

LETTER "B"

Offer of commission to real estate men
Carbon copy made of each letter

March 13, 1923.

Mr. N. I. Blom,
1362 Ninth Street,
San Diego, California.

Dear Sir:

Sometime ago you made inquiry of us in regard to selling the Rancho Santa Fe lands which have been subdivided by the Santa Fe Land Improvement Company. Under separate cover I am sending you price list, map and booklet describing same, together with copy of circular letter which gives a few additional facts.

Regarding commissions on real estate, and assuming that you have the legal authority to sell real estate, will say that I will pay a commission of five percent on all sales made by you direct, or two and one-half percent on all sales made to parties that you send to us with a letter of introduction. I only receive nine percent from the Santa Fe and you can readily see that I cannot pay any more, but I would like to have you work on this proposition.

I have many other outside properties adjoining the Santa Fe ranch on which I will pay a larger commission, among them Solana Beach, a townsite with a mile of ocean front, cut up into town lots, west of the track, and East of the track into acre tracts. I will furnish all information to you on Solana Beach later, if you desire.

Yours very truly,

ED FLETCHER COMPANY, Sales Agents.

By

Manager

EF:KLM