# CHEAP LANDS

IN

# CALIFORNIA

AND

## HOW TO USE THEM.

ISSUED BY THE

## Chamber of Commerce,

OF

SAN DIEGO COUNTY.

This may be mailed for one cent, or in an ordinary letter without increasing postage.

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# A GREAT MISTAKE.

It is believed all over the East that the whole of Southern California is cut into 25-foot lots, except a small outlying margin which is from $500 to $1,000 an acre. There has of course been too much mangling of land fit only for production, but fully 95 per cent of Southern California remains untouched.

Even a larger percentage than this remains still uncut in San Diego county. Upon that acreage are now making a living from the soil alone some 30,000 people outside of San Diego city. And it will support twenty times this number. The greater part of this area was never affected by the "boom," and upon no part of it are prices now any greater than they would be in any part of the United States where the farming population had quadrupled in four years, and where railroads had opened up the land and immense waterworks had developed it.

THE HISTORY OF THE BOOM

is simply this. For several years before 1880 a constantly increasing number of Eastern people had been settling in Southern California, mainly on account of its climate. Not one-tenth of these were in any sense invalids, but simply men of means retired from business and in search of a place to pass in comfort the decline of life. They not only found what they came for, but found a country whose vast productive powers and rare adaptation to valuable fruits made it certain that heavy profits could be made from a place which the owner had perhaps started only for his own comfort and amusement. By 1880 these people had become so numerous in the country around Los Angeles that the city itself began a rapid growth. From 1880 to 1885 Los Angeles grew from 11,000 to 40,000, and then for the first time

the stream of newcomers increased in the summer instead of diminishing. The stream steadily increased during the fall and winter, and the spring and summer of 1886 saw a still larger number come. The great majority of these were actual settlers, who bought and improved at once, and who, almost to a man, are here to-day and sending for their friends.

The result of such an influx was inevitable. It attracted the attention of the professional "boomer," the man whose business it is to follow up all rapid settlement, chop into additions and town sites land fit only for farms and sell off lots during the excitement at ten or twenty times what they are worth. The opportunity was too tempting, and early in 1886 the "boomers" came from all points of the compass. They turned the head of many old residents, who deprecated their work, captured by the hundred shrewd old Eastern bankers, business men, capitalists and other tourists, who laughed at them at first, and made a marvellous catch of staid old farmers from the East, who came here to buy farms but never got out to look at one.

No amount of merit could long sustain such folly, and the expected break came. But was this all there was of Southern California? Strange to say, in this year of grace 1889, when anyone who really wants the truth can quickly get it. Eastern editors and others, who ought to know that the howl of disappointed folly always drowns at first the feebler voice of truth, actually believe that a town-lot craze was all there was of it.

### THEY STILL COME.

California, fortunately, can afford to let them think so. The causes which for twelve years brought, in steadily increasing numbers, the most remarkable body of immigrants the world has ever seen, are working as strongly as ever. Though dull compared with the noisy times of a year or two ago, the whole south is growing more rapidly than it was three years ago. The growth is more in the country, but all the cities are still growing,

the transient being replaced by permanent population. Bad though it was, the boom left many blessings along its path. Immense irrigation works, railroads, miles of water pipe, sewer pipe and other solid improvements, hastened by the abundance of money, are all here to stay. The re-action has been passed through in a way that nothing but a solid foundation back of all the folly could have made possible.

San Diego county outside the towns has been

SETTLING FASTER THAN EVER

during the past year, and never has grown as fast as now. Outside the cities it had little or no boom, and its vast area of rich and productive land was almost untouched by any craze but that of the plow, which last year doubled the area cultivated the year before, and this year is fast doubling that of last year.

The idea that Southern California lands are all too high has been also spread by thousands, who spent their time around Pasadena and other places where the property is largely fancy residence property and in high demand by wealthy people who care nothing for production. It has been further spread by thousands looking for cheap farms within a stone's throw of a railroad station, cement sidewalks, street railways, etc., and who think because the country is comparatively new that everything but a town lot should be had at backwoods prices. It is certain that the great majority of those who came during the boom to buy productive land never went out to look at any.

For those who want acres upon which to make a comfortable and profitable home

THE CHEAPEST LANDS IN THE UNITED STATES

are to be found in abundance in San Diego county to-day, lands never affected by the boom or land whose owners may have raised prices too high at one time, but who saw the mistake at once and quickly lowered them to where they should be.

The land of San Diego county may be had cheap in tracts of any size, however small, and thou-

sands of acres of it can be obtained within easy drive of a railroad station, close by a schoolhouse, postoffice, stores, with a thriving settlement already there. There are no backwoods privations to be undergone, no frontier dangers to be incurred, nor does it now take a whole day to visit your nearest neighbor or get a horse shod.

WHAT IS CHEAP LAND?

The average result of successful farming east of the Rocky mountains now is, and has been for years, the support of a family in ordinary comfort, the maintenance of the improvements and about $200 a year in cash after payment of all debts and taxes. This represents close economy, business management and hard and constant work by the farmer himself and every one of his family old enough to work. There are more farmers that run below this than there are who run above it, especially in the New England and Northwestern States.

Now the piece of land that will do this is a capital worth at least $600 a year. Eight per cent net is surely a low interest upon which to compute the principal; and as taxes will, in most Eastern States, approach 2 per cent, we may safely put the whole at 10. This makes the farm worth $6,000; and this has been for many years the average value of such a farm, varying above or below, according to the nature of the improvements. Allowing one-half of this value for improvements, the land in its raw state is alone worth the other half, or $3,000. It is immaterial what the size of the tract is, so long as it will do this. Whether it be 160, 80, 40, 20 or 10 acres, it is worth it as a business proposition to the man who wants to live that way, and who has the money to buy it or can get long enough time at low interest. If, therefore, it takes 160 acres to do this, the land is worth about $19 an acre; if 80 acres will do it, it is worth twice that; and if 10 acres will do it, it is worth $300 an acre. The land is worth these figures in any State, and under any climate, as a business investment. Land in Southern California, close to

a railroad station, and in the midst of the most rapid and advanced civilization of the world, is worth it under any circumstances, throwing aside all questions of climate, comfort, the greater ease with which one may live, the longer time the farmer may lie in bed, or enjoy his after-dinner smoke, or the large number of days he may spend in luxurious idleness without neglecting his work.

CLIMATE A BUSINESS FACTOR.

From one point of view, however, the climate must be considered as a business factor. It has a very important bearing upon the value of the improvements necessary on the farm. It makes a great difference whether the farmer needs a thick house or a thin one, a thick barn or only a light open shed to keep the rain from his horses. It makes considerable difference whether his cows, his sheep, or his hogs must have cover or run at large, as here they may easily do without suffering. It matters still more whether or not he has to dress all his family for winter, to provide fuel to keep the house constantly warm, to vibrate daily for six or seven months between the woodpile and the pitchfork. Fifteen dollars will here cover about all the extra clothing a whole family needs for winter. The cooking-stove furnishes more heat than is needed in the coldest weather below the high mountains. Instead of spending half his time feeding stock, the farmer turns them out upon the green grass. Instead of consuming the products of the summer to keep his family and stock alive, he is planting trees, vines, potatoes, cabbages, beets, turnips, onions, peas and all vegetables that do not require summer weather, and also sowing grain and preparing the soil for summer crops. Winter brings no terrors of any sort, and no extra work except planting, and similar work that the farmer is glad to do, and for this he has twice the time that the Eastern farmer has under the best of circumstances. This difference in time and expenses really doubles the value of the land. The increased period of production is also an important matter. Something may be

kept growing all the time, or the greater part of the time. In many cases, as in that of alfalfa, which with proper treatment will cut ten tons of hay an acre a year, this increase of productive powers is very great. Many vegetables may be kept growing the whole year through by planting new rows every few weeks, and laying hens may be kept all the time by breeding chickens every month or two. The list of such things is too long to run through here.

WHAT OLD SETTLERS HAVE DONE.

That the lands of this county will thus support a family and leave a round sum over may be seen proved in hundreds of places. Though the most of the 30,000 people now making a living from the soil in the county have come within the last four years, there are still several thousand who have been here from five to fifteen years. You may find hundreds of them living where they have lived for years, living in comfort and even luxury, with places well improved and all paid for. You may easily learn their history from their neighbors and others, and learn that they came with but a few dollars and earned the place and all its improvements from the soil itself. You will find others who for years have made heavy profits every year since their trees and vines came into bearing, some running as high as $500 an acre, and many making $100 to $150 besides supporting the family. And you will find still others, and these the strongest proof of all to him who knows how to read it, doing everything the wrong way, violating every rule of farming or business prudence. Yet, there they are, and there they have been for years, and will be in years to come. The Sheriff never comes near them, nor do their names appear upon the delinquent tax-list. They and their families are as well dressed and eat as good food beneath as comfortable roofs as most Eastern farmers do, and no one can tell how they do it. Yet they do it and have done it for twelve or fifteen years. It is because winter actually reduces, instead of increasing, expenses. There is now plenty of land

for sale, not because people have to sell, but because it is the policy of Southern California to welcome neighbors and encourage settlement, to cut up and subdivide, and this is one great cause of the prosperity of Southern California. The man who wants ten or twenty acres out of a larger tract to improve is welcomed, and not looked upon as an intruder. Most of this land was bought for a trifle, and can be sold cheap. The man who by six months pre-emption or commuted homestead got 160 acres for $1.25 an acre, and finds that half or a quarter of it will keep him in good style, will sell half or a quarter of it for $15 to $40 an acre, according to its location. The land company that bought a ranch of many thousand acres for $10 or $20 an acre is well satisfied to sell for $20 to $60, according to size of tract and location. All over the county pieces may be had of as fine land as the sun shines upon at these prices. Of course if a man selects five or ten acres out of a choice portion, or too close to a railroad station, etc., he may have to pay $75 or $100, but in nearly all cases he may get larger tracts far below that. Further back from the settlement land may be had from $5 to $15 an acre, and relinquishment of many Government claims may be had for less. Within rifle-shot of a market prices will of course run somewhat higher, but not much. All these lands require no fertilizing, and most of them no clearing or grubbing. Where they do require the latter the fuel fully pays the cost.

A large part of the land thus to be had requires no irrigation. But it is now pretty well known that on the drier hills and high table-lands ten acres with abundant water generally equals

EIGHTY ACRES WITHOUT IT,

and often equals 160 in the East. Such tracts may be had, with all the water one can use, piped to the tract at from $100 an acre to $250 for the very choicest locations, averaging about $125.

To many a stranger it seems unreasonable to ask $150 or $200 an acre for land with water piped to

it when he can buy equally good land for $40, with water only ten or fifteen feet below the surface.

Suppose you had eighty acres of fine, rich land, which cost you $35 or $40 an acre. Suppose this had plenty of water at fifteen or twenty feet below the surface (which will be the case), and (which will also be the case) a rainfall sufficient to grow all winter and spring crops, good grapes, apricots, prunes, etc., and fair crops of corn, potatoes, etc., without irrigation. In short, you have a place that just suits you, and upon which you support your family in solid comfort and have a few hundred dollars over each year to play with. Suppose, now, at the upper end of this place you had a spring of good mountain water, which every day filled a tank of 1,728 cubic feet, or one exactly 12 feet deep and 12 feet square, or which with steady flow would cover ten acres 17½ inches deep in one year. This is above the average of what in any Eastern State would be called a "splendid spring," few of which exceed half this quantity. Suppose you had this under a pressure that would break the skylights of the highest house you are likely to build. Suppose, too, you had it in such shape that you could turn on a head of fifteen inches and soak your whole place in two days, or, in other words, that it was discharging into a reservoir of thirty times the capacity of the tank 12 feet square and 12 feet deep, from which you could discharge the whole thirty days' flow in two days. Suppose it cost you but $30 a year to maintain it, which is more than paid by the convenience of good, pure water under pressure for domestic use, watering stock, etc.

Now, what would you take for that spring? For how much would you sell your neighbor the perpetual right to divert it upon his land?

If you and another man owned the whole piece together, and he should offer to take in partition twenty acres and the spring and give you the other sixty acres what would you say to the proposition?

Suppose you did not need to irrigate at all, but

used the spring only as a convenience, how much would you take for it?

Now, this is exactly the effect of water piped under pressure to a piece of land at the rate of an inch to ten acres. The effect of its use upon the question of profits is something still beyond your knowledge. You will find no man who has lived in neighborhoods so supplied calling $200 too much for an acre of it. Thousands of acres of it sold readily for that price as far back as seven years ago in Los Angeles and San Bernardino counties, and in specially good situations, much above it.

The absolute control of the water, placing 17½ inches of rainfall just when and where you want it, in addition to the winter rainfall, is a thing that in skillful hands is astonishing to one who has never seen it. It will always double (and generally quadruple) the yield without materially increasing the annual expense. In many places much less than this is needed. With oranges, lemons and others of the most valuable products this difference is much greater on account of the difference in the size of the fruit, which must be large to command the best price.

It is commonly supposed that leveling of the ground is necessary for irrigation. This is no longer the case. The old system of flooding has long been abandoned in Southern California, and more and better stuff raised with one-tenth the water and one-half the work once thought necessary.

There are now many thousand acres in San Diego county supplied with water under the new waterworks lately built. At San Jacinto are several thousand acres of rich, deep soil, suited to almost anything, within five miles of a railroad station, that can be had in tracts of any size from $100 to $200 an acre, according to location and size of tract desired. There are also thousands of acres more, still closer to the station, watered by artesian wells, from $75 to $150.

At Pauma, on the upper San Luis river, is a large tract of fine fruit and grape land, for $100

an acre, with water. At Agua Tibia, immediately adjoining, is an old place where the results of irrigation under the same conditions are well worthy of study.

The next tract of land thus supplied is La Mesa, a tract of some 3,000 acres laid out by the San Diego Flume Company at the end of the flume, eight miles back of San Diego. This is high, rich land, nearly all free from frost at any time, is but three and one-half miles from the station of the Park Belt motor line, and directly on the line of the San Diego, Cuyamaca and Eastern, which runs through the tract. What it will do may be seen at Messrs. Whitney's, Higgins' and Frisbee's places on the Sweetwater, on the same kind of land. This may be had from $125 to $200 an acre, with special terms of payment to those who will improve at once. This tract lies just on the border line between the coast climate and that of the interior, being cooler in summer than the interior, and warmer in winter than the coast. It lies about 500 feet above the sea, and has the purest of water piped under a pressure of 125 feet. The tract of the San Diego Water and Land Company lies just beside this, with the same advantages, prices and conditions; and four miles nearer San Diego lies the Teralta tract, a fine, fertile piece of land, but a little higher in price because so near the city and steam motor line. Beside it lies a similar tract of several hundred acres, known as Mission Villas. In Mission valley, near by, lies Grantville, a beautiful site, also supplied with water, and at very reasonable prices.

Under the great Sweetwater dam lie some 20,000 acres of very fine land, with places near at hand showing what it will do. Here the finest of oranges, lemons, grapes and all other fruits and vegetables have been raised with the windmill alone. Here is the best place to learn what other places may do. The whole is threaded by the National City and Otay motor railroad, a trip over which will well repay any one. Five thousand acres of this are laid out for a suburban settlement of National City in five acre tracts. Only actual settlers can buy at

all, and they must build a $2,500 house within six months. Some seventy-five houses are already here, many costing several thousand dollars. Of course you cannot expect such property at the prices above given, but the company can give you plenty outside of that tract at rates about as low as any one. You must not infer from the prices at Chula Vista, which is a most beautiful and convenient location for people doing business in town, that all the Land and Town Company's prices are the same.

In addition to the above irrigable lands are numerous smaller tracts along the various rivers, either now under water or easily made so, with many irrigable from large springs or creeks. From most of these small parcels may be had at $75 to $150.

Of lands not yet irrigated except by windmills, and of land requiring no irrigation whatever, there is still a vast acreage. In the following list it is obviously impossible to catalogue the immense area of arable land in this county. There is room only for representative sections, and the reader must understand that tens of thousands of acres as good as any lie outside of these, many of which may be had even cheaper. There is an immense body of public land on the eastern slope of the mountains, and the San Felipe Land and Water Company is preparing to irrigate a large portion of it.

Beginning on the northern edge of the county, in what is called the San Jacinto country, are over 100,000 acres of deep, rich land needing no clearing, grubbing or breaking except good plowing. Nearly all of it is within ten miles of a railroad and in a country well settled. On much of this it would require from 80 to 160 acres to support a family well without irrigation. With windmills it can be done on 20 acres and the rest worked on the rainfall alone. The price of these lands will vary from $5 to $25 an acre, according to the depth of water in wells, which averages about 30 feet, and according to the stage of completion of Government title.

In and around Elsinore is a considerable body of fine land, some of it damp land and some irrigable from springs upon hillsides. It is from one to five miles from the railroad station, and a fine little town of nearly a thousand people, with cheap coal close at hand. This runs from $20 to $60, according to location and water.

The lands about Wildomar, Murrieta, Linda Rosa and Temecula are about the same as those of Elsinore. Abundant water is found all over at from 10 to 30 feet. The railroad has a station at each of them. Some of the Pauba tract lies further off, but most of it is part of Temecula. In these tracts are some 40,000 acres of rich land from $10 an acre to $50. Santa Rosa, close by, has plenty of good land at the same prices.

At Fallbrook, from two to five miles from the railroad station, are several thousand acres of very rich land, with the proof all around one of what it will do, and a fine settlement already well started. These lands may be had from $20 to $60.

The great Santa Margarita is not yet open to settlement. Upon the San Luis river are many thousand acres of deep, rich bottom land, which will raise immense crops of corn and alfalfa without irrigation, though much can be irrigated if desired. Along the sides are long strips of gentle slope, forming the best of fruit-land. Prices range from $20 (without water) to $100 for the best irrigable tracts.

SAN MARCOS AND ESCONDIDO.

Follow the railroad from Oceanside through San Marcos and Escondido, and see how much they know who tell you that "Southern California has collapsed." There you will find what is probably the most rapid rate of settlement to be found in any part of the United States to-day outside of city limits, with a flourishing town already there in the center, and prices that suit everyone who wants a home. Climb beyond this, the line of rocky hills that seem to bound all that is inhabitable, and astonish yourself with the number of fine farms and comfortable homes of the beautiful Bear

Valley country, where you can get what you want from $10 to $50 an acre, with a certainty of crops that no Eastern State enjoys. Beware how you wander into the fertile San Pasqual and discover what those broad fields of alfalfa pay their owners, or you may offer more for it than the owner himself would ask.

Return by way of Bernardo, Poway and the great mesa on the north side of the San Diego river and see over 60,000 acres of deep fertile soil in the thirty-five miles between Escondido and San Diego. all of it as cheap and as good as any we have passed over. And even at the beautiful suburbs, Pacific Beach and Morena, you will find land in abundance and cheap for the situation.

Back of San Diego some 12 miles lies the broad valley El Cajon, circled by the great flume high upon its rim, and a thrifty settlement in the valley. Don't imagine that you see the whole of it at once, for it contains over 20,000 acres of arable land. Nor must you conclude that, because the lands in the center, where they know the railroad station will be within three months, are at $100 an acre and over, that all the lands are so. You may get plenty at $35 to $50 as good as any, and but a few miles from the center.

Beyond El Cajon, and 1,000 feet above it, San Vicente offers actual settlers the finest kind of lands at Barona, right beside where the line of the Cuyamaca railroad will run, at $30 to $60; and just north of it Santa Maria, a broad valley of some 12,000 acres, offers the same advantages.

From here upward the rainfall is steadily increasing, as the land rises in long, swelling-ridges, plateaus and valleys, up to 5,000 feet above the sea. The country becomes more like an Eastern State, but, though you are in the mountains, thousands of acres of fertile land and hundreds of thrifty farms are around you. All through this section you may get the best of land for $10 to $50 an acre, and when you see the orchards and taste the apples and cherries and other fruits of the beautiful Mesa Grande, 3,500 feet above the sea, or of Julian, 4,200 feet above it, you will smile at these prices.

Following the western slope of the mountain from Julian south, you find a large area of fertile plow land, much of it covered with heavy pine, oak, cedar and fir, and passing the broad sheet of Cuyamaca lake, 4,600 feet above the sea, where the waters of the snow belt are stored for the summer use of the country forty or fifty miles away, you descend the slope again through groves of heavy timber, running springs and brooks, until you reach the pretty and fertile valley of Descanso, 3,400 feet high. From there you drop 1,000 feet or more into Viejas, a rich little mountain valley of about 2,000 acres. This tour from Santa Maria to Viejas, some fifty miles around, gives one a fair idea of the mountain belt of the county which runs from San Jacinto peak, 10,500 feet high, to Campo on the Mexican line, some 3,000 feet above the sea. Upon this belt lie nearly 200,000 acres of as good plow land as can be found anywhere, under a rainfall so heavy that irrigation is never necessary for anything. Where very high, this is, of course, very wet and cold in winter, but, on the other hand, is very productive and very cheap. Wood and water cost nothing here, and land may be had from $3 to $40 an acre, running a trifle higher for choice spots on Mesa Grande or at Julian.

Alpine, just below Viejas, represents the intermediate belt between the mountains and the coast, having rainfall every year in abundance, but free from the cold and excessive rain of the higher mountains. In no part of the United States is the farmer more certain of full crops every year than upon this belt, upon which abundance of land may be had for $15 to $40 an acre.

And so you may go on for days and weeks, traveling all the time on good roads and among farms of different kinds, and yet you will

NOT SEE HALF THE COUNTY.

Almost every ridge you see ahead of you will open up new surprises, much as you have been surprised before. When you reach Alpine you will again think you have reached the outer

walls, and little suspect the fertile valleys and slopes and prosperous settlements of the Upper Sweetwater among the dark hills on the south. Nor after you have examined that and seen what quantities of raisins and other produce they raise there can you yet imagine the existence of the fertile Jamul, on the one side as you descend the river, nor the rich Spring Valley country on the other side? And yet they are there, with thousands of rich acres like those of the Jamacha, through which you pass, with good roads and other conveniences, and with land from $20 to $60 an acre right beside the farms that will show what it will do. And after you reach La Presa and see the large body of fine land there at the end of the railroad, and, passing the great reservoir of the Sweetwater, descend the lower valley, you will again be deceived. For you can scarcely believe until you see it that the long lines of hills on either side are only the edges of broad, fertile table lands, upon which are tens of thousands of acres, as good and as cheap as any you have seen.

And this line of table land rolls away to the State line on the south, ending in the Tia Juana valley, Oneonta, South San Diego, Otay valley and Otay mesa, or in the Jamal or Otay Rancho or Land and Town Company's large tract, on nearly all of which you will find conditions and prices to suit you and a railroad to run around on.

By land with water is meant water supplied to the land, and running by its own weight, instead of being pumped. Water in abundance may be found underground all over. San Diego is in no sense a dry county. San Diego city has the lowest rainfall of any point on the coast above it, but still has plenty, while all the country back of it, above 1,000 feet elevation, is a very wet country. The greater part will do far better without irrigation than any Eastern State, and nearly all the produce, even to corn and summer crops, is raised upon the winter rainfall only. Upon the high table-lands along the coast, wells must be sunk quite deep, sometimes too deep for convenience or

irrigation. But in all the interior, water is nearer the surface and more unfailing in its supply than in most parts of the Western or Middle States. Wells over forty feet in depth are rare, few are over thirty, most of them are between fifteen and twenty, while hundreds are less than ten feet. In nearly all these the water is good and steady in its supply, the long dry summer lowering them scarcely any. About all of them are in wash or soft rock, making their enlargement by drifts an easy matter. Extremely easy terms of payment on all lands will generally be given actual settlers.

The idea that one must wait several years before anything can be made out of Southern California lands is a common mistake. But its origin is quite natural. Nearly all the fine fruit-growing, combined with extremely profitable production that the ordinary traveler has been able to see, has been at such well-known and easily visited centers as Riverside Not one in a hundred persons sees the hundreds of outlying ranches or the hundreds more hidden away among the hills.

But if you go farther back from these settlements to the lands taken by men of more moderate means, you will see exactly the reverse of all this. You will see the living coming out of the soil first, and the trees and vines going in, little by little, as the owner can afford it. In other places you may find the two systems combined, the living being made at once from the space between the young trees.

If one has money enough to wait until trees and vines come into bearing, and wants to plant the whole place in this way there is no law to prevent his waiting. But such is not good farming anywhere, either on a large or small scale. It is not good business principle to allow ground to lie idle which can just as well be producing without injury to the future trees or vines.

NEITHER ORANGES NOR LEMONS,

olives nor any other trees will suffer in the least by having other crops, such as potatoes, beans,

peas, beets and similar vegetables growing between the rows for the first two or three years, On the contrary, if such crops are well cultivated, and especially if well irregated, the result will be good.

In this way about three-fourths of the ground may be used the first year, a trifle less the second year, and so on. Almost anything else may be planted, and even grain sown for hay and cut in the spring, plowing the ground after cutting. Even the young vineyard may be used in this way, though in such case not more than half the ground should be used.

It often happens that one is not able to make all his improvements and buy all his trees the first year. And why should he? The surest way the world over to get in trouble farming is to start in with small capital to make money at once. Whether your farm be little or great, farm first for the only thing the average farmer gets the world over—a living. Start in to raise what you eat, and try as near as you can to follow the cardinal principle of European and New England farming—to eat nothing but what you raise.

Farm first for your table. Root your vines, olive-cutting, etc., yourself. Much more of your nursery stock you can raise yourself, or buy as you get able. It is not necessary that all your trees and vines should be of the same age, if you cannot well afford to have them so. Neither do you need all your improvements at once.

All your improvements, including fencing for ten acres, need not exceed $1,000 and you can expand later on. In many cases less than $500 puts the place in a comfortable condition for living, including fence, etc., as, for instance, where the land is bought with water piped to it.

One can not only make a living here the first year, but in many cases can do it more quickly than in the East. One starting in the middle of the summer in the East would have a hard time, and still harder if he started in the fall. But here one may start at either the beginning or

the middle of the growing season. With water a start may be made at any time, and, if in midsummer, it is done wonderfully soon. A few rows of potatoes, peas, beans etc., may be planted the first day, and a row or two added every week or so.

TWO ACRES OF ALFALFA

may be quickly planted, and in two months will furnish enough green stuff to keep forty or fifty hens in good laying condition, and a cow in good milking order. The next year these two acres will, in addition to this, raise a calf or two, three or four pigs, besides giving your horse plenty of green feed. If well taken care of, no stock allowed upon it, cut with a scythe as wanted, and well watered every three or four weeks this alfalfa will keep about all the animals of all kinds you are likely to have upon a ten-acre place, except your horse, which to keep in good traveling order will need something more. Alfalfa thus treated seems eternal. Poultry of all kinds do well here, but need green stuff in summer and lime or broken shells to make them lay well.

Beets, carrots, turnips, cabbage, cauliflower, onions and similar stuff, may be grown at once in summer, and also in winter, though in some winters they should be put upon high ground above frost. Melons, pumpkins and squashes, may be planted as late as July, and even corn will generally make a good crop as late as that.

Hay is generally made from wheat or barley. Cut in the milk it is lighter, but stock will eat it to the last straw and keep fatter upon it than when it is cut later and is heavier and coarser. Hay has been a profitable crop to sell for fifteen years. The growth of the cities is so rapid as to take about all the farmer does not need to feed at home. Grain for this purpose may be sown as late as April or May, but the later in the season the more seed required. Half a bushel of seed to the acre will raise a full crop in most years if sown by the first of January, owing to the wonderful "stooling" or spreading out. The stubble left after

cutting the grain, instead of being spoiled by rain will furnish several weeks' good feed for horses, cattle or hogs, and chickens. Ground for hay may nearly always be rented from a neighbor for one-fifth or even one-sixth of the crop. Where you have water, the same ground may be plowed after cutting and put in corn, potatoes, etc., with melons, squashes and what not.

Many Eastern farmers at first sneer at hay made of grain and call it "straw." If it could be safely cut and cured in the East it would pay far better than to thresh it. Two or three tons to the acre may be cut, and one ton of it is better than two tons of the best thimothy hay. Horses, unless at continuons hard work will keep strong and fat upon it without any grain. Hogs will also eat it greedily and cattle will fatten rapidly upon it. If not too close to a settlement the native grass of alfileria and burr-clover, which robes every hill and dale, will be worth many dollars to you. This is the richest wild feed in the world, lies ripe on the ground without injury during the long dry summer and furnishes about nine months' good feed with considerable "picking" during the other three in early winter when it is starting. In other places, such as the beautiful and fertile "Oat Hills", just back of Grantville the wild oats are so luxuriant as to give a large crop of good hay, and leave several weeeks' feed upon the ground.

These instances are examples of many more too long to detail here, which you will readily learn after coming. In short, you can do here the first year about all you can do

IN ANY EASTERN STATE,

with many things you cannot do there. You will find that the power of raising something the whole year round, planting one thing as you take another out, combined with the great difference in the cost of your house, barn and other improvements necessary for comfort, will make your land at least double the value of the same

piece anywhere in the East; and with water for irrigation it will be worth from five to ten times as much. And all this aside from the general luxury of a climate that you will love both winter and summer. Once settled, you will become like the rest, and could not be coaxed or driven out of it. Even the last trump cannot move your bones from its soil.

These statements are not based upon theory. You may see hundreds of places in this county where a good living has been made from the soil the first year by men of scarcely any means, and yet where they have year after year increased the acreage of productive trees and vines, often raising their own nursery stock And you will see where this has been done, not only on eighty acres, but on forty, twenty or ten; not once, but repeatedly. Remember that this county has been settled many years, and the proof awaits you if you care to see it.

Beware of being deceived by a look from the railroad at the long line of table-land that lies along the coast of this county. This is a vast bank of wash from ancient times, 60 miles long, 8 to 10 miles wide and 400 to 600 feet high, shutting off the view of the interior. Its edges are broken and rough and give one a bad impression. Upon its top nearly all the land is rich, deep and arable, and, with water, is as good as any. But it is so deep to water in wells that most of it has been practically uninhabitable. Water is now being brought upon it by immense aqueducts from the mountains. When thus watered it will be one of the most valuable parts of the State, but at present it deceives careless travelers, most of whom give one glance at its broken edges and pass judgment upon the whole of a county that, they should know, is larger than Massachusetts, Rhode Island and Connecticut combined.

Do not at any point in the county imagine that you have seen the whole of it because you see ridges ahead, no matter how sharp or rough they may be, but go on wherever there is a road

and new surprises will be found. This county does not have all its arable land and water in a body—as Los Angeles and San Bernardino counties have,—though it has as large a quantity as Los Angeles county—but they are scattered over a larger area, with the different bodies of it hidden from each other.

The enormous profits of intelligent and careful fruit culture cannot be explained in the limited space of this little pamphlet. The reader may easily find them and verify them for himself—remembering, however, that the expense side represents always hired labor. Whatever can be done elsewhere in California can be done here, because this county has a combination of all the soils and all the climates of Southern California. Where a man does his own work—as one of moderate means should do—it is very different. The time in which trees and vines come into profitable bearing here is so much shorter than in the East that one doing one's work will find the expense trifling. The cost of preparing the ground for any kind of fruit is no greater than for any other crop in any other country. Vines and olives, and other fruits set from cuttings, cost about nothing. One cannot economize better than to learn budding at once, which can be done in a few minutes, and done perfectly with a little daily practice for two or three weeks. All nursery stock may then be grown from the seed, and budded and planted without paying out a dollar. You can also sell to wealthy neighbors who never do their own work all good nursery stock that you do not need yourself.