

Your Charce In
The Famous Baca Land Grant In The Sunny San Louis Valley

In Southern Coldrado

## For $\$ 240.00$

Payable $\$ 10.00$ per montl, you get one of $\$ 8,200$ contracts entilling you to one farm, valley grazing tract, or one mineral and timber tract
and one or two town lots in a thriving little city of the San Luis Salley.
There are $\mathbf{2 5 , 0 0 0}$ acres of irrigated land divided into 1 forty acre farms

There are 36,880 acres of valley land didided into
740 tracts of 40 acres each
40 tracts of 80 acres each 15 tracts of 160 acres each $\qquad$ tract of 640 acres each

There are 35,000 acres mineral, timber land divided into 5,000 tracts of five acres each 1,000 tracts of ten acres each

One town lot with each irrigated farm. One town lot with each tract of valley grazing land. Two town lots, a business and a residence lot with each tract of mineral and timber land.

Excursions to the San Luis Valley will be run on the first and third Tuesday of each month.
Call and see me or write me for farthur information J. S. McGraw, Agent. Nebraska.

## Present Method

of Real Estate
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RESENT method of Real Estate business in Broken Bow and Custer county is unsatisfactory to both the buyer and seller. man at $\$ 2100.00$ but no written contract for sole agency was made. prospective buyer goes to the agent who in good faith gives the name and address of his clemit. The buyer writes direct, paying $\$ 2.500 .00$ for the properity. The owner refuses to pay any commission to the real estate agent and the buyer pays $\$ 400.00$ more for the properity than the price listed with the agent. The agent and buyer both lost money by the transaction.

My experience of twenty years in the real estate business fores me to one conclusion, that for all concerned there is only one way to do real estate business: And that is to list only such property on which owners wiil give exclusive agency.

The case above mentioned was not my experience but it was the experience of a real estate man who was afraid to inist on a sole agent con tract for fear he could not get the business.

For ourselves we prefer to handle only the lands on which owners will give sole agency contracts for then we know we can deliver the goods to a buyer.

Willis Cadwell
Broken Bow, - - Nebraka

