

When the railroad was completed, however, the business houses of New York, St. Louis, Chicago and other Eastern cities came into competition with our merchants in supplying this coast with merchandise. The result, for two years, was a diminution of both the volume of our trade and the old profits flowing therefrom. The final effect was most beneficial, however, for it largely tended to stimulate home manufactures, to cut down inordinate profits, and, therefore, to reduce the cost of goods to the consumer. We have since more than recovered all the trade which we then lost. The value of goods now manufactured in this city is not less than \$40,000,000 per year, and on no subject is the people of the State more alive than to the importance of increasing and aiding home manufactures. Before many years, instead of dispatching a shipload of grain every day of the year to Europe (as we did during the last half of 1872), and exporting about twenty-two million pounds of wool, out of a total product of twenty-five million pounds, we will have the manufacturing and other population here to consume and wear a much larger part of each than we now do.

A large portion of the crude (or base) bullion ore extracted from the mines of Nevada, Utah, etc., is now shipped, *via* this city, to Swansea, in Wales. In a few years hence, however, we will do the most of our smelting at home, and save all the mineral results of the process at the same time, which at present we do not do.

In short, whether the agricultural, mineral, manufacturing, railroad and maritime trade and business of the city and State are looked at, the same conclusion must be arrived at in reference to each and all, and that is—a beginning has as yet only been made by us. Practically, that beginning came with the completion of the Pacific Railroad. Before that event, San Francisco was great only in the sense of its isolated position, and in its monopoly and high profits as an importer. These were all most unreliable advantages. Now the City and State are becoming great through such metropolitan avenues of extension as maritime commerce, manufactures, agricultural wealth and out-reaching enterprise. Our progress during the past four years has been very great, and it has been legitimate and healthy, and, therefore, reliable and permanent. What we get now in trade advantages we are likely to keep, since we win them in the face of outside competition.

These facts relative to San Francisco's trade, real estate, general prospects, etc., will, it is believed, be read with interest by parties living abroad who have money invested here. If they would pay a visit to this city and State, it is probable that their confidence in the present position and great future of both would be strengthened, and that the result would be the investment of more money here and additions to the business ties which already connect them with San Francisco and California.

#### Real Estate, Etc.

**SAN FRANCISCO REAL ESTATE—SALES, PRICES AND PROSPECTS.**—During the year 1872 three thousand six hundred and fifty-seven real-estate sales were made in the city and county of San Francisco. These sales had a total value of \$13,127,458, or an average of \$3,590 each. The market was free from excitement, but prices were not so low as in 1871. The outlook for 1873 is cheering; prices and sales are both on the increase. At the close of the first month of 1873 all the leading real-estate operators reported that there were more buyers in the market, and more actual offers made, than at any time since 1869. First-class residence lots and homesteads for working people are now in good demand. It is customary to sometimes speak of the Oakland side of the bay as entering into competition with San Francisco. One or two facts will show that, in a true sense, no such competition really exists. The real and personal property of San Francisco County has an assessed value of \$288,583,256; the assessed value of Alameda County opposite this city, in which Oakland is situated, is only \$40,080,140. That county contains the towns of Oakland, Brooklyn, Alameda, San Antonio, San Leandro and about a dozen other smaller ones. In some of these a large proportion of the population is composed of men who do business in this city, but who live and sleep in the quieter and more rural region across the bay. The Town of San Diego, in the county of the same name, has also been sometimes spoken of as a future possible competitor with this city for the trade of China and Japan. The Town and County of San Diego, according to the last report of the State