

822 San Vicente Blvd.,  
Santa Monica, Calif.,  
Febr. 23, 1924.

Col. Ed. Fletcher,  
Fletcher Bldg.,  
San Diego, Calif.,

Dear Col. Fletcher:

Was in conference yesterday with party looking for twenty five to thirty thousand acres of land suitable for a hunting lodge.

I would like very much if you would answer the following questions and bring them with you when you come to Los Angeles in the next few days, so that I can turn them over to this party who will want to submit them to his Eastern associates.

I have in mind your properties around the Cuyamaca Lake region. These people want a lake and mountain for fishing. The property must also contain some farming land, possibly one fifth of the total acreage, for grain, truck, etc.

1. Maps locating property.
2. Accessibility, roads.
3. Temperatures and rainfall over period of the last five years.
4. Variety of timber, kind, virgin or new.
5. Lake or lakes, size, number of mountain streams.
6. Kinds of fish in lake and streams.
7. Kinds of wild animals.
8. Different varieties of game birds.
9. And any other information you might think would interest my prospect.
10. All available pictures.

I also wish you would bring my commission agreement with you regarding the deal with Mr. Daniels and Mr. Hoofline. I want it understood that if enough money is not paid down to take care of the commission I have made arrangements with my associate so it will be satisfactory to wait.

Understand you are coming to Los Angeles first of the week. Wish you would please wire me Santa Monica, so I can take the above matter up with you and arrange the appoint with Mr., Daniels and Mr. Hoofline.

Yours very truly,

*B. J. Seagrave Jr.*

822 San Vicente Blvd.,  
Santa Monica, Calif.,  
March 17, 1924.

Col. Ed Fletcher,  
Fletcher Bldg.,  
San Diego, Calif.

Dear Col. Fletcher:

Was in conference this morning with senator Laughren and Mr. Thompson. Mr. Thompson was very much enthused in the San Diego country and appreciates its possibilities. He was also much pleased and mentioned several times the way you had arranged the trip which gave him a good view of the country. He also told me today that he intends in the very near future of having his associates make the trip with the view of purchasing some property.

Your letter of the 15th inst. to senator Laughren was very thoroughly discussed this morning with Mr. Thompson, Senator Laughren and myself, and regret to advise the Senator was very disappointed with the indefiniteness of your proposition.

Please refer your letter of March 4th to senator Laughren in which you quoted the following prices; 5000 acres, \$250,000., 10,000 acres, \$250,000, 10,000 acres \$100,000, total \$600,000. for twenty five thousand acres. Then refer your letter March 15th, 2000 acres, \$130,000., 8,000 acres, \$480,000 5,000 acres, \$150,000., 10,000 acres, \$150,000. total \$910,000., or a difference of \$310,000.

The difference in former price you quoted and price named in your letter of the 15th is so great that comment is unnecessary, but for your information wish to say that Senator Laughren wondered how you reconciled this higher price.

Referring to first sentence your letter March 15th you state 20,000 to 25,000 acres, the senator wants a definite acreage down to the fraction, one acre more or less.

Mr. Thompson states that this property will fill the bill for the Senators clients. He also stated several times the natural beauty of the country; its wild and ruggedness. While he was pleased with the country and so reported to the Senator and myself, it was his opinion the property as a whole was priced far beyond its actual value, and questioned your price of March 4th to Senator Laughren.

The map and pictures you gave Mr. Thompson are very satisfactory, he is having the pictures put in an album so they will be returned to you in as good if not better condition than when received.



Npw here is the situation with the Senator; he is prepared to send this deal East for his clients acceptance as soon as he gets it in presentable shape and then to follow it on to New York if necessary.

The Senator desires to know if you are really interested in making a deal, if so, you must be prepared to make it far more attractive as to prices and get it in shape to be presented.

1. An exact account of the acreage. If the whole 25,000 acres is not available now, exactly how much is? How long do you think it will take to get the balance definitely in shape to present?

a. Exact acreage suitable for and under cultivation now?

b. Acreage in fruit, kind and variety, age?

c. Exact frontage on Cuyamaca Lake?

d. Taxes, which Mr. Thompson forgot to ask you about?

2. Price; the Senator insists you give this careful thought and get it down where he can be sure of a closed deal from the start.

3. I want a net price from you plus a 5% commission.

The Senator is confident that if I can get this data for him he can put this deal over in two months or three at the very outside.

The Senators clients I understand are not looking for terms, they are willing and I<sup>am</sup> advised are prepared to pay cash.

Wish you would please send me an extra copy of your answer to this letter so I may give it to the Senator.

Your very truly,

*B. L. Seagrave Jr.*

822 San Vicente Blvd.  
Santa Monica, Calif.,  
March 26, 1924.

Col. Ed Fletcher,  
Fletcher Bldg.,  
San Diego, Calif.,

Dear Col. Fletcher:

Have been asked several times the last few days by Senator Laughren if I had received any word from you regarding my letter of March 17th. I have to inform him that I had not.

The Senator informs me he wishes to present this property to his clients in the immediate future and he must have this information. Otherwise he intends to find something else.

The Senator has requested I write you the above so he will know whether to wait on this deal or not.

Have had several conferences the past two weeks with Mr. Thompson and Mr. Lee. We are planning on coming to San Diego in a week or two. Mr. Thompson and Mr. Lee have requested I obtain from you all data regarding the Syndicate lands that lie to the north of Solana Beach. They have ample capital to start operations there immediately when it comes to financing their sales force, expense of sub-dividing, advertising etc. However they want the best terms they can obtain on the land. They want to put their capital into the operating end and if the land payments are strong it would freeze their operations before they started.

Hoping you are having as much rain in San Diego as we are here. Please extend my regards to Capt. Taylor and Mr. Jackson.

Yours very truly,

*B. L. Seagrave Jr.*



April 15, 1924.

Mr. C. L. Seagraves, Jr.,  
822 San Vicente Blvd.,  
Santa Monica, Calif.

My dear Mr. Seagraves:

Answering yours of the 17th and 26th of March, will say I am sorry I could not answer before but I have been out of town most of the time and simply have been snowed under with work.

My previous prices were high as an extra factor of safety. My understanding now is that I am to deliver the property at a net price, plus 5 percent coming to me; that you will be taken care of by the Senator.

The acreage is approximately 25,000 acres. It will probably take six months to get it together. There is not to exceed 3 or 4 thousand acres that are available for cultivation. There are not over 1500 or 2000 acres into fruit. The frontage on Cuyamaca Lake is roughly 4,000 feet.

The state and county taxes are 3 percent and the valuation is roughly based on 20 percent of actual value. The properties that I control thru my friends and myself are as follows:

1500 to 2000 acres around Cuyamaca lake - \$65.00 per acre;  
About 8000 acres more will cost you somewhere between \$40 and \$50 per acre;  
About 15,000 acres at from \$5 to \$15 per acre, depending upon location, part of it government land that can be scripped.

I would not go ahead and take options in this deal unless I was advanced \$2500. In order to get an option on the property for 90 days some small payments would have to be made.

I do not believe the way the Senator programs it is the way to handle it. It is putting us both to too much expense and trouble until the principal comes out and gives it the "once over" and decides if he is interested.



I have given the Senator, in a general way, the cost of the property, and a description, and if these prices are not interesting to the purchaser it is a waste of both his time and mine.

Regarding Mr. Lee and Mr. Thompson, I am going on to New York to get a final contract of sale on the lands East of Solana Beach and will have something definite in a short time.

We are putting our property on the market back of Cardiff. Enclosed find map. The Runnymede people make a mistake they did not buy. We are cutting the property up into 2-1/2 acre tracts and today we close the sale of 2 tracts at \$1,000 an acre and have two more optioned at \$1500 an acre.

Since you were down we have cleared 300 or 400 acres of land, built roads, subdivided and put the property on the market in 2-1/2 and 5 acre tracts.

Do not fail to let me know when you are coming down this way again.

Yours very truly,

EF:KLM



**Ed Fletcher Papers**

**1870-1955**

**MSS.81**

**Box: 24 Folder: 29**

**General Correspondence - Seagraves, C.L., Jr.**



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