ties for sale, however, we fully recondition them, the work being done by con-
tact which is awarded after the submission to us of not less than three bids.
We have found it to be extremely poor policy to sell property in an 'as is'
condition, and our records disclose the fact that we have made an average of
100% on the investment which we have made in putting property in first-class
condition.

"In San Francisco the best selling residential property is a two-bedroom
house priced at from $6,000 to $7,000, located in the 'blue' areas and some of
the 'green' areas shown upon the Security Area Map. The greatest sales resist-
ance to single-family dwellings is in Areas 'D-1', 'D-2', 'D-3', and 'C-16'.

"Building costs have risen faster than the value of existing structures.
After going down 40%, costs are now fully back to the 1929 level."