What percentage of habitable houses in the city are occupied? 98%. What was the percentage in 1929? 95%; in 1933 85%.

Which of the following types of mortgagees will do the major home financing during the next five years? (Please grade them 1, 2, 3, 4, and 5 according to your judgment as to their ranking.)

<table>
<thead>
<tr>
<th>Type</th>
<th>Grade</th>
</tr>
</thead>
<tbody>
<tr>
<td>Banks</td>
<td>1</td>
</tr>
<tr>
<td>Building &amp; Loan</td>
<td>4</td>
</tr>
<tr>
<td>Insurance Companies</td>
<td>2</td>
</tr>
<tr>
<td>Individuals</td>
<td>5</td>
</tr>
<tr>
<td>Mortgage Companies</td>
<td>3</td>
</tr>
</tbody>
</table>

From which of the above types of mortgagee do you receive the most satisfactory service? Individuals and Insurance Companies.

Is there apparently ample money available in your city for financing residential mortgages? Yes

Are you able to readily finance your residential sales? Yes

Eliminating FHA loans, what is the minimum down-payment upon which you can effect this financing? 30%

Are individuals active in residential mortgage lending? Yes

What mediums are generally used by individuals in placing mortgage loans? Real Estate Brokers.

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

How do these compare with rates prevailing in 1928-29? 7 to 8%

What are the usual amortization requirements for loans? 10 to 20 years

How does this compare with 1928-29? Then largely two to five years

What commission rates and other costs are being charged to borrowers? 2% to 3% on private loans

How does this compare with 1928-29? Then 3% to 5%

What unfavorable factors affecting residential real estate values exist in your city? None except cleaning up foreclosed properties.

What effect upon residential real estate in your city do you anticipate from the opening of the San Francisco-Oakland and Golden Gate Bridges? Favorable

Your additional comments and remarks: Our payrolls are better now than ever and both the average citizen and the investor look upon real estate investments with much more favor than in 1925 to 1929 period.

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 mortgagee institutions.