What percentage of habitable houses in the city are occupied? 96% What was the percentage in 1929? 90%; in 1933? 80%.

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 5 Insurance Companies 3 Individuals 2 Mortgage Companies 4

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

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? Deeds of Trust.

What are the prevailing interest rates on good residential loans? 6% How do these compare with rates prevailing in 1928-29? 7%

What are the usual amortization requirements for loans? 1% per month including taxes. How does this compare with 1928-29? 1% plus taxes.

What commission rates and other costs are being charged to borrowers? None How does this compare with 1928-29? 2% to 3%

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

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

Agent's Note: Mr. J. W. Scammell is considered one of the most successful speculative builders in Oakland. In addition to the foregoing information, he made the following statements relative to present building costs:

"A newly constructed, six-room, modern cottage, containing 1600 square feet, in a good district on a corner lot 44 x 92 feet, will sell at the present time for $8200. This same cottage on a similar sized inside lot would sell for $7750, and a five-room cottage on the same size inside lot would sell for $6950. Building activity is rapidly increasing. My financing is being done through F. H. A. loans, and a 20% down-payment is required. All sales are made through brokers. It is hard to obtain highly skilled building craftsmen, but there is an ample supply of mediocre workmen. Building costs, including basement, were $4 per square foot in 1929, went down to $2.50 per square foot in 1933, and are now back to $3.50 per square foot and are going up very rapidly. If wage increases such as are contemplated now are put into effect, building costs will rise to as much or more than they were in 1929. However, on account of additional refinements and conveniences, the purchaser will get more for his money than he did formerly." Mr. Scammell has built upward of 100 single-family residences in the "East Bay area" since 1936 and has just completed several blocks of such houses in Area B-25.