16. Is the steady pressure of "overhang" affecting the market? Explain
   No, not materially. Pressure selling by organizations, completely liquidated, and
   damaging sales, completed prior to 1927.

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

18. Are speculators buying real estate in appreciable volume? Fair; What type of
   property are they buying? Homes, small business property; 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? Fair; Are residential lots
   being purchased for future use in much volume? Fair

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

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 %

24. What type of new residential units are needed in your area of operation, if any? Moderate
   price to $8,000 and reasonably priced $5500 and less with small down; How many? 750
   payment.

25. Can they be readily and satisfactorily financed? Yes; If not, explain:

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

27. What unfavorable factors are affecting residential values and sales in your city? High
   cost of production, basic cost $4.00 to $4.50 per square foot with costs at $3.25 per
   square foot. Building would revive, new developments would start.

28. What shifts in population are occurring? Explain from where to where From eastern and
   particularly midwestern states to California.

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?
   Confidence being rapidly restored. Major portion of our building program being financed
   by local building and loan organizations. I believe all of our local institutions
   Federal members.

30. If you had $25,000 of your own money, would you buy real estate at present in your city
   as a speculation? Yes-No; If so, what type of property would you buy, and where?
   (yes-no) Business property in the newly established residential areas where business zoning
   is provided.

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