done in a number of cases. Prices which we have made have been based upon market conditions, but the listings have generally been a little higher than the current market. It is not our intention to slough our holdings but rather to hold them, as there is every indication that values will go considerably higher than they are today. Our experience has been that the peak of residential values was in 1927.

Using 1929 values as 100%, we would say that prices are fluctuated about as follows: 1927, 105%; 1929, 100%; 1933, 60%; 1937, 95%. Since the 1933 low we have made constant revision of our asked prices.

"Before our properties are definitely offered for sale or rent, it has been our policy to fully recondition them, and we feel that we have made fully 100% on money so invested, and in addition have expedited the sale of property. All of our reconditioning is done by one contractor who handles it on a cost-plus basis. About 10% of our properties have been sold in an 'as is' condition, but our experience in selling this way has been very unsatisfactory.

"We usually try to get 20% down on sales but have sold for as little as 10% down, in which cases we have given conditional sales contracts. We have found the best selling property in Alameda to be a five-room house selling from $3,500 to $4,000. As we consider it a good policy to do so. They not only enable us to compete with our heavy competition, but a normal demand for referrals has developed.

"Generally speaking, rentals went down from 100% in 1929 to 60% in 1933 and are now back to from 90% to 100%.

"Building costs are now 100% or more of 1929 figures. In 1933 they were not more than 70% of 1929 costs. The rise in building costs has been very rapid and bids fair to go much higher than they are now."

"We have not pressed the sale of residential or other real estate acquired during the depression period. Most we have placed on the market we have listed with all reputable brokers but have reserved the right to sell direct, which we have..."