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

If by "overhang" you mean homes still under "pressure" sale as a result of the depression, we are mostly cleaned up on those here.

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

Haven't been many home foreclosures recently.

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

No; ________: What type of property are they buying? ________; Are they finding that it pays to buy run-down property and recondition it? ________: Not a market demand in this direction.

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

Mostly homes ________: Are residential lots being purchased for future use in such volume? Think not.

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

In homes, 80% ________

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

Moderately.

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

No. (Think the demand has been met ________

23. Have building craftsmen wages advanced in last 12 months? ________

Yes ________: How many?

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

Can use more single-family, duplexes, to sixteen unit apartments, but none of these in heavy volume ________

25. Can they be readily and satisfactorily financed? ________

Yes ________: If not, explain: Building & loans are full of money at 6%; some are refusing to take further deposits because of inability to lend, in competition to Government sponsored lending. Some are foolishly trying to meet it and, we fear, are heading for an unstable position in doing so ________

26. Labor costs are now estimated at 6 - 10% of 1928-29; material costs at ________ 0% of 1928-29 + substantially less than 1928-29, probably 6% to 10% ________

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

General uncertainty due to strikes, lack of payroll due to low prices for fruits (our main source of wealth) ________

28. What shifts in population are occurring? ________

Explain from where to where. Only thing noticeable ________

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

Yes ________: If so, what type of property would you buy, and where? ________

Or to be more specific, not so much for speculation perhaps as for solid protection ________

General uncertainty has led to much doubt as to what is safe, but as to a solid, safe investment, give me good real estate, carefully chosen, for productiveness, well-calculated trends of growth, etc. There seems to be no "speculative" market here ________