"Our average experience has been that property values sank from 100% in 1929 to 60% in 1933 and have since that time risen to 80%. There was not much variance in values between 1926 and 1929.

"It has been our practice for many years not to recondition our properties after acquiring them but to sell them 'as is', and this also applies to the few properties we rent before selling. We have always been able to sell our properties on an 'as is' basis by taking the probable cost of repair into consideration when making our price.

"Currently, we find the greatest demand to be for five and six-room bungalows costing around $6600, the least sales resistance being in the 'green' areas shown on the Security Map and in the 'blue' areas numbered 'B-1-2-3-4-5-6-7 and 8', located in what is known as the Richmond District, and in 'B-15 and 16', which are located in the Sunset District. However, demand for properties in all the districts is very good, and we have experienced no trouble in disposing of our properties.

"We do not make it a practice to rent our acquired properties, preferring to sell them, but our experience has been that a property which rented for $60 in 1929 brought about $37.50 in 1933, and is now renting for about $42.50 and is still rising.

"Building costs have been going up very rapidly, being now, if anything, a little higher than they were in 1929. This is having the effect of increasing both property and rental values."