

**C. E. THOMPSON**  
 SPECIALIZING IN POINT LOMA PROPERTIES  
 423 COMMONWEALTH BLDG.  
 SAN DIEGO, CALIF.

February 14th., 1929.

Col. E. Fletcher,  
 1024 Nineth Street,  
 San Diego, Calif.

My dear Col. Fletcher:

In answer to your request I am submitting for your approval an out line of my plans for a selling campaign of your properties.

It is my intention to devote my time exclusively to the sale of your lands. I will organize a group of competent sales people and solicitors to assist in my work.

My present office will be retained as headquarters for my organization at my expense.

Advertising is of extreme importance in the retail sale of property and I am willing to bear one half the expense of such advertising, my share not to exceed one hundred dollars (\$100) per month. All advertising to carry your name and all copy to be approved by you before being published.

Expenses in maintaining an organization are naturally very heavy and it is necessary that I have a drawing account of at least two hundred dollars (\$200) per week; same to be deducted from my commissions. With in a reasonable length of time I fully expect the over-riding commission from my organization to fully protect this account.

I have been selling San Diego property for the past two years, both city and avocado lands and have been paid in excess of ten thousand dollars per year in commissions. Naturally I am not making a change with out being fully convinced that I can better my financial position. After giving this matter very serious consideration I am fully satisfied that I can handle your properties to our mutual benefit.

February 9th, 1929.

Mrs. Clara E. Thompson  
 San Diego, California.

My dear Mrs. Thompson:

I don't feel that I can obligate myself for a \$200 weekly advance.

We have never even discussed this matter and it came as a surprise the other day.

I am giving you larger commission than I am giving anybody and expected that you would finance yourself. I am willing to help finance you on a business basis with the proper security, if you do need some financing. If you haven't enough confidence in my properties, my prices and in me to tackle the proposition without my advancing \$800 or \$900 a month, there is no use in starting.

In the meantime, however, I will be glad to have you work on my properties. I will return from my trip about the 18th of February and can take the matter up with you then for final decision in the matter.

You may take deposits during my absence on our commission basis agreed on if you get a chance to make any sales.

I am interested in having you handle my property and am sure we can work together satisfactorily.

Hoping we can do some business together, I am

Yours very truly,

EF:GMT

Regarding a contract; I do not want any thing that I do not earn, but it is only fair that I have time to thoroughly organize and get the business running smoothly. I believe a six months contract would be fair to us both, with an option of renewal for one year if my work is satisfactory and commission to be 25% as previously agreed.

Before talking to you I had engaged a booth at the flower show which is to be held at Encinitas and had planned to have my organization there during the entire show. If my plan is satisfactory and you accept same I want to get started at once on a program for your properties..

Hoping that I may have a favorable reply from you and that we may have many years of pleasant and profitable business association, I beg to remain

Respectfully yours,

(Mrs) C. Edith Thompson

142 West Broadway,  
San Diego, California/

February 25, 1929.

Mr. John P. Mills,  
610 Commonwealth Bldg.,  
San Diego, California.

My dear Mr. Mills:

Please accept my resignation to take effect immediately. Conditions are such that I cannot work happily and successfully.

Regardless of the rumors that you spoke of having heard, I have not sold property other than your own since I joined your organization. The fact that you have paid me \$10,000.00 a year for the past two years must prove that I worked hard to our mutual interest.

I am considering two propositions but have made no definite decision as yet. In fairness to Col. Fletcher, I want to state that I went to him voluntarily. He regretted deeply the fact that you had discontinued the selling of his property. As yet my future plans are very indefinite.

I wish to thank you for your many kind favors and sincerely hope that my services have in some measure repaid you.

Wishing you great success in your Las Vegas program and with renewed thanks, I am

Yours very truly,

C. Edith Thompson

CET-rwm

March fifth, 1929.

Mrs. C. E. Thompson  
142 West Broadway  
San Diego, California.

Dear Mrs. Thompson:--

With reference to Fletcher Hills Unit #1, please look at all the property lying west of Black Thorn Avenue, Fletcher Hills #1. The lands in Blocks 4, 5, 6, 7, 8 and 9 are too shallow and do not recommend for trees, but practically all the lands in Block 1, 2, 3, I feel sure will do well for avocados.

These lands in Blocks 1, 2, 3, Fletcher Hills Unit #1, the price is \$2500 to \$3000 an acre for the raw land, less commission, and add \$1000 an acre for planting with two years care, the purchaser to pay for the water.

In Fletcher Hills, you may sell for \$3000 an acre any land in Blocks 19, 17, 11, 12 and 35, reserving 200 feet fronting on the paved highway. The lands farther back you can sell as low as \$2500 an acre.

I have sold the west half of Block 20 and a new Spanish home will be erected there. For anyone that will build a nice home, starting within three months and completed within nine months, I will make a discount of 5%.

In Block 14 there is some beautiful land for avocados, Lots 1 to 15, inclusive. I would not recommend Lots 16 to 20, inclusive, as the soil is too shallow. These lots can be planted to avocados. They are in acre and half acre tracts. You can get the size by looking at the map and you can sell in there for a while anyway on the basis of from \$3500 to \$4000 an acre, depending on my final acceptance.

Yours very truly,

EF:GLF

Dictated but not reviewed by Colonel Fletcher.

March 12, 1929.

Mrs. C. E. Thompson,  
142 West Broadway,  
San Diego, California.

My dear Mrs. Thompson:

Enclosed find list of sales giving legal description and prices at which the property was sold up the coast.

Yours very truly,

EF:KLM

March 18th, 1929.

Mrs. C. E. Thompson  
142 West Broadway  
San Diego, California.

Dear Mrs. Thompson:

Enclosed find copy of letter from Sloane, that is  
explanatory.

Yours very truly,

EF:GMF  
Encl.

March 21, 1929.

Mrs. C. E. Thompson,  
142 West Broadway,  
San Diego, California.

My dear Mrs. Thompson:

Enclosed find copy of letter I have  
received from Ruth Smith. Will you see if you can  
dispose of this lot for her.

Yours very truly,

KLM

April 3rd, 1929.

Mrs. C. E. Thompson  
142 West Broadway  
San Diego, California.

Dear Mrs. Thompson:

I am enclosing letter from Mrs. O. W. Ferguson of Warwick, N. Y., with reference to his lot in Sunset Cliffs. I have advised him that you are familiar with property and will give better service than anyone.

Yours very truly,

EF:GMF  
Encl.

June Twenty-first,  
1929

Mrs. C. E. Thompson,  
142 West Broadway,  
San Diego, California

Dear Mrs. Thompson:

Before I left to go on my vacation I called your house asking for a check of \$86.50 which I had to advance the boys that worked at your place at Grossmont as they wanted to leave for Chicago and you had not left the checks for them.

I have just returned from a two weeks vacation and inquiring at the office find that the check has not been mailed here for me.

Will you please immediately send check to me for the above amount as I do not feel that I should advance money for you, especially when I was looking after the property as a favor to you.

Will you remit immediately and oblige.

Sincerely yours,

EFjr:AK

June Twenty-seventh,  
1 9 2 9

Mrs. C. E. Thompson,  
142 W. Broadway,  
San Diego, Calif.

Dear Mrs. Thompson:

Enclosed find letter from Mr. Ferguson. Please see  
what you can do with his property, and oblige.

AK

July Second,  
1 9 2 9

Mrs. C. E. Thompson,  
147 W. Broadway,  
San Diego, Calif.

Dear Mrs. Thompson:

Enclosed find water bill for the month of May 18th to  
June 20th, 1929 on your property at Grossmont.

Will you please take care of same.

Also, may I have the check from you for \$86.50? I  
am very much in need of this money at the present time.

Sincerely yours,

EFjr:AK  
Encl.

September 24, 1929.

Mrs. Edith Thompson,  
142 West Broadway,  
San Diego, Calif.

My dear Mrs. Thompson:

Enclosed herewith find recorded  
deed from Owen Wister to you covering your Crossmont  
property. The Deed of Trust is filed with the Fidelity  
Mutual Corporation and the Trust deed notes have been  
sent to Mr. Wister to whom you will make payments  
direct. He also holds the certificate of title until  
the notes are paid off.

Yours very truly,

KEM

October Eleventh,  
1 9 2 9

Mrs. Edith Thompson,  
141 W. Broadway,  
San Diego, Calif.

Dear Mrs. Thompson:

Enclosed please find tax bill for 1929. Will you  
kindly attend to the payment of the first installment  
before it goes delinquent on December 2, 1929.

Yours truly,

MMF:AK

# Ed Fletcher Papers

1870-1955

MSS.81

Box: 29 Folder: 24

## General Correspondence - Thompson, Clara Edith



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