from 10 to 16% greater, and that practically all loans are now upon a direct reduction basis.

Regardless of the variation in terms quoted by the institutions, the vast majority of residential loans are upon a basis of 60% or more of appraised value. Generally, amortization is based upon a 1% monthly direct reduction payment, which includes interest. Commission charges are the exception and rarely exceed 1% except in the case of small loans.

The banks, through their Clearing House association, have adopted a schedule of charges, which cover appraisal expenses and drawing of legal papers, as follows:

Up to $5,000.00 - $15.00
$5,000 to $10,000 - $20.00
$10,000 to $10,000 - $30.00
Above $10,000 - Add $1.00 for each

Upon construction
loans up to $5,000 - Add $10.00
$5,000 to $10,000 - Add $15.00

Similar charges to those made by the banks are usually made by other institutional lenders.

In the case of individual lending, the usual commission charge is 2%, with other loan costs of from $10 to $15 per thousand.

While the keen competition prevailing has had much to do with the better terms noted, the prime factor has been the activities of Federal agencies and laws. These include the Federal Housing Administration and the Banking Act of 1933. The pattern of lending has also been greatly influenced, both by the original terms made by the Home Owners' Loan Corporation and the terms upon which they are now selling their acquired properties.

C. Present Mortgage Activity and Relative Position in Mortgage Field

The figures in the following tabulation are taken from Forms 1 and 1-A:

<table>
<thead>
<tr>
<th>No.</th>
<th>Type of Inst.</th>
<th>Resources</th>
<th>No. of Loans</th>
<th>Amount Held</th>
<th>% of No. Made</th>
<th>Amount Made</th>
<th>% of Total Made</th>
<th>Available Money</th>
</tr>
</thead>
<tbody>
<tr>
<td>6</td>
<td>Bks. &amp; Tr. Cos.</td>
<td>$135,519,300</td>
<td>2507</td>
<td>$8,327,000</td>
<td>46.5</td>
<td>2540</td>
<td>$7,647,000</td>
<td>99.6</td>
</tr>
<tr>
<td>3</td>
<td>B. &amp; L. Ass'ns.</td>
<td>5,648,200</td>
<td>1809</td>
<td>2,472,100</td>
<td>15.8</td>
<td>1047</td>
<td>1,702,400</td>
<td>12.1</td>
</tr>
<tr>
<td>1</td>
<td>Mtge. Cos. &amp; Ot.</td>
<td>**</td>
<td>1086</td>
<td>5,501,000</td>
<td>21.2</td>
<td>254</td>
<td>1,195,200</td>
<td>9.2</td>
</tr>
<tr>
<td>7</td>
<td>Ins. Cos.</td>
<td>-</td>
<td>603</td>
<td>2,046,400</td>
<td>11.6</td>
<td>237</td>
<td>1,044,400</td>
<td>8.4</td>
</tr>
<tr>
<td>5</td>
<td>Outside Ins.</td>
<td>-</td>
<td>482</td>
<td>1,231,900</td>
<td>6.9</td>
<td>485</td>
<td>1,451,700</td>
<td>11.1</td>
</tr>
<tr>
<td>2</td>
<td>Insts. in Liq.</td>
<td>5,358,200</td>
<td>22</td>
<td>28,100</td>
<td>0.2</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>24</td>
<td>Totals</td>
<td>$146,525,700</td>
<td>6509</td>
<td>$17,907,500</td>
<td>100.0</td>
<td>4365</td>
<td>$13,058,700</td>
<td>100.0</td>
</tr>
</tbody>
</table>

* Includes residential loans made in 1936, 1937, and first seven months of 1938.
** The Calif. Veterans' Welfare Board is the only institution included in these figures.

Home Owners' Loan Corp. | 947 | $1,926,500
Individuals (Partly est.) | 4303 | $5,686,900

2207 | $4,618,300