16. Is the steady pressure of "overhang" affecting the market? Explain ____________

   No

17. Is the public actively bidding at foreclosure sales today? ____________

   None

18. Are speculators buying real estate in appreciable volume? ____________

   No; What type of property are they buying? ____________

   None; Are they finding that it pays to buy run-down property and recondition it? ____________

   Yes

19. Is the general public buying in any real volume? ____________

   No; Are residential lots being purchased for future use in such volume? ____________

   No

20. What volume of business are brokers doing compared with peak? ____________

   Very slow... 25 - 50 %

21. Has the repair and painting "fever" hit your city yet? ____________

   Yes

22. Are contractors finding it necessary to advertise for building craftsmen? ____________

   No

23. Have building crafts wages advanced in last 12 months? ____________

   Yes; 10 %

24. What type of new residential units are needed in your area of operation, if any? ____________

   Five room residences selling for from $2500 to $4000; How many? 250-500

25. Can they be readily and satisfactorily financed? ____________

   Yes; If not, explain: ____________

26. Labor costs are now estimated at 100 % of 1928-29; material costs at 10-100 % of 1928-29

27. What unfavorable factors are affecting residential values and sales in your city? ____________

   Unstable mental conditions of prospective builders due to uncertainty of labor conditions and the future.

28. What shifts in population are occurring? Explain from where to where ____________

   None

29. What is your frank opinion of public confidence in Building & Loan Associations in your city? Is a distinction being made in favor of the Federal associations? ____________

   No; Confidence destroyed during 1929-1938. Federal insurance has renewed to some degree. Doubtful if enough deposits will be made to take care of loan demands.

30. If you had $25,000 of your own money, would you buy real estate at present in your city as a speculation? ____________

   If so, what type of property would you buy, and where? ____________

   (Yes-No)

   If I had $10,000, I would build on a program of at least 50 houses per year to sell complete for $5,000 to $5500.