16. Is the steady pressure of "overhang" affecting the market? Explain ____________________________
   Not appreciably.

17. Is the public actively bidding at foreclosure sales today? No ____________________________

18. Are speculators buying real estate in appreciable volume? No ___________; What type of
   property are they buying? They are not. ___________; Are they finding that
   it pays to buy run-down property and recondition it? Beginning to. ____________________________

19. Is the general public buying in any real volume? Only for use. ___________; Are residential lots
   being purchased for future use in such volume? Some. ____________________________

20. What volume of business are brokers doing compared with peak? _________________ 75 %

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

22. Are contractors finding it necessary to advertise for building craftsmen? Not now. ____________

23. Have building crafts wages advanced in last 12 months? Yes ___________; 10-30 %

24. What type of new residential units are needed in your area of operation, if any? ____________
   $2000 to 3500. ____________________________; How many? ______

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

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

27. What unfavorable factors are affecting residential values and sales in your city? ____________
   Lack of confidence in Government - high taxes - excessive cost - strikes - uncertainty -
   Communism.

28. What shifts in population are occurring? Explain from where to where ____________________________
   Coming in from Middle West.

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? ____________
   Mutual stands first.
   No material difference.
   There seems to be no particular lack of confidence.

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)

I sell property for use and income, not for speculation.