What percentage of habitable houses in the city are occupied? 97% What was the percentage in 1929? 95%; in 1933 70%

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.) The FHA plan is the best of all.

Banks 1 Building & Loan 4 Insurance Companies 2 Individuals 5 Mortgage Companies 3

From which of the above types of mortgagee do you receive the most satisfactory service? FHA Plan

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 F. M. A. loans, what is the minimum down-payment upon which you can effect this financing? 26%

Are individuals active in residential mortgage lending? Yes No X

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

What are the prevailing interest rates on good residential loans? 6% and 7% How do these compare with rates prevailing in 1928-29? 6, 7, and 8%

What are the usual amortization requirements for loans? 1% including interest How does this compare with 1928-29? Then 1%, plus interest

What commission rates and other costs are being charged to borrowers? 2% and 3% How does this compare with 1928-29? 3% to 5%

What unfavorable factors affecting residential real estate values exist in your city? The rapid increase in cost of materials.

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 favorable.

Your additional comments and remarks:

For thirty years my work has been subdividing residence property - over 50 subdivisions, all restricted, and am glad to say over two hundred million in value of homes have been built on these subdivisions.

There must be a building program in every tract of at least 10% in order for the same to be successful. The East Bay can build and sell 10,000 new homes in the next three years.

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.