THE PITTSBURG DISPATCH, SATURDAY, NOVEMBER 7 1891.



SLOPE LAND BOOMS,

How Cities Are Laid Out Twenty Years Ahead of Their Time.

A REACTION HAS SET IN

And the West's Land Boom Is Over for the Present.

BIG PROFITS OF LAND SHARKS.

Prospectuses to Show How They Put It on the Eastern Eye.

AET AND MYSTERY OF TOWN SITEING

[WRITTEN FOR THE DISPATCH.]

The scene painter who wants to get a perfect picture of "Still life" with all its dull Flemish hues, should visit the Pacific coast these calm November days. The quietness after the various "booms" have subsided is almost oppressive-and as picturesque in its weird "stillness" as anything an Shasta's snowy top. Evidences multiply on every side that the town lot and acreage "booms" at least are over the Sound cities, and that the reactionary period has set in. This is manifest in the eager desire to "unload"-and to cut prices-and in the throngs of stranded toilers, and stranded throngs of stranded toilers, and stranded capitalists in the larger cities—in the thou-sands of anxious "Go Westers" who want to join the Go East club—some waiting for buyers at shaded prices and some waiting buyers at shaded prices and some waiting for Eastern remittances to enable them to get home "once again." A visitor unconsciously compares the languor and lassitude and dreamy stupor observable everywhere in the "boom" districts, to the condition of

Taking an Enforced Rest

a strong man who is

after a protracted-well, not exactly spreebut a period of over exertion and exhilaration. This part of the country doubtless has a great future, but a great future like a great bank account, must not be drawn upon too heavily. The pressing need now



of this country is rest-rest from the speculator and "syndic." Let the natural order of things prevail and the incessant "chin" of the land boomer take a rest for awhile. The country is rich enough in wealth and resources to have the truth told about it, and the Quaker truth is that the flowery and alluring and lying "prospectus" of Western "town siters" has injured the country. The "boom" business has been fearfully over-

"passes" and a deed is executed and re-corded, showing that lots in $\frac{1}{81,500}$. All of the owners are under agreement to appoint a printing committee with po to act and work everybody, with in-structions to advertise in 100 Eastern papers, and get out circulars and pros-pectuses showing the average Eastern man how to get rich in 3, 6 or 12 months. The pay their share of the extra tax assessment-merely nominal-on the \$1,500 lot which merely nominal—on the \$1,500 lot which was sold (?) to establish a value. This is about the condition of the game when a lot-buyer—generally an Eastern man, looking for "snaps"—comes along. He asks the price, and is told \$1,500 to \$1,600 per lot. He opens bis eyes in astonishment. At this point he is taken in hand by the other disinterested agents of the various sub-divisions, and shown by the indusputable "record" and by "figgers" which cannot lie because they are "official" that \$1,500 has been paid for the worst lot in this plat, and that those now offering are dirt-cheap at home papers are kept in line by a judicious distribution of advertising steak The business men are ordinarily the merest dumnies, and are only used for revenue The railroad director is used as a specia sort of "referee" for statements showing that the So and So Railroad line from No where to Nowhere will shortly strike this particular point and thus give an assurance of a "terminal" and its accompanying traffic.

The Boomers Press the Button. that those now offering are dirt-cheap at

The Boomers Press the Button. Some cannery or iron works, generally a blacksmith shop or sash and blind factory with a good deal of "blind" and very little "sash," is quoted as sure to locate at this point. Nature has provided the spot with a good "land locked" harbor, of course. "In fact a town out here without a "harbor" au-nex as part of the prospective boom would be as rare as a white crow. The landscape is thrown in gratis, but the harbor comes in for big "water-front" prices. be as rare as a white crow. The indusciple is thrown in gratis, but the harbor comes in for big "water-front" prices. The surveyor having done his part and plotted the town, the boomers now sit down on the site—of the Future Great—press a button and ask the unsuspecting investing public to "Behold the future great eity." Under the pressure of the Syndic button one may see in imagination magic cities growing up faster than the founders of Chi-cago or New Amsterdam ever dreamed of. The advertisements are usually defly worded money traps. The land is sure to make every investor quickly rich, "no time fixed." Compared to this Wash-ington or Oregon land, Ed-n, in all its pre-Adamite glory, all its enchanting land-scapes, are as jungles and quagmires. In this way hundreds of the Sound cities like Evereti and Ancortes are "sited." Jay Cooke, George A. Train, "Plunger" Hill or some pioncer boomer is usually quoted on the quiet as behind the scheme, but this must not be given away, you know. In and Around Tacoma.

In and Around Tacoma.

room towns here is the way they figure it out for you in advance. "Well shaken

before taken; teaspoonful ever hour:'

DEAR SIR-

Street and Block

Pacific avenue-Lots in block 904.... Lots in block 1,304... Railroad street-

Lots in block 905.... Lots in block 1, 305,...

Lots in block 906..... Lots in block 1,306....

Lots in block 908.... Lots in block 1,308...

Lots in block 912.... Lots in block 1,312...

As to the lot profits in the new mush-

The Agent and the Innocent,

In fact, they will give him every assu ance short of a bond that these lots will bring \$3,000 next year, and a long array of sale quotations from previous years will be pushed at the defenseless victim in support of this claim. Forced to Shell Out.

Kor 101 Will

The summer light and

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\$1,500.

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What can a defenseless man thus "con syndicate's coners for a code for and it. Co-tablishes a value" for the next dupe that comes along. This is somewhat similar to the wash sales in Eastern stock markets. The ghoulish glee with which the fakirs go around the corner and "chuckle," after they have thus "skinned" an Eastern speculator have thus "skinned an Aastera speculator, is a sight for angels and foots. But large as are the profits in lots they are very modest compared with the "cream" for the speculators in big acreage and "town

siteing." The latter are not content with such small profits as 100 or 500 per cent. Their gains, until the crop of Eastern fools recently

failed, were simply enormous. One real estate agent in the principal city on Puget Sound made \$17,000 cash last year and had 10, 15 and 35 acre plots remaining for his share as agent of the various land "syndics." If a mere agent made such profits-what must the principals have made? I was told of must the principals have made! I was told of an attorney who has been seven years on the coast, and who was glad to make 8600 a year the first five years out there, and who now shows a bank account of \$240,000, made in this way. In making out legal papers for the hand companies, instead of taking his fee as he went along, he asked for a small "slice" of the venture as his compensation, and in five years it amounted to \$240,000.

You ask: "Will prices for ten years to come continue to advance as during the past ten years?" We answer, "Yes"-for the conclusive reason that the same causes which have produced present prices will not only continue, but be augmented. How Town Sites Are Laid Out. Before entering into details as to land deals, a few observations may be in order as to the mode of laying out town sites and town booming generally. Usually a select few, generally a "Ca," organize to buy a few thousand acres at a low figure and get an option on 10,000 or 100,000 acres in the vicinity. Next, ex-office hol-dom and how he will be a select to the select few generally a "Ca," organize to buy a few thousand acres at a low figure and get an option on 10,000 or 100,000 acres in the vicinity. Next, ex-office hol-Then comes the invitation to walk in and Should you have a few thousand, or a few hun-dred, or one hundred dollars, either idle or loaned out at a low rate of interest, and wish to avail yousell of an opportunity to invest whereit will be certain to double in value in the next few years, we suggest, etc., etc. in the vicinity. Next, ex-office hol-ders and bank elerks and business men and railroad directors are enlisted in this scheme. Having thus rigged up an

Here Is Another "Two-for-Five."

arrangement and paid \$5,000 or \$10,000, sometimes a mere trifle on account, they Between the Missouri river and Cascade Mountains,

recently made at the beautiful city, Ellensburgh, Immediate construction pig iron furnace guaran-teed. If not you get \$10 "State Normal" and \$50 "Iron Annex" lots free. Act promptly or miss prize, Tille perfect, Rapid increases sure. Agents wantied, Address lefters and remittances to Ellensburgh, Wash. These invariably wind up with a request

for a remitta A Mild Invitation to Take Something.

BEFORE PURCHASING, INVESTORS ARE PUGET SOUND COMPANY. We have a full list of Agricultural and Timber lands in desirable localilies, and prohably the most complete list of PORT GARDNER PROP-ERTY. We keep an engineering and surveying dopartment in connection with our business. Of-fice upstairs, nearly opposite hotel.

fee upstairs, nearly opposite hotel. As a quiet accessory to all this the news-paper end is worked in this guarded way: "John D. Rockefeller is the heaviest stock-holder in the American Steel Parge Com-pany, as well as the other corporations that are now being linked with the business of constructing the whalebacks. Captain Thomas Wilson, of Cleveland, is axid to own one-eigth of the stock of the company, in addition to the advantage derived from management of the boats, and, although it is not generally known, Mr. Samuel Mather, one of the members of the firm of Pickanda, Mather & Co., of Cleveland, who also holds

Mather & Co., of Cleveland, who also holds close relations with the management of the Minnesota Iron Company and Illinois Steel Company, was one of the first to subscribe for stock."

A Chance to Clear \$15,000.

A Tacoma agent tells you how to get in out of the rain thus:

10 ACRES-\$10,000; suitable for platting: lots in addition adjoining selling for \$000. This is really a great bargain. Only three blocks from street car line. Lays sightly and will make 100 lots, showing a chance to clear at least \$15,000. Don't wait until too late to get in on this. Half cash; balance to suit. Another Sample.

(PORT GARDNER-"LIMITED.")

THE BOOM OPENS : THE BOOM OPENS : LOTS PLACED ON SALE AT PORT GARDNER. Five-Acre Tracts, in the Vicinity of —PORT GARDNER : —No trouble to place these lands under cultivation, as there are no stumps to be blown out, A UNTERN NUMBER A LIMITED NUMBER

Of these Tracts are now on the Market, and will be sold in tracts of five acres or more, Full particular call upon

More of the Same Sort.

PORT CRESCENT.

PORT CRESCENT, On Juan de Fuca stralts, 42 miles from the ocean and 10 miles from Vaucouver Island, has a natural harbor protected by projecting headlands, and which is now being improved by the construc-tion of an immense breakwater: 65,000 tons of rock displaced at one shot have enabled the work to be already advanced 150 feet into deep water. This will go on continually and will form a harbor "as good as the best on Paget Sound," in the opinion of a leading oficial of the Northern Pacific Com-pany. WHEN AND HOW TO MAKE A PROFITABLE WHEN AND HOW TO MAKE A PROFITABLE INVESTMENT. A Small Amount of Money Fach Month or Year Sared, and Judicionsly Invested In Real Estate in or Near Tacoma Will Make "Ion Rich" in a "Fae Jours," or at Least Will Make a Substantial Addition by Your Present Resources. This Has Been the Experience of Many Within the Past Ten Years, and it will be Your Experience, if You do not Delay.

ord as the best on Piget Sound," in the optimizer of a leading official of the Northern Pacific Com-any. The Northern Pacific Railroad Company will make the its ocean terminus and will forry their trains to Port Receiver, through to Victoria, B. C. The rail-ing completion; south ward from Port Oresent the first section of right of way is being cleared. This is new country abounding in millions of acres of grand timber, and giving an outlet to the outlight of any is being cleared. This is new country abounding in millions of acres of grand timber, and giving an outlet to the outlight and other minerais exist and must one to Port Cresent for shipment, in addition to to both Cresent for shipment, in addition to to both Cresent for shipment, in addition to to the Northern Pacific's general traffic from the East ores, school, boarding houses and residences have been erected on the townsite, which will share the outling in the bands of the same powerful failorad company to develop and market its inex-haustoine resource for aniroad purposes, port Crescent is necessity, and must become for the part of Western Washington what Tacoma has been for the Bield for capital seeking in-vestments that will repay a thousendfold. Some protection the bands of the same powerful failorad company to develop and market its inex-haustoine resource, fine narbor accommodations of the water front reserved for railroad purposes, port Crescent is a necessity, and must become for the part of Western Washington what Tacoma has been for the State, manely, the principal city westments that will repay a thousendfold. Some power and the bast field for capital seeking in-vestments that will information will be sup-plied on application. Fort Crescent, Wash, You do not Delay. In answer to inquiries which are continually made by correspondents in all parts of the country respecting the chances for profitable real estate in-vestments here, the following statement is pre-pared showing the average increase of values in lots in the blocks and on the steeps named since 1880: Value Value Value in '80. in '90. in '95.

\$500 00 \$5,000 00 \$25,000 00 275 00 3,000 00 22,500 00 \$200 C0 \$1,500 00 \$15,010 00 100 00 1,000 00 13,000 00

\$150 00 \$ 900 00 \$15,000 00 150 00 \$00 00 10,000 00 \$100 00 \$ 750 00 \$ 6,000 00 100 00 700 00 5,000 00 \$ 75 00 \$ 225 00 \$ 6,000 00 75 00 \$ 210 00 \$,000 00 Takima avenue-Lots in block 916..... \$ 75 00 \$ 299 00 \$ 4,009 00 Lots in block 1,816.... 75 00 209 00 3,509 00

Port Crescent, Wash,

THE HIGHWAT OF THE WORLD, AND NISQUALLY CITY ITS CENTRAL CITY.

Here's another bait for nibblers:

DEAR SIR-I still have this property for sale. The price now is \$9.30 per acre, where it was formerly \$1,000, and the terms half cash and the balance one year at 8 per cent

to force a sale in the next few days, as he

wants, when the land company put their property on the market at Everett, to buy some business lots on the principal business street and put up a brick block in the center of the city. I have tried to persuade him to plat it and put it on the market himself in lots and make, I think, a great deal more than he can ever make out of a brick block, but he has a different idea and is deter-mined, if possible, to sell before the land company puts its property on the market, which, I understand, will be very soon now. The Great Northern Railroad Company, which has aliready built what is known as the Scattle and Montana road, from Seattle nor to Everett and on to Westminster, con-necting with the Canadian Pacific, and which is now building an overland road from its present terminus at Great Falls, Mont, to this coast, has recently filed its plat of its western end of its line, at the Seattle United States land office, showing the starting point, or point of intersection, with the Seattle and Montana to be in the some of the wastern end of its line, at the some starting point, or point of intersection, with the Seattle shad Montana to be in the some the shownish river, showing the starting point, are going to cross township 29 north, range 5 E, and running thence up the Shownish river, showing the Steven tion of the Skykomish river, showing the Steven pass, at the head of the Skykomish on



shops, sash and door factories, tub and bucket factories, and industrial and mann-facturing enterprises of all kinds. Valuable property will be given for the location of bioperty will be given for the location of colleges, sominaries, training schools, uni-versities, etc. Free lots will be given to those who build. To appreciate this propo-sition, remember that the company reserves from sale each alternate block, from the sale of which it expects to make its profits, as prices will be advanced proportionate to the city's growth. Purchasers ordering by mail.will receive exactly as good a selection as if present in our office. Address, &c. he city's growth.

TITLE PERFECT, U. S. PATENT.

TITLE PERFECT, U. S. PATENT. There is a common saying to the effect that "if our foresight is as good as our hindsight, we would all be rich." This simply means that had we only possessed judgment crough to know that it is the universal rule for cities to grow, we could all of us have gotten rich out of real estate investments in Chicago, Kansas City, Denver, Tacoma and a host of other cities. Just burnish up your foresight by remember-ing this fast: The United States census reports show that our population has been increasing right along for a good many years the rate of 1,600,000 a year. During the past ten years it increased 1,20,000 each year. All of this immense army must find new home, and they maturally soek such States as are apt to fur-nish them with the best and most likely means of support. The State of Washington is becoming known throughout the Union as THE PENNSYLVANIA OF THE WEST.

THE PENNSYLVANIA OF THE WEST. THE PENNSYLVANIA OF THE WEST. It is more like England, possessing as it does all the nitural resources that have made England the foremost nation of the world. England with an area of 58,000 square miles supports a population of 33,000,000. Washington, with an area greater by 12,000 square miles can sustain equally as dense a population. These are facts made apparent by investigation. The result is, Washington is growing more rapidly than any State in the Union, and real estate in her cities doubles in value offener.

The history of Tacoma, Senttle and other successful towns on Puget Sound will be re-peated at Nisqually City. It is a giant at birth. Its future is as bright as *lone's young dream*, and it is certain of becoming a promdream, and it is certain inent city. GET IN THE SWIM,

Washington has the coal and iron of a Pennsylvania, the gold and silver of a Colo-rado, the timber of a Michigan, the wheat of a Minuesota, the fruit lands of a California, the hop farms of the world, more and better harbors than England, and a climate so mild that flowers bloom outdoors every month in the venr.

Find the contrast set of the set And Here's Some More of It.

harbors than England, and a climate so mild that flowers bloom outdoors every month in the year. England, because of its coal, iron and har-bors, has become the manufacturing center of the world, and supports a population of 35.000,000 on 55,000 square miles of territory. Washington, England's counterpart, pos-sessing all the natural advantages which have made England's wealth and power, with an area 12,000 square miles greater than England's, has a population of but 350,000. It can sustain as dense a population as can England, and is as certain of doing so as history is of re-peating itself. England has increased its population 9,000,000 in ten years. The census of Germany shows its increase to be equally as great. The census of all civilized countries shows the same results. We can study the census reports of the dif-ferent countries to our advantage. They show us that all civilized countries are in-creasing in population, and that the increase is conflued principally to citles. They show that the rapid growth of American cities is a condition not peculiar to this country alone, but that such is the case in all coun-tries, many European citles even exceeding our own cities in the rapidity of their growth, as for instance: Berlin gained 260, 000 in 1880, a gain of over 300,000 in free years, while Leipsic gained over 100 per cent in five years' time; Hambung, with its big suburb Altona, increased from 400,000 in 1885 to 700,000 in 1880, a gain of over 300,000 in five years, while Leipsic gained over 100 per cent in five years. f European cities show the same

The solue of railway, as also on Paget Sound, the road that leads to all nations. In order to build up the town and increases in the solue of railway, as also on Paget Sound, the road that leads to all nations.

With the vast and undeveloped trade of With the vist and undeveloped trade of the Orient within reach of its merchants, it is no rash prediction to say that within the first decade of the twentieth century Wash-ington will be numbered among the fore-most States of the American Union. It is no rush prediction to say that the shore of Puget Sound will be lined with commercia and manufacturing cities, all growing, all

profits are better than ever before, because the State is better known. We control — City, and about 3,000 adjoining acres additional. We have no hesitation in recommending this as the very best opportunity for profit-able investment on the market. Study the map, investigate its advantages, and you will appreciate the merits of ______City, Send moneyby P. 0. order, diraft, registered letter, or express at our risk. Reference: Every bank in T_____ Purchasers ordering by mail, will receive

All this beats the "No trouble to show goods system clear out of sight.

More and More of the Same Thing.

THE --- INVESTMENT COMPANY.

Paid up capital, \$125,000. Undivided profits, \$75 000.

THE --- INVESTMENT COMPANY.

Paid up capital, \$125,009. Undivided profits, \$75,009.

TACOMA, WASH., Sept. 14, 1891.

prosperons, all exchanging the fabrics of the West for the products of the East, all vising with one another in the great work of making Puget Sounda great maritime and commercial mart, a greater and grander Adriatic.

Adriatic. —is it any wonder, with all this golden col-oring, that thousands of soher people caught the fever and migrated to the Slope to pick up some of these "snaps" which nature and the philanthropy "syndics" kindly placed with a bountiful hand within easy reach of every man who has the nerve to put a nickel in the "Pacific coast slot." In a future letter I shall indicate the dif-ference, as Bob Ingersoll would say. "beference, as Bob Ingersoll would say, "be-tween the record and the prospectus," JAMES W. BREEN.

DISAGREEABLE sensations resulting from cough vanish before Dr. Bull's Cough Syrup.

The Sanitary Commission

Of Berlin, during the last prevalence of La Grippe, highly recommended the Soden Mineral Pastilles as a very convenient and active preventative and cure to be used by all persons predisposed to colds and cougha. These Pastilles (troches) will cure the most obstinate catarrh, cold in the head, cough, hoarseness, sore throat, etc. Beware of imigations. The genuine im-

ported must have the signature of "Eisner & Mendelson Co.," Sole Agents, New York, around each box.



ONE ENJOYS

DEAR SIR-We inclose a circular plat of the Both the method and results when town site of _____ City, on which is marked the price at which we are selling Syrup of Figs is taken; it is pleasant the property, which was overlooked in the former plat sent you. A strong Eastern syndi-cate is negotiating for the entire town site, and if the sale is consummated it will clean up our interests there and put thousands of dollars into the development of the town. Should you desire any of the property at the present low prices, you may make your se-lection from the plat, giving the number of the block in which, you wish to purchase, and place your money in your nearest bank to deliver to as on receipt of full warranty deed for the property desired. Title is per-fect. No extra expenses of any nature, the price on the plat being total cost. Not less than \$25 worth will be sold in one deal at these prices, no extra cost for conners, but they must adjoin other lots bought in same deal. Awaiting your orders. Present and refreshing to the taste, and acts the property, which was overlooked in the gently yet promptly on the Kidneys, Liver and Bowels, cleanses the system effectually, dispels colds, headaches and fevers and cures habitual constipation. Syrup of Figs is the only remedy of its kind ever produced, pleasing to the taste and acceptable to the stomach, prompt in its action and truly beneficial in its effects, prepared only from the most healthy and agreeable substances, its many excellent qualities commend it to all and have made it the most

Presit popular remedy known. Syrup of Figs is for sale in 50c and \$1 bottles by all leading drug-And when, in addition to this, and to much more like it which could be given, con-servative bodies like the Chambers of Commerce in the Sound cities issue such proc-lamations as this-

gists. Any reliable druggist who may not have it on hand will procure it promptly for any one who wishes to try it. Do not accept any substitute.

CALIFORNIA FIG SYRUP CO. SAN FRANCISCO, CAL.

per annum, if desired. His reasons for reducing the price on it are

- 100 - 1//// Mar 1/ Behold the Magic City!

Behold the Magic City! This side and the Wenatchee river on the output of the state of the sta

Values have been pushed up out o all reason-and a tumble was simply inevitable. Admitting nearly everything that has been claimed for the country in the way of crops, soil, minerals, "barbors" and what not. Still it does not follow that land on which the Indian footprints are still fresh is worth more than the well-cultivated farms and improved frontage near the rich markets of the East. A point in the game of imposition is reached where our credulity refuses longer to be played upon, and the common sense of the multitude respectfully asks to be excused.

Values and Boomers Tumbling

Therefore values and boomers have taken a tumble, or an enforced rest. On the coast there are no stocks to speculate in, so the average man out here gambles in land. He bought nereage yesterday at \$50 and sells it as a "snap" to Eastern "suckers" o-day at \$500, and when the \$500 victim wants to unload if at a \$1,000, the wheel simply refuses to go around and the jig is up. The Good Book says there is an end of all things, and there is an end to such things as these sure enough, and it is all the better, I take it, for legitimate interests, that it is so. The immediate result is idleness, money stagnation and more or less suffering and pecuniary hardship among those who happen to be caught on the short end and all this in a naturally rich country, with an exceptionally wide field of activ-ities. Instead of producers the country has been overrun with

Nimble jugglers Who deceive the eye.

Nine-teuths of the emigration to the coast for many years consisted of land boomers and real estate fakirs. The country was crowded—overcrowded with men hunting locations," and having "located," the next thing was to find purchasers or victims. The thing was to find purchasers or victims. The Eastern market was systematically fed on misinformation, and lying, and misleading neivertisements. It is said there are 1,500 less real extate agents on the coast now than there was a year ago, and this shows plainly coough that the "bait" has lost its catching power, and that figs, as of yore, refuse to grow on thistles. Snace will not permit a lengthy reference

Space will not permit a lengthy reference to the very many quite "cute," curious and questionable methods employed by the local boomer to put top-notch values on the Eastern "eye."

At present when values have "sagged" comewhat and a weak holder of city lots in the coast cities is disposed to cut prices and meet the market as best he can, the other and larger "boomers" in the vicin-age, instead of permitting the seller to dispose of his earth at a fair rate that would attract buyers, club together and buy out the weak brother trather than permits out the weak brother rather than permit : out the weak brother rather than permit a lower scale of prices which might mean a cut of 25 per cent and take the gilt edge off their holdings. Pres-ently another weak holder will have to be taken care of in the same way. Thus there is a persistent "doctoring" of land values, an effort to keep up a condition of affairs that is unnatural, that is sure to have for the same disable work a greater in play itself out and finally work a greater in-ury to the community and to the holders. Artificiality That Cannot Last.

This artificial condition of things cannot last. When the normal buyer is not in the market the holders of these manufactured market the holders of these manufactured valuations grow more numerous, and in time, as they cannot feed on this artificial diet, the inevitable break comes — often with a flood. Another peculiar method of establishing unnatural valuations is akin to this: A., B. and C. own respectively 20 this: market are stored. The lots would lots on a certain street. The lots would sell readily at \$500 each. But this would not give a Pacific slope profit. Accordingly A. and B. enter into an agreement with C. to purchase one of his lots, often under an assumed name, agreeing to pay therefore \$1,500. Possibly \$20 cash consideration

