

[Letterhead]

Office of T. S. Coolidge

Agency of the Glenn Falls Lime Companies

Glen Falls, N.Y. Nov. 12 1884

J. B. Henry Esq

Garden City, N. Y.

Dear Sir

Your favor of the 7<sup>th</sup> is rec<sup>d</sup> and I thank you for the offer which really seems like a good price for three cottage lots & it would be if they not such very large ones.

Taking both sides I would think you could make a dozen fair size lots & still I like a good large lot myself. You are likely more familiar [sic] with it then I am, but as I remember it one could get 3 or 4 nice cottage lots on the first 10 acres and still leave room for a large Hotel & grounds and you know as soon as business starts up there will be demand for such property or at least such is my opinion. I was told last night by a party who knows that Mr. Smith the owner of Turtle Island has an offer of \$2500 for one half of that Island not including the cottage and I am sure I would not consider for a moment the giving of even the first five acres of the Point for the whole island.

I am told Flea Island near the Point is held at \$3000 but I cannot vouch as to the correctness of this, and if that it is no evidence of its worth so I believe it will not be sold for that figure for some time to come. Good locations are being gradually picked up and they must ultimately bring fancy prices. There is but one Lake George & it seems it can be only a question of a little time when every desirable spot will be wanted and taken up a good figure. We did think we would not sell the first 10 acres less than \$5000, and at that I dont [sic] know of as good a bargain giving been made in two years or more & you having spent some time at the Lake will know if I am correct or not. As you evidently intend to buy to improve the Point, I am inclined to propose to divide the difference making price \$3800. And it does seem to me that this is "dog cheap."

Very truly yours

T. S. Coolidge

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