16. Is the steady pressure of "overhang" affecting the market? Explain ___________.
   Market almost cleared of them.

17. Is the public actively bidding at foreclosure sales today? ________________
   Not much.

18. Are speculators buying real estate in appreciable volume? Yes; What type of
   property are they buying? Residential; Are they finding that it pays to buy run-down
   property and recondition it? ________________

19. Is the general public buying in any real volume? Fair; Are residential lots
   being purchased for future use in such volume? Yes

20. What volume of business are brokers doing compared with peak? ________________

21. Has the repair and painting "fever" hit your city yet? _________
   Some

22. Are contractors finding it necessary to advertise for building craftsmen? Some
    lines

23. Have building crafts wages advanced in last 12 months? Yes; 20 to 50%

24. What type of new residential units are needed in your area of operation, if any?
   Six room single family dwellings; How many? 100 or more

25. Can they be readily and satisfactorily financed? Yes; If not, explain:

26. Labor costs are now estimated at 106% of 1928-29; material costs at 98%
    of 1928-29

27. What unfavorable factors are affecting residential values and sales in your city?
   Radical and unreasonable demands from many of the various labor organizations and
   violent methods of enforcement by them.

28. What shifts in population are occurring? Explain from where to where Many buyers seem
   from eastern and middle western states.

29. What is your frank opinion of public confidence in Building & Loan Associations in your
    city? Is a distinction being made in favor of the Federal associations? Apparently
    very favorable so far if loan ratio is not exaggerated so as to make actual cash
    equity or down payments of buyers too insignificant, such as raising actual cost too
    much when applying for loan.

30. If you had $25,000 of your own money, would you buy real estate at present in your city
    as a speculation? Yes; If so, what type of property would you buy, and where?
    Residential unimproved near all necessary public conveniences, such as schools, stores,
    transportation, churches, and fairly easy accessibility.

Agent's Note: Mr. Pressler is a comparatively young man of about 40 years. He has
been unusually successful as a speculative builder, and weathered the depression without mishap. At time Questionnaire was left, Mr. Pressler stated that per square foot building costs of "Monterey Colonial" six room bungalows were $3.26 to $3.30 in 1929; $2.65 to $2.75 in 1933 and are now (March, 1937) $3.50 to $3.60.
A new six-room residence, containing 1600 square feet, including basement, of this type and cost, built upon a lot 4,000 to 5,000 square feet, valued at $1250, is selling today upon FHA terms at $7500. The same residence would have sold for $8500 in 1929 and $6500 in 1933.