

January 3, 1918.

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Mr. W. W. Dewhurst,  
St. Augustine, Fla.

Dear Sir:-

Mr. W. E. Wright, a real estate agent from Chicago who is here for the winter, asked us for a quotation on a tract of Cape Sable land and we quoted him your 30,000 acre tract at \$11.00 an acre and he told us that he wanted to get <sup>an acre</sup> \$1.00 commission himself, if he made a sale of the land. We, of course, could not give him more than half of our commission. We do not know anything about him although he appears to be an able young man. He told us that he had gotten a price from Mr. Powers on the Company land of \$12.50 an acre on the Whalen and Badenock tract and a time option on the same until the 15th of January and that he would like to have an alternative tract to show the parties that were coming down to look at the land in case they were not satisfied with the Company land. He also stated that Mr. Powers offered him 50¢ an acre commission which was not satisfactory as he thought he ought to get \$1.00 commission. He wanted to know if our client would allow him to quote your land at \$12.00 an acre so as to allow him \$1.00 commission and allow us \$1.00 commission on the tract and he also wanted to know the best terms you could give, saying that Mr. Powers had given him on the other

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tract terms of \$1.00 an acre down and the balance in five equal payments. Please advise us so that we can answer him in regard to price, terms and commission.

Mr. Pepper is getting ready to go over your tract just as soon as the weather is favorable.

Yours very truly,

FSM/C