

R/F: Peter's Colony

TEX
53.3
C 579
B 821
T 355
1888

Special Land Agency Department.

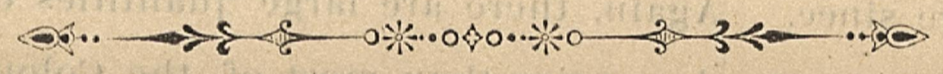
J. R. FLEMING, Pres. L. E. BRANNIN, Ass't Tr. F. C. LEVEAUX, Tr.

OFFICE OF

CISCO LAND AND COLLECTING AGENCY,

GENERAL LAND AND COLLECTING AGENTS,

Cisco, Eastland Co., Tex.



Texas, this year, has been blessed with good rains; especially so with the section of country in which the Peter's Colony lands are situated, and, in consequence, crops of all kinds are better than for years past. Anticipating a good demand for lands this fall, we beg to call the attention of our patrons to the necessity of fixing prices and terms upon the lands they desire to sell. We would suggest that you fix a minimum price, both for cash and on time—giving the longest time you are willing to accept. Also advise us of any offers you may have had for any tract, leaving us to get for you as much better price as possible. Where we know of a previous offer, we use

same to get an increase in price. In all sales it is our object to secure for those we represent the highest price possible, and give them the benefit of all that can be had for their land. It is almost impossible to successfully sell land unless you are prepared to give parties an answer AT ONCE. Many buyers are persons passing through the country seeking homes, and unless we can give them prices and terms at the time, will not make offers nor wait to hear from owners. Therefore, many good sales are lost. Patrons often write us, they do not know the value of their land, and prefer an offer to be submitted. In most cases the offer made is less than the land is worth while, on the other hand, the price then fixed is often beyond the selling price of the land or its real value. Consequently no sale is made; whereas, if price and terms were fixed, we could close trade at once, if sale could be made at all.

We fully appreciate the difficulty land owners find in consenting to accept from \$2.00 to \$2.50 and \$3.00 per acre for their land, while land with them is perhaps worth from \$10 to \$100 per acre, but the fact must not be lost sight of, that not all of their land is suitable for cultivation; most of it is poorly watered, and that it requires ten acres or more of grass to support one head of stock for a year. Again, the Colony lands are not thickly settled; and where there are few settlements, there is a corresponding lack of demand. One settler brings another, and we think it would pay well in the end for those owners owning many tracts in one county to offer some special inducements to get their lands settled by the farming class. You may be surprised to learn that, in 1885, in Throckmorton county, there were not a half dozen farmers located on Colony lands, but we have been advised by the County Judge that such was the case, and there has been but little change since. Again, there are large quantities of lands in all of the counties for sale at a less price than most of the Colony lands. We do not wish to impress you with the idea that your lands have no value, but simply suggest to you what we think is for your best interest and to show why lands are not more readily sold.

For the past three years our country has suffered from a terrible drouth, and in consequence but little land has been sold.

In sending this letter to our tax patrons, we do not seek the sale of any lands controlled by Mr. E. S. Graham; but think our suggestions, if carried out, would aid him as well as ourselves. All offers or inquiries for lands

controlled by him we refer to him direct, and aid him as much as in our power to effect sales. Our business as well as social relationship with him is most friendly and pleasant, and we do not desire to get control of lands he now has charge of.

We co-operate with local agents in all the counties, and know we can do as well for you, and frequently better, than any local agent who has no further concern for your interest than his commission, and without any additional cost to you. In one or two instances we have had patrons submit for our opinion and approval offers made them through some local agent, and then sell through said agent at a less price than we were authorized to accept, or could have sold their land for. Now, while we do not suffer at any time our commission to stand in the way of a good sale we think we should be protected by patrons in this matter, when their interests do not suffer.

Very Respectfully Yours,

L. E. Brannin,
Assistant Treasurer.

Oct 1-88