

# Fake forest – but why?

## VINTAGE VIEWS

By Tim Mosher

*Tavistock and District Historical Society*

I introduced this series in last week's edition, so now we continue with this very different subject: children posing in an unusual photo-studio setting.

This picture very likely pre-dates the most well-known Tavistock & district photographer, pharmacist John Lemp, who started his business in 1905 and later added a photo studio to the back of his drug store. The children's clothing styles hint at circa 1890. Between 1878 and 1905, five different itinerant photographers advertised their services locally, setting up shop in Tavistock about once a week, so it's very likely that this photo was taken by one of them.

Either the photographer or the parents of the children had the idea to set up this scene. It's an unusual combination of Sunday-go-to-meetin' clothes in a forest-like setting. There was clearly a purpose in going to the trouble, but it's not known why or what the photographer is trying to say with his elaborate preparation.

Why such frilly outfits, especially for the boy? During the Victorian era (1837-1901), children were more gender neutral than today, so they were often dressed alike. The girl is wearing multiple petticoats and they're both wearing hats, which differentiates them from the lower economic classes who were dressed more

plainly and often lacked shoes. The boy's knickerbockers (short pants and very long, tight socks) are typical for males up to 1930 but sometimes boys under age eight wore skirts. The frills and lace emphasized wealth and the parents' ability to purchase the finer things.

If a copy of this photo – or any in this series – has been handed down through generations to you and you know more about it than what's published here, please email me with the information and it'll be recorded at the Tavistock and District Historical Society, owner of the images in this series.

This week's History Mystery: what is the connection between the mason's trade and what's in this photo? This question is for readers up to age 16. Email your answers along with your first and last names, age and community or rural route number to [tim\\_mosher@hotmail.com](mailto:tim_mosher@hotmail.com). The first person to answer the question correctly will have this information published in the next edition of the Wilmot-Tavistock Gazette.

The question in last week's History Mystery was: what was the reference to death in the Pretty Parlor photo? No one forwarded the correct answer. The answer is: a mourning wreath is hanging on the wall to the left of the oil lamp. Hanging a mourning or death wreath in the home was a custom of this period when a grieving family would assemble leaves, grasses, grains, pine needles and human hair – sometimes of the deceased – into an intricate horseshoe shape always pointing up and frame it to hang in the home to pay homage to the departed. Why pointing up? Horseshoes are a common, Victorian-era symbol often nailed above doors pointing heavenward to catch luck.



(LEMP STUDIO COLLECTION IMAGE #2196)

Mysteriously, these two unnamed children are posing in a photo studio among cedar boughs and logs set up for the picture. The date, location and children's names were not recorded.

# The power of pricing

## EXPERT REAL ESTATE ADVICE

By Isabel Livingston



Having the privilege of working on an award-winning team, I have learned a lot about the power of price. It is one of the most important elements when selling your home. It's easy to say, "I want the most money for my home," and so do we as agents. We want to see you get the best deal on your home. When a

home is priced fairly at market value, the results will speak for themselves.

The power of pricing is the ability to set a price that attracts buyers and maximizes profit seamlessly. How do we achieve these results? As a realtor, a large part of our job is something that happens behind the scenes

– studying the market to see what homes are listed for, what they sell for and how long they are sitting on the market. We watch and track these stats because they are what help us determine the value of a property. The longer a house sits on the market, the more likely it will sell for less. Why? Well because it has gone stale; sellers are more likely to accept a lower offer because it is likely the only offer.

The best ways to avoid this happening to your home are firstly nailing the pricing from the start. The first week on the market is the most important. Your home is the newest and the freshest inventory, and that is when it will have the most eyes on it. If you are seeing frequent showings in the first week, then you have

nailed the price. If you see one or two, then you might need to think about making an adjustment.

A property's value is affected by location, features, updates and size to name a few. Using recent comparables alongside the "value-add" method, we are able to determine a value and a price for your home. The "value-add" method will compare your homes to those that have recently listed or sold and either add or subtract based on the different features in each home. A pool, garage and updates can all be value adds.

Another trick when pricing your home is to avoid round numbers. Instead of \$700,000 try \$699,900. Why? Because home-searching sites set numerical search fields using round numbers. To find buyers with a

budget of \$700,000 you want to be below that number.

The power of price will help you optimize your time on the market and ultimately get you the best value. When priced right with maximum interest, you allow better odds of receiving an offer or maybe even multiple offers. Set yourself up for success in the market. Learn about what is selling in your neighbourhood and get advice from a trusted real estate agent to help guide you towards success.

For questions or article inquiries, reach out – [ilivingstonsells@gmail.com](mailto:ilivingstonsells@gmail.com) or 226-232-4236.

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