

TO OWNERS OF TEXAS LANDS.

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PROSPECTS OF EMIGRATION TO TEXAS AND SALE OF LANDS.

ALL leading Railroads in Texas have for some time past, had agents actively engaged throughout the United States, the Canadas and Europe, distributing their Maps and printed matter—giving the statistics, resources, advantages and desirableness of Texas, and which has the active co-operation of all Railroads and Ship lines leading to Texas, with which combination I arranged for the distribution of my advertisements; with theirs, which will likely influence and direct much of the immigration to Northwestern Texas, and however large or small it may prove, I will surely be enabled to secure and locate a reasonable share of it, the more certainly, that for several years, I have most extensively advertised it, through Pamphlets, Posters and Newspapers, and again, through the latter medium, in over 1600 weeklies, within the past three months.

CAUSES PREVENTING EMIGRATION TO TEXAS.

For several years previous to three years ago, emigration to Texas was very large, and growing, which aroused the envy, and brought about a concert of action of the many large personal, and Railroad Co's. landed interests, in the North-western States, leagued with numerous such interests, held in the New England and Middle States, backed by all connecting Railroads and a subsidized press, and further assisted voluntarily, widely and influentially by so many of their people and press, having no interest but to gratify their prejudice against a Southern State—to thoroughly ventilate all crime done in Texas and her disadvantages and objections, to which, under the guise of facts and truth were added many imaginary ones, at the same time, laud their own advantages, &c., but silent as to everything adverse or prejudicial, in order to suspend emigration to Texas and divert it to their field and interests, which worked so efficiently and successfully that emigration to Texas for 1878 was very light compared to previous years, and scarcely any for 1879, except some foreign, induced by the "Sunset Railroad," and which settled along it, or the Gulf coast.

Though the effort of individual and corporate land owners to again divert and direct the great wave of emigration, to Texas, is on a larger, more systematic, persuasive and efficient scale than ever before, a favorable result is a problem to be solved only by time, for now a question of grave doubt, in that the North-western States have wonderful impetus, and the hurrah! or where, popular credulity of people and press herald and praise it as the promised land, to all "the moving world," and American like; the many few, follow in the Popular wake of the many, which, even regardless of the degree of drawbacks and demerits, gives it the greater prominence, monopoly and success. Heretofore too, other Southern States that have precipitated population on Texas, have respectively, strongly and favorably organized to arrest the exodus of their people; to reconcile and satisfy them, and to influence and effect immigration, which many parts can effectively allure and satisfactorily place, having low priced lands, of manifest great adaptability to the production of varied crops, the convenience of transportation by numerous railroads and navigable rivers, and more general advantages of mills, schools, etc., will enable them to quite successfully contest and attain their endeavor. Moreover, all residents of the State, are aware, that since the adoption of the present Constitution, it has had no policy to favor or foster, but much to prejudice and deter Immigration.

COUNTER PROSPECTS TO SALES, AND EARLY ENHANCED VALUES OF TEXAS LANDS.

To fully appreciate the conditions, be impressed with the extent of Texas, the very few and limited length of her interior navigable waters, mainly in the Eastern, the older settled portion of the State, and to, and near which the accretions of population have settled, and then its chance of general, reasonably compact settlement, short of which a very material enhancement in value of lands cannot occur, that it is comparatively a new state, six times larger than the average of the other States, pertinently resolves to the non-resident owner the inquiries: The size of your State compared to it, how many years it has been settling, now how much wild or untilled land, and their value per acre, and to both resident, and non-resident, a realization and contrast of the lands buyable a few years ago, and now. Then, the Castro, Peters, and other Colonies, and barely over two thirds of the present Donation, Bounty and Headrights of the state comprised all, fully one hundred million acres less than now, and when many localities justified great expectations for large or satisfactory enhancement of values, and in the general way some warranty for holding for higher rates, than full prices frequently offered, and rejected. But now, or in the early future, can such hope be safely entertained, or such fair offer's be refused, when now on market the additional millions of acres of Headright, Asylum, University, Railroad, Ditch, County and State School lands? To consider the greater ratio of supply to demand, that every mile of new railroad operated, will convenience and develop new and larger fields for the settler, of lands before, not marketable for use, hence, their value really ideal or nominal at most, for short of, or amidst utilization in some manner, a higher standard of value cannot attach.

There are two Railroads from North to South across Texas, in convenient reach of which, full half to two-thirds of the lands are wild, now worth \$2 to \$12 mainly \$3 to \$6 per acre, but sale of them entirely subject to demand for use. This part of the State is more than one hundred miles West of the nearest of said roads, and even waiving all consideration of a sparse population, its meagre mill, school, mail and other advantages and privileges—the substantial considerations and attraction of the monied immigrant, its local prejudices and objections, how long will it take these lands to attain such average value?

The rapid construction from the Pacific coast of the Southern Pacific Railroad toward El Paso, Texas, (expected to be finished six months hence) has, more than anything else, conspired to the building of two more, more westerly Railroads across the State from North to South, and three from the East, Westerly, for direct and cross connections with said Southern Pacific and the Denver, Rio Grande and Mexican Railroad, all are now in course of rapid construction, which will convenience and bring into market millions of acres of rich, now low priced (25, 40 and 50 cents an acre) lands, and full thirty million of acres of State School Lands, of a fixed price of one dollar an acre, on ten years time.

It is to be deplored that an agrarian sentiment prevails, that "lands of non-residents ought to be forfeited and set apart for Free Homesteads," and are made in numerous instances to pay more taxes than other lands, the communistic sentiment being pandered to, officially in some counties, as evidenced in the unjust and invidious discrimination of ruinous over valuations for taxation, and outcroppings, or permitted from oversight, in the state legislation, in that the laws afford no escape, or remedy for redress from such wrong, which alone, with annual tax and expense, will in a few years time absorb their value.

No immigration and the general failure of crops last year, (1879), made money exceptionally scarce. Times hard, and materially lowered values of lands, and then even without retail demand, conditions: of which you have conspicuous testimony in the fact that within the past eight months about 90,000 acres of land, in Erath, Eastland, Callahan, Shackelford, Stephens, Palo Pinto, Jack, Young, Throckmorton, Baylor, Archer and Clay counties, mostly of the Peters Colony, which comprise of the most choice in the several counties in which situated, have changed hands, at the pitiful price of 50 cents an acre.

The Grantees of said 90,000 acres, wisely put them on retail market, every tract at its fair market value.

You may judge of the imminency of the acquisition of Northern Mexico, or opening up of the Indian Territory, either accomplished, would absolutely bring about a large migration, suspend immigration, and the sale and settlement of lands for many years to come, so long, that the items of annual taxes and expenses would more than equal their value, would be a foregone result.

The foregoing summary of real and incidental facts and conditions are made, lest in the busy of your daily affairs, you should fail to think of and consider them, are given with no purpose to urge any sacrifice of your lands, but with hope of your concurrence in the great and imperative expediency, as I hold, of promptly making the immigrant a land-holder, of his choice! to never refuse his offer, if a full fair price, and give him liberal terms.

THE SALE OF LANDS IN NORTH-WESTERN TEXAS.

See to it! that your title papers are of record and taxes all paid.

The field for settlers to choose from is immense, so that all who cannot buy their first selection can easily find and buy other as satisfactory choice, hence—

The truly judicious time to sell at best prices, is when a tract is fancied and wanted for use, such chance missed, months and even years may elapse before again presented—many instances of which I know.

It does not hold that first selection, surely embrace your best, or best parts of a tract, for other considerations than all good soil, control. Often, buyers express their want of a tract "every acre choice," and shown such, will select another, even second rate, and pay as much.

The offering of land is so large, and buyers so few compared to sellers, it is rare that one will be at the expense and weary of even a week's delay to know if, and on what terms a given tract can be bought, but finds another that can be, and purchase agreed on, pushes the great first work; of providing shelter. Then obviously,

If you desire to sell your lands at best prices, give your agent special prices and terms, (which should be those customary or usual here), "1/4 to 1/2 or more cash, balance 10 per cent. interest lien notes, on or before 1, 2 and 3, or 2 and 3 years,"—as some expect or only have chance to make improvements alone, and no crop the first year, Or better, to leave value, sale, etc., to the judgment and discretion of your agent. The objection to which by some, is from apprehension, others from experience, that some Agents are mercenary enough to sell for the glory of making sales, or a paltry commission, or appropriation of proceeds; admit the fact, but at the same time, equal abuses in every other branch of business; while in every branch there is conduct above reproach, so place the trust with those pecuniarily responsible, and in all respects reliable.

I own a large amount of land in Texas—ALL FOR SALE—every tract or part thereof, only at what I believe it well marketably worth, quality, surroundings, etc., considered, BY WHICH RULE ONLY I SELL FOR THOSE WHO INTRUST ME WITH DISCRETIONARY POWER TO SELL, or offer and sell according to explicit given instructions.

When a sale is made for others, in the absence of power to convey, the buyer is required to deposit Earnest Money, then the deed is sent for acknowledgment of owner, A PROMPT RETURN OF IT, IS EXPECTED, and as soon as sale is closed, prompt remittance of proceeds is made to owner, so that by mutual promptness the expectation of buyer and seller is satisfied.

Those, for any cause, eager and anxious to have their lands sold, must remember that buyers are choosers; that yours must meet the fancy of a buyer before a sale, or forced to a sale means a buyer who only purchases because of a great sacrifice, and in either case time and patience must be indulged.

My Agency, is the only one in Northwestern Texas, that advertises for buyers throughout the United States and abroad, that has mainly brought this part of the state into notice and settlement, OBVIOUSLY, GIVES ME SUPERIOR CHANCES FOR THE SALE OF LANDS. Lists of lands sent me should be full and correct, with plain and explicit instructions. No charge except in event of sale. Satisfactory references given those who require it.

With pardonable pride I can state that all sales I have made for others have been acknowledged entirely satisfactory, without a single exception.

The near approach of autumn, a season of usual immigration, which I desire to be better prepared to meet and accommodate with whatever tracts of land desired, led me to give you the foregoing facts and suggestions, and I trust to your gratification, patronage and benefit.

E. S. GRAHAM.

Graham Texas, July 31st, 1880.