



WALTON HOTEL CO.
 PROPRIETORS
 EUGENE G. MILLER H. C. CROWHURST
 PRESIDENT ASST. MGR.

HOTEL WALTON

ABSOLUTELY FIRE-PROOF

PHILADELPHIA
 August 31st, 1923

Model Land Company,
 St. Augustine, Fla.

Atten: Mr. Sydney Harrison

Gentlemen:

I am in receipt of your favor of the 25th inst. for which please accept my thanks.

I have read your letter with a great deal of interest and I am glad to note that you are anxious for a development such as I proposed while I was in St. Augustine and regret that I was unable to confer with you for a longer period as I am sure my plan is exactly what you, the Florida East Coast Railway and the State of Florida have needed.

I further believe that Dade County is ready for such a development at this time, and I believe the Cape Sable district is the most.

I have found logical lands in Florida which I can handle and which can be obtained well within my appropriation but, of course, I would not close any deal until I am thoroughly familiar with all of the qualifications of the area, soil, sub-soil and drainage possibilities as well as market conditions. My recent trip to Florida has convinced me that a development in the absence of the owner, but with the expense of same being defrayed by the owner residing in the North is necessary in order to attract capital in large quantities.

It is also necessary, in order to increase your population, to allow approximately 10% of land sold to be used for farming and the construction of homes. Under my plan which has been successful in the past, I insist upon the prospective purchaser paying at least 50% of the purchase price in cash - and in addition thereto entering into a development contract which requires more money than has been paid to acquire contract for a deed.