REAL ESTATE BROKERS

Name: W. C. POULKS  
Address: 1498 - 38th Avenue  
Area of Operation: Sunset and Parkside Districts

1. How long have you been a broker? __________  24 years

2. Have you been making appraisals? __________ ; How long? __________  5 years

3. Have you operated in real estate with your own funds? __________

4. Do you manage property for others on commission? __________ No  __________

5. In what year were residential sale values highest in your city? __________ 1927 ; Rentals? __________ 1981

6. Which areas of your city suffered? a. Least shrinkage of value during the depression? __________


9. Show the sale and rental history of the following types of residential real estate, generally, during the past few years by completing this table:

<table>
<thead>
<tr>
<th>YEAR</th>
<th>HOMES UP TO $5000</th>
<th>HOMES $5-10,000</th>
<th>HOMES $10,000 UP</th>
<th>RENTS UP TO $40</th>
<th>RENTS $40-$75</th>
<th>RENTS $75-UP</th>
</tr>
</thead>
<tbody>
<tr>
<td>1929 level</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>1938 low</td>
<td>70%</td>
<td>60%</td>
<td>50%</td>
<td>70%</td>
<td>80%</td>
<td>50%</td>
</tr>
<tr>
<td>Current</td>
<td>80%</td>
<td>80%</td>
<td>80%</td>
<td>90%</td>
<td>86%</td>
<td>75%</td>
</tr>
</tbody>
</table>

Add your comments:

10. Have residential prices increased last 6 mo.? If so, what % and in what areas?

11. On what types of residential property are sales most active and in what areas? Small homes under $6,000; Sunset and Parkside Districts.

12. What percent of dwelling units in your area are occupied? 99% ; City __________ %

13. Has occupancy increased last 6 months? Your area Yes ; 10% ; City __________ %

14. What types of residential property have the greatest rental demand? Around $45 to $50 per month; five rooms

15. Which holders of large blocks of residential real estate have well-thought-out sales programs?