

"' Just 195 dollars.'

"' Well, look here, we'll go halves in the deal. We'll put up 192½ dollars each, that'll make the quarter cash down payment, and the balance can be paid in one, two, or three years. Are you game?'

"We clinched the matter there and then, taking up the whole of the twenty-two unsold lots. Within three months I remitted to that young fellow, in cash, his original outlay of 192½ dollars, together with an additional 900 dollars representing the profits from the sale of the lots up to that time. Thus in three months he was richer by about £180, and in addition to this he still holds lots worth £600, for he has declined that sum already. So his original investment of about £18 10s. paid him very well.

"Another man came up from New Mexico and purchased a couple of lots, for which he paid £200. To-day they are worth £1,000. Just as he was boarding the steamer I caught him. 'Say, can you spare any more cash? I have a good chance on my hands!'

"' Well, I can only manage £15.'

"' Good! Take over these,' and I told him what I had in my hand.

"He took my word, and this was what I got a few weeks ago from him," extending his hand. This was a photograph of the cheque the plunger had received, representing a profit of £107 on his original £15 investment, and that within five months.

Fortunes have thus been made out of land within weeks. Lots which under the hammer fetched £2,120 have since netted £6,000, and land which then was sold for £3,300 has since changed hands for £8,000. The largest investor at the sale was an Austrian, who bought up in a wholesale manner, paying sums ranging from £77 to £1,540.

The manner in which values have soared is amazing, and the trend is still upward. One speculator bought