

Feb. 5, 1932.

Dear Eugenia,

I forgot to enclose the receipt book this morn so I will now. I hardly know what to say. Mr Van Horn was here this P.M. guess I will wait until Uncle Lynn comes in for I don't know what to say. to convey the meaning I wish to get across to you.

When we listed the farm we agreed on \$50.00 an acre as selling price, but if you remember, it was verbally understood that we would except \$15000.00. Now Mr Van Horn would like to have us make a statement to that effect, as he really thinks it would be a help in

50
320
—
0

320
330
—
14,000

selling the place. As it is a very desirable farm and he wishes to make it as attractive as possible for it is necessary under present business conditions if we are going to ~~sell~~^{move} it at all.

He explained to us that the Company are about to get out a list of very desirable farms, and he feels that if we could see our way clear to sign this blank that I am enclosing and by giving it a conspicuous place, and setting forth its advantages and then closing giving the price of an even \$15,000.00 it would appeal more forcibly to a real buyer. And the Company thinks that a little reduction in the down payment agreement would also help, but we think out here that unless we can

get a good substantial
downpayment there isn't
much use of letting
the control of it pass
from our hands.

This is Sat. morn, I went down
and got agreement this morn and
it states there that \$16,000.00
is the price and 7% commission,
and downpayment is \$6500.00.
~~Mostly~~ Of course we
all remember when this
listing was given we all
agreed to take \$15,000.00 if
that was best he could
do, and in placing the
downpayment at \$6500.00
we had in mind to leave
ourselves \$5000.00 after
the commission was
taken out. And now, if
you should see fit
to reduce the downpayment

to \$6,000.00 and it was sold for \$15,000.00 the com. would be \$1050.00 which would leave us \$4,950.00. We think out here that with the chances for sale being very limited, until business picks up that we aren't doing ourselves any particular damage by agreeing to these little reductions, if it will help sell it.

We've seen Mr Van Horn twice lately and this is substantially what we talked as near as we can put it in writing.

If you see ~~yourself~~ fit and want to sign this agreement enclosed. Both of you sign and then send back to us at the earliest possible date. If you don't want to agree to such terms you

need not send it back.

Uncle Lynn has
~~the~~ said all that is
in quotation marks
as you will see.

Everyone is fine here
this morn. must
hurry to get this out
before mail goes.
Love,

Marjorie V.S.