1. Banks and Trust Companies.

Three banking institutions, namely, the American Trust Company, Bank of America, and San Francisco Bank, are the outstanding leaders in both mortgage-financing in general and residential lending. They are strongly competitive and their terms vary but little.

The American Trust Company's mortgage activity is predominantly in the residential field, and this is also true of the Bank of America. The San Francisco Bank, however, shows a slight majority of their mortgage funds to be in other types of loans. This will probably be increasingly so, as it is the expressed intention of the management to lend a major proportion of their funds on income properties. The Bank of America, on the other hand, leans very strongly to residential loans, and the indications are that they continue to do so.

It is interesting to know that these three banks accounted for 60,718, or 47% of the 129,604 mortgages filed in San Francisco since January 1st, 1929.

As stated in the previous section, three of the other four banks have no well-defined policy in regard to mortgage lending. One of them, the Bank of California, made but few if any mortgage-loans of any character prior to 1933, and it is not believed that any of the three will be leaders in the mortgage-loan field. The Crocker First National has a well-organized and efficient real estate loan department and is committed to a policy of active participation in the residential field, and while residential loans represent only 25% of its total mortgage loans, the indications are that this percentage will be increased materially in the course of time.

The banking institutions shown on Form l-A hold in their trust departments approximately $160,000,000 in fiduciary funds. Approximately $26,000,000 of these funds are invested in real estate. Through the courtesy of the officials of the Wells Fargo Bank and Union Trust Company, whose trust department has approximately $60,000,000 of trust funds, it was possible to make an inside survey of the general composition of these funds. As a result, it can be quite definitely stated that the amount of residential property and the total sum of residential mortgage loans in San Francisco held by all these fiduciary agencies is infinitesimal and has but little bearing upon residential real estate and lending. Conversations with officials of the other banks have in every case confirmed this opinion.