

gave full rein to his foible. And, judged on the whole, it paid him pretty well. The authorities did not throw more on the market than could be readily absorbed. Not a few of these first plungers made such large profits out of their holdings by subsequent sales as to enable them to erect blocks of buildings, and many a townsman informed me that he came up into the country but three years ago with only a few hundred dollars in his pocket, which he laid out carefully in lots, and could now point to large blocks of real estate bringing him in a steady income of 20 per cent. on his outlay.

Mr. David M. Hays, who conducted the sales of the land, related several interesting incidents of money being made quickly. For several days after he returned from Vancouver, where the sale was conducted, his office was besieged with crowds of speculators desirous of participating in the boom. The staff was kept going at tip-top pressure, and the buyers poured through the office in a constant stream. The waiting queue at one time was over one hundred yards long, and one man who owned property in the port told me that he had to wait outside the office for two days before he secured it.

"I recall one case to mind where money was made quickly," related Mr. Hays. "I had disposed of all the lots in my hands and was returning to Prince Rupert. There was a young fellow on the boat who was very keen upon making a splash. Could I help him? Well, I had no more lots to sell, and was just wondering what could be done when I received a letter saying that twenty-two lots had been thrown back suddenly on the market, and asking me to dispose of them.

"I went up to the young man aboard. 'See here! take my advice and buy Prince Rupert lots. I have twenty-two lots in my pocket that have not been sold yet. Buy some of these; buy them all!'

"'But I haven't sufficient money!'

"'How much have you?'