

He Came, Saw and Was Convinced That
Westchester County Is All We
Have Claimed for It



HARRY H. CULVER

President of the National Association of Real Estate Boards, who fired White Plains Realtors with a determination to keep their calling on the highest possible plane.



WHITE PLAINS REALTY BOARD

- E. Nelson Ehrhart, President
- William R. Barrett, Vice-President
- Howard L. Auerbach, Secretary
- Fred Reed, Treasurer

THE STORY OF A MANY-SIDED SERVICE—CHAPTER 18

"Why all the maps? Planning a world tour?"
"No, it's that vacant property of mine downtown. I hardly know whether to put a hotel on it for a big building, or put up a small one just as a ten-service."
"Better let your Realtor analyze it and submit comparative figures—then you can take your choice."



Your REALTOR
is a Creative
Salesman

Selling a ready-made product is one thing—selling a vision of the immediate future is another.

In the old days the real estate dealer sold property just as he found it. Today the Realtor looks ahead, visualizes the possibilities of a property, and gives his client and his community the benefit of that vision.

The records of the Real Estate Board reveal many instances of creative salesmanship of a high order. Some of our finest and most successful buildings owe their existence to the Realtor's ability in this direction—buildings, for example, where all the firms of a certain trade or profession may congregate with advantage to themselves and to the public.

Consult your Realtor. Regardless of the size of the project, his trained vision—and his resourcefulness in making the most of the material at hand—will strengthen your plans and enlarge your measure of success.



Your Realtor is a Creative Salesman. This official emblem identifies him as a man worth knowing.

Write or phone for Official List of Realtors

REALTORS of WHITE PLAINS



A Realtor is a real estate broker who is a member of a local Real Estate Board having membership in the National Association of Real Estate Boards, an organization incorporated for the advancement of the interests of real estate brokers and the protection of the public from unprincipled agents or brokers.

In the following roster, firm names are included in the alphabetical list of Realtors, for more convenient reference. Where firm names appear the name following it is the name of the individual who is the Active Member of the White Plains Chapter of the Westchester County Realty Board. Where the name of the Active Member does not begin the firm name, or where more than one member in the same firm is an Active Member, such members are also listed alphabetically.



Name	Address	Telephone
Atwood & Co., A. H.	228 Main Street	6933
Auerbach, Howard L.	Depot Plaza Building	5863
Bare, Sidney Jr.	Bar Building	6244
Barrett, William G.	180 Martine Avenue	6100
Bruce, T. M.	Depot Plaza	3631
Bunker, Myron Secor	2 Depot Plaza	1485
Call, Bernard	6 Depot Plaza	3857
Cox, George K.	30 Grand Street	4859
Dewsnap, James H.	185 Main Street	2305
Doernberg, Dudley D., Inc.	76 Mamaroneck Avenue	4792
Dudley D. Doernberg		
Ehrhart, E. Nelson	7 Depot Plaza	3796
Eisner & Bryant	4 Martine Avenue	2595
Clarence W. Eisner		
Farley, Robert E. Organization		
Robert E. Farley	2 Martine Avenue	1160
Fish & Marvin	6 Church Street	7310
Charles D. Fiske		
Wagner Van Vlack		
Fiske, Charles D.	Fish & Marvin	7310
Flood, Ivan	3 Martine Avenue	978
Gerard, Barney	47 Mamaroneck Avenue	2548
Granville, W. H. Inc.	96 Main Street	6747
W. Hutton Granville		
Griffen, Chauncey B.	Depot Plaza	3378
Halyan Realty Co. Inc.	185 Main Street	2305
James H. Dewsnap		
Howe, R. E. L., Jr.	Depot Plaza	4203
Hull, R. Franklin	Depot Plaza	2660
Just, Edith L.	Bar Building	
Kegelman, Orlando	Ward Carpenter Building	6000
Bruce & Correll	Depot Plaza	3631
T. M. Bruce		

Name	Address	Telephone
Lawrence, Wm., E.	Depot Plaza	
Lockyer, Albert W.	Depot Plaza	2676
Meuer & Auerbach, Inc.	Depot Plaza Building	5863
Howard L. Auerbach		
Louise O. Meuer		
Monroe, Harry R.	Main & Court Streets	3128
Morrell, William E. Inc.	25 Orawaupum Street	904
Herbert K. Morrell		
Morrow & Mills, Inc.	Depot Plaza Building	6580
George S. Morrow		
Palestrant, Louis, Inc.	2 Church Street	1010
Louis Palestrant		
Prince & Ripley	Depot Plaza	2676
L. Ward Prince		
Albert W. Lockyer		
Reed, Morton H.	1 Depot Plaza W.	3303
Reis, Fred L.	Martlex Building	6077
Rostenberg, L. O.	23 Orawaupum Street	8020
Roth, S. I.	185 Main Street	1224
Ruge, Bernard A.	Ward Carpenter Building	6000
Sutton, Thomas B.	Westchester County Realty Board Building	596
Thompson & Thompson	6 Depot Plaza	3300
H. Austin Thompson		
Vander Roest, Mrs. A. L.	21 Woodland Place	3693
Van Vlack, Wagner	Fish & Marvin	7310
Ward Carpenter & Co., Inc.	Ward Carpenter Building	6000
Orlando Kegelman		
Bernard A. Ruge		
West, Edward M., Inc.	Depot Plaza	2767
Edward M. West		