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

Are individuals active in residential mortgage lending? Yes X No

What mediums are generally used by individuals in placing mortgage loans? Brokerage agencies, if at all.

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

How do these compare with rates prevailing in 1928-29? 1% lower

What are the usual amortization requirements for loans? 19 years

How does this compare with 1928-29? Few amortizing loans then.

What commission rates and other costs are being charged to borrowers? Just title insurance, recording, etc. - no brokerage.

How does this compare with 1928-29? Better

What unfavorable factors affecting residential real estate values exist in your city? None

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

Your additional comments and remarks:

Due to location of Oakland on mainland end of San Francisco-Oakland Bay Bridge, with deep water shipping, rail terminals and ideal factory conditions, Oakland will be one of the leading cities in the United States in real estate development.

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.