## 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>6%</td>
<td>6%</td>
<td>0%</td>
<td>$3000 to $50,000</td>
</tr>
</tbody>
</table>

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

### 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
  - **INTEREST PERIOD**
    - **Principal PERIOD**
    - **Principal PAYMENT PER PERIOD**
    - **Loan PERIOD**

**b. If other than monthly payment plan:**

**3. Appraisals on new home loans:**

**a. Maximum percentage of appraisal loaned**

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

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

- **Down payment**
- **Annual interest rate**
- **Monthly payment per $1000, including interest or repayment required on balance**

**Quarterly**

- **IF ON LAND CONTRACT**
- **IF MTG. IS TAKEN**

**2.3**

**6**