1. **Please identify your primary Fresno real estate activity. (Please select one)**

### Primary Fresno Real Estate Activity

Spring 2013

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- Professional - broker / sales
- Professional - appraiser
- Consumer - homeowner
- Lending
- None of the above. Please explain below.
- Professional - property management
- Professional - law
- Investing
- Entrepreneurial (Developing)
- Consumer - commercial property
- Consumer - agriculture property
- Professional - consultant
- Professional - architect
- Governing
- Consumer - industrial property
- Successor entrepreneurial
- Professional - civil engineer
2. Please identify your primary market affiliation.

Primary Market Affiliation
Spring 2013
n=168

- Single-family residential
- Agricultural
- Office
- Multi-family residential
- Land
- Industrial
- Retail
3 & 4. Please indicate your estimate of the current and 6 month projected cycle stages for the following Fresno real estate market segments.

Present and 6 Month Projected Cycle Stages
Spring 2013
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- Overall
- Agricultural
- Industrial
- Land
- Multi-family residential
- Office
- Retail
- Single-family residential

Decline | Mild Decline | Stable | Mild Growth | Growth

Overall: Stable | Mild Growth
Agricultural: Decline | Mild Decline | Stable
Industrial: Mild Decline
Land: Stable | Mild Growth
Multi-family residential: Stable | Mild Growth
Office: Mild Decline
Retail: Stable
Single-family residential: Decline | Mild Decline | Stable | Mild Growth | Growth
5 & 6. Please rate your current and 6 month projected sentiment levels for the following Fresno real estate market segments.

Present and 6 Month Projected Sentiment Indices
Spring 2013
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- Overall
- Agricultural
- Industrial
- Land
- Multi-family residential
- Office
- Retail
- Single-family residential

- Negative
- Mild Negative
- Neutral
- Mild Positive
- Positive

Present
6 Month Projection
7. Over the next 6 months, which Fresno real estate property type has the best investment potential?
8A. PLEASE INDICATE IF YOU LEASE OR OWN YOUR SPACE

Lease or Own Space
Spring 2013
n=168

- Single-family residential
- Retail
- Office
- Multi-family residential
- Land
- Industrial
- Agricultural

% Own
% Lease

0% 20% 40% 60% 80% 100% 120%
8B. Indicate if you plan to expand or contract your real estate space

Real Estate Space Usage Changes
Spring 2013
n=168

- Single-family residential
- Retail
- Office
- Multi-family residential
- Land
- Industrial
- Agricultural

% Expand
% Contract
% No Change
9. Over the next six months, what is your expectation for the change in single-family residential mortgage interest rates?

Expectation of Residential Mortgage Interest Rates n=168

- Increasing
- No Change
- Decreasing