



**FOLLOW THE LEADER**—Capt. Art Harkness of the Torrance Mounted Police and his horse "Buck" prepare to blaze the trail for annual Torrance Ranchero Days with a 115-entry parade beginning at the intersection of Carson and Cabrillo Sts. at 10:30 a.m. Saturday.

### Torrance Board of Realtors Sets State Growth Record

"Based on the percentage of our increases, the Torrance-Lomita Board of Realtors tops all boards reporting to the California Real Estate Association, Jack Schmidt, president of the board, said in a report to directors recently. Schmidt pointed out that sales through the organization had risen from a 1957 total of about \$3 million to a total of \$30 million for 1961. Based upon the present rate of sales he predicts a \$50 million volume this year.

In review of the unprecedented record, Schmidt said that sales had nearly doubled in each of the years since 1957. In 1958 the organization sold \$6 million; 1959, \$12 million; and in 1960 \$24 million.

The \$50 million prediction is supported by the May figures which showed a total nearly twice that of May, 1961. Schmidt expects July totals to reach \$5 million, compared to the \$3 million recorded a year ago.

**MOVING AHEAD**  
"We are moving ahead and growing hand-in-hand with the Torrance area," the board president said.

"One of the principal reasons for this increase in dollar sales and membership growth is the sound basic stability and the optimism in the Torrance area," Schmidt said.

"This encouraging atmosphere is due in a large part to an increase in new commercial and industrial development in line with good policies and efforts of our city fathers, Mayor Albert Isen, or through the City Council, and the Planning Commission," he added.

**ACCEPT SERVICE**  
Schmidt also attributes much of the gain to increased acceptance of the board's multiple listing service by member Realtors and property owners. In addition a liberal membership policy which permits and encourages area-wide, rather than local real estate activity, has been credited with part of the unusual sales record achieved through the multiple listing service.

**MASTER PLAN**  
Members of the board heard Charles Shurtle, planning director for Torrance, outline a plan to make the survey, which will provide basic information upon which to project a comprehensive master plan for the city.

The Realtors of the Torrance-Lomita Board will help make the survey by noting on tract maps present improvements and the manner in which they are being used.

Information sought by the planning chief includes all uses of land in the city, and those making the land inventory are noting all developments including dwellings, businesses, industries, agricultural, oil and others.

**CHRYSANTHEMUM**  
Chrysanthemum growth should be kept lush and healthy with frequent watering and feeding. Pinch the plants to encourage branching.

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