What percentage of habitable houses in the city are occupied? 98%. What was the percentage in 1929? 94%; in 1933? 92%.

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 4 Insurance Companies 2 Individuals 5 Mortgage Companies 3

From which of the above types of mortgagees do you receive the most satisfactory service? Banks and insurance companies.

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? They would like more loans.

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

What are the prevailing interest rates on good residential loans? 6% now do these compare with rates prevailing in 1928-29? Lower by 1 to 2%

What are the usual amortization requirements for loans? About 1% per mo. incl. taxes

What commission rates and other costs are being charged borrowers? 1% brokerage or less

What unfavorable factors affecting residential real estate values exist in your city? A too rapid rise in building costs, which may slow up 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? A steady increase in values.

Your additional comments and remarks:

Abuse of F. H. A. requirement that buyer must put up 20% of purchase price is too prevalent. Falsification of statements in mortgage loan application would be greatly reduced if applicants were required to take an oath. Through the proper channels, I would like to see this suggestion reach the authorities in the F. H. A.

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 mortgage institutions.