the Negro is a large borrower of funds to buy farm lands, it is a feasible proposition that many of them living in the South will attempt to avail themselves of the opportunity to become members of a farm loan association to borrow funds, for they are situated in localities where it is often difficult to borrow funds at rates ranging from 8 to 12 per cent. This movement will no doubt open a broader field of operation for the Negro real estate business, the development of private enterprises and building and loan associations in large cities. Success in the endeavor will be measured to a large extent by the confidence these concerns are able to command. This of course, must be supported by efficient and fair-minded business men.

Examples of Some Successful Endeavors in the Real Estate Business

Example No. 1 was a man who began as a workman in a shoe factory in a Northern city; he sold a piece of property which brought him one hundred dollars for the sale, after having made several sales without a fee. In the meantime, he bought his home and succeeded in securing other valuable property which he rented. Today he has the control of some buildings which are leased to the Federal Government. He has a growing business and a recent statement gave him the credit of possessing over $500,000 worth of real estate.

Example No. 2. A man in a Southern city was a farm laborer, who attended a country school when the time permitted. He tried a small mercantile business but failed in the panic of 1895. "In 1912, he succeeded in selling a small lot, 25x100 feet and made $10,000 profit. Last year he owned one block in a city worth $30,000 which brought him $5,000 in rent. He is said to be worth over $100,000 and his total income each year is $12,000."

Example No. 3 was a man in a Western city who saved a part of his small earnings of $7.50 a week to go into the real estate business. He put unusual ability into the business for a number of years and in 1910 he sold to Negroes in the city in which he resides $58,000 worth of property and collected $33,460 for rents. So successful was the endeavor that he no
longer could do the office work required and he found it profitable to secure help; at a recent date he was giving employment to twenty-six people.

Example No. 4. A Real Estate Corporation and Savings Bank which handled in the first eight months of its existence $200,000.

Example No. 5. A Building and Loan Association whose assets were in 1915:

<table>
<thead>
<tr>
<th>Assets</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bonds and Mortgages</td>
<td>$38,900.00</td>
</tr>
<tr>
<td>Stock Loans</td>
<td>5,612.00</td>
</tr>
<tr>
<td>Furniture and Fixtures</td>
<td>40.00</td>
</tr>
<tr>
<td>Unpaid Dues, Interest and Fines</td>
<td>288.00</td>
</tr>
<tr>
<td>Cash in Banks</td>
<td>555.00</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$45,396.00</strong></td>
</tr>
</tbody>
</table>

And whose Liabilities were:

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paid up Stock</td>
<td>$32,943.00</td>
</tr>
<tr>
<td>Profits and Earnings</td>
<td>10,003.31</td>
</tr>
<tr>
<td>Advanced Payments</td>
<td>34.50</td>
</tr>
<tr>
<td>Borrowed Money and Interests</td>
<td>2,300.00</td>
</tr>
<tr>
<td>Involuntary Withdrawals</td>
<td>114.66</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$45,396.00</strong></td>
</tr>
</tbody>
</table>

Example No. 6. A town incorporated in 1908, with a capital of $200,000. Lots 50 feet wide by 150 feet deep were sold for $270 each under a title, building and improvement bond on easy monthly payments of $10.00 down and $4.00 per month.

There is a complete water system that furnishes spring water under pressure to all the homes; more than a dozen homes are built and several are under construction. There are also, a church, a brick yard, a store and a hotel. The streets are from 50 to 70 feet wide and a spacious park has been laid off with large oak trees.

Example No. 7 was a real estate broker who worked during spare hours and vacations for a real estate firm before his high school course ended. Later he was employed by the firm on a commission basis until he could begin business for himself. He employed assistants in his business and continued his study in evening schools, taking courses in insurance and banking, etc. He was a member of the New York Fire Insurance Exchange. The largest part of his business was with white people.

Example No. 8 was a partnership firm which had full charge of the property of a large church which was valued at a million dollars. It also had the business of some eighty individual owners of real estate for whom it collected thirty-five thousand dollars each month for rent. This firm enjoyed the confidence of the largest and most conservative financial institutions in the city in which it is located.
Conclusion

While the mass of Negroes are engaged in the agricultural pursuits, here and there are found those who are forging their way to the business enterprises. Negro real estate dealers are finding an increasing demand for their services. There are some notable cases in which the initiative has been taken to develop communities.

The enterprise offers great opportunities for social service; the good which is being accomplished cannot be estimated in terms of monetary units. With pride do the people in many communities point to the organizer of their town or settlement. The noted increase in the purchase of homes attracts deep interests from many viewpoint; among them is the growing field for the development of Negro enterprises. It is found that there are about one thousand men engaged in the real estate business but no estimate can be made of the amount of business transacted annually.

The Negro of to-day who engages in the realty business does so, in many cases, with such preparation as the best law schools of America afford. More and more the profession is attracting the well trained man from the practice of law as such, the ministry or a government clerkship, for the business is profitable and it offers a wide range of activity. In other words, the enterprise is no longer an experiment.
Bibliography

Atlanta University Publication No. 12.

“Early History of Negroes in Business in Philadelphia,”
   by Henry M. Minton, M. D.

“In Freedom’s Birthplace” (A study of the Boston Negroes,)
   by John Daniels, 1914.

Negro Year Book, by M. N. Work.


“The Colored People of Chicago,”
   by Louise DeKoven Bowen, 1913.


The Crisis.

The Journal of Negro History, by Carter G. Woodson.

“The Negro at Work in New York City,”
   by George Edmond Haynes, Ph. D.

U. S. Census Report, Bulletin 129.