16. Give down-payment and terms required on owned real estate sold: interest rate on unpaid balance; does payment required include amortization of taxes and insurance?

10% cash, balance 1% of original balance per month, payments including interest at 6%.

17. Describe most successful methods of disposing of real estate owned:

Recondition properties thoroughly in most cases, and sell direct or through brokers. Also advertise to some extent.

GENERAL OPERATIONS

18. Discuss loan servicing methods, including percentage of loans delinquent to total loans (define such delinquency):

Regular monthly notice with follow-up each 10 days until 30 days delinquent, then personal contact is made with borrower. Delinquency 30 days or more on interest and/or principal less than 1%.

19. General History of lending operations in this community since 1929:

No lending during low point of depression, refinanced a good many in 1935. Now are anxious to get good new loans.

20. Summarize the interview with the officer contacted:

"Agent's Notes"

The Interior Investment Company, Fresno correspondent for the Prudential Insurance Company, bears a good local reputation and makes loans only for this insurance company. Mr. Hargrave discussed the residential areas of the city and was in general agreement with areas as shown on the Security Map.

(See Interview continuing on additional page.)