INTERVIEW WITH MR. LESLIE W. HANSEN, Secretary
BAY VIEW FEDERAL SAVINGS & LOAN ASSOCIATION
San Francisco, California

"Referring to question 12, relative to amount available for mortgage lending, this will largely depend upon further advances which we may obtain from the HOLC and Federal Home Loan Bank. We recently adopted Charter K, which increases our borrowing limit with the bank. We feel that we will be able to take care of any normal demand for home financing.

"The Bay View Building and Loan Association, which was converted into this association, received its charter in 1889, and my father was on its first board, so I might be said to have grown up with the association.

"We consider the whole Bay Area as legitimate lending territory, but our lending is largely in nearby areas. Competition, particularly with the banks, is growing, and it is becoming more difficult to obtain sound loans, particularly so as the percentage of appraised value which will be loaned is becoming more and more the chief factor. Perhaps it might be more accurate to say that competition seems to be getting upon a basis of appraisal value. For instance, we know of a recent instance where the Federal Housing Administration appraised a property for $3,000 upon which the Federal Home Loan Bank appraiser placed a value of $2,100.

"Our appraisals are made by three of our directors, who are paid upon a fee basis, each one making an independent appraisal which takes into consideration age of the property, its location, and quality of construction. Currently, our loans are averaging around $2,200, and since the first of the year 11% of them have been for construction purposes, 29% for refinancing and 60% were purchase money and reconditioning. We have made no Federal Housing Administration Title II loans but may be forced to do so by reason of competition.

"During the depression years we were able to conduct our affairs in a fairly normal way. We did not require notice for withdrawals and did not take advantage of the Emergency Moratorium Law. The result is fairly depicted by the record set forth in the Questionnaire. We made some loans all during the depression period. We were very strict with higher percentage mortgagors but cooperative and forebearing with our more conservative borrowers.

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