**GENERAL OPERATIONS**

**PLEASE DISREGARD FHA TITLE II LOANS IN ANSWERING ITEMS 1, 2 AND 3 BELOW**

1. Loan charges on new, home loans:

<table>
<thead>
<tr>
<th>ANNUAL INTEREST RATES</th>
<th>PREVAILING INTEREST RATE</th>
<th>COMMISSION* OR SERVICE FEE</th>
<th>APPROX. TOTAL OF OTHER* LOAN CLOSING COSTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>5 &amp; 5 1/2%</td>
<td>5%</td>
<td>%</td>
<td>$</td>
</tr>
</tbody>
</table>

*If costs are different in case of construction loans, please explain:

All of our California loans are made through our loan correspondent, Beverly Hills Securities Company, 453 North Rodeo Drive, Beverly Hills. We do not have exact information as to total cost of the loan to the borrower.

2. Prevailing repayment plan for new home loans: (Answer only appropriate one)

a. If monthly payment plan:  

   
   MONTHLY PAYMENT INCLUDING INTEREST AT PREVAILING RATE
   
   $_________ per $1000 of loan

b. If other than monthly payment plan:

   
   INTEREST PERIOD PRINCIPAL PERIOD PRINCIPAL PAYMENT PER PERIOD LOAN PERIOD

   Quarterly  Quarterly  $_________  10 yrs

We are also making a sizeable number of monthly payment loans, mostly at 5%, for ten and fifteen years and a few for twenty years.

3. Appraisals on new, home loans:

a. Maximum percentage of appraisal loaned  

   60%  

b. What proportion of loans made past 12 months were within 10% of maximum  

   80%  

4. Prevailing terms offered on sales of home properties owned:

   DOWN PAYMENT CONSTRUCT CONTRACT  
   IF ON LAND  
   IF MTG. IS TAKEN  
   15%  

   ANNUAL INTEREST RATE  
   6%  

   MONTHLY PAYMENT PER $1000, INCLUDING INTEREST OR REPAYMENT REQUIRED ON BALANCE (QUARTERLY, SEMI-ANNUALLY, ETC.)  
   $_________  

   $10.00  

Beverly Hills Security Corp.