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.)

BANKS 1 BUILDING & LOAN 2 INSURANCE COMPANIES 3 INDIVIDUALS 4 MORTGAGE COMPANIES 5

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

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? 10 %

Are individuals active in residential mortgage lending? Yes X No

What mediums are generally used by individuals in placing mortgage loans? Realtors, Banks, Building and Loan Associations, and Individuals.

What are the prevailing interest rates on good residential loans? 6 %
How do these compare with rates prevailing in 1928-39? 1/2 lower

What are the usual amortization requirements for loans? 1/2 per month
How does this compare with 1928-29? Some

What commission rates and other costs are being charged to borrower? 2 %
How does this compare with 1928-29? Some

What unfavorable factors affecting residential real estate values exist in your city? High cost of building.

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

Agent's Note: W. J. Mortimer and Co. is one of the two leading real estate firms in Berkeley. It is felt that the opinions expressed above are entitled to the highest consideration. The information furnished applies to the cities of Albany and Berkeley.