have done so more often than not, and in such cases our record indicates that we have gotten better results than when we sold 'as is'.

"The best selling property in San Jose is a moderately-priced five-room house.

"The Security Area Map of San Jose seems to depict the situation quite clearly, and we have found that the least resistance in the sale of properties is in the 'green' and 'blue' areas shown on the map and that the greatest sales resistance is in the western part of Area B-11.

"Our rental experience has been that a house which rented for $50 in 1929 would probably have rented for $30 in 1933, $40 in 1936 and will now rent for from $42.50 to $45.

"Building costs, which got down to 65% in 1933, are now fully 100% of 1929 costs."