Construction .................................. 40%
Purchase Money ................................ 30%
Refinancing (includes recasting) .......... 20%
 Miscellaneous ................................ 10%
Total ........................................... 100%
* Rehabilitation loans, contracts, and mortgages taken to facilitate sales of acquired properties, etc.

A review of the foregoing figures and other related facts leads to the following conclusions:

The demand for residential loans is increasing, and during the next year will probably result in more than 3,000 loans, aggregating in excess of $9,000,000.

There will probably be more construction loans and a decrease in the "miscellaneous" category.

E. Interest and/or Dividends Paid on Savings

Interest and dividend rates are as follows:

<table>
<thead>
<tr>
<th>Category</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Banks</td>
<td>½ to 2%</td>
</tr>
<tr>
<td>Building &amp; Loan Assoc.</td>
<td>3 to 4%</td>
</tr>
</tbody>
</table>

It is estimated that savings funds placed through brokers by individuals will net them around 5%.

F. Attitude of Public

The financial institutions of Sacramento did not suffer the loss of public confidence to anything like the degree that obtained in most communities, and full confidence in financial institutions has now been restored. Government insurance of deposits and shares have been potent factors in this restoration.

G. What Type of Institution Hereinbefore Enumerated Will Do the Major Mortgage Lending in the Community During the Next Five Years?

Due to a better coverage of prospects, a lower rate paid on savings funds, and an overhead which is materially lower, the banks will be able to offer more convenient facilities and better terms and will continue to do the major residential lending in Sacramento during the next five years.

H. Former Mortgage Lenders Who are Not Now Lending

The Equitable Life Assurance Society and the Pacific States Savings and Loan Company are the only institutional lenders who were ever active in this field that are not now seeking loans. What the policy of these institutions will be in the future is at present problematic.