From which of the above types of mortgagee do you receive the most satisfactory service? All but 4 and 6.

Is there apparently ample money available in your city for financing residential mortgages? Yes X No

Are you able to readily finance your residential sales? Yes X No

Eliminating F. H. A. loans, what is the minimum down-payment upon which you can effect this financing? $50

Are individuals active in residential mortgage lending? Yes X No

What mediums are generally used by individuals in placing mortgage loans? Loan brokers.

What are the prevailing interest rates on good residential loans? 6 %

How do these compare with rates prevailing in 1928-29? Same

What are the usual amortization requirements for loans? 1% a month incl. interest

How does this compare with 1928-29? Same

What commission rates and other costs are being charged to borrowers? None, other than title insurance, appraisal fee, preparation of papers, recording.

How does this compare with 1928-29? Large brokerage fee charges.

What unfavorable factors affecting residential real estate values exist in your city? High cost of new construction and labor dictatorship.

What effect upon residential real estate in your city do you anticipate from the opening of the San Francisco-Oakland and Golden Gate Bridges? No rentals and an increasing of values and selling prices.

Your additional comments and remarks:

Do not permit any drastic jump in building costs, but raise any necessary costs gradually so that proper estimate can be judged and periodic stimulation can be exercised with prospective buyers to get them to do business before an increase in prices takes place.

Govern the law of supply and demand.

Agent's Note: This firm is rated as one of the ten best real estate concerns in Oakland. The foregoing information covers the entire "East Bay" area. All the leading real estate firms do a mortgage brokerage business and class themselves as mortgage companies. Their operation consists of making mortgage loans, for which they charge a commission to the borrower and sell them to various mortgage institutions.