MORTGAGE COMPANIES AND OTHERS

Rush C. Hinsdale & Associates

530 West 6th Street, Los Angeles

6/14/39

GENERAL OPERATIONS

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

1. Loan charges on new, home loans: (See Explanation and Definition Sheet)

<table>
<thead>
<tr>
<th>ANNUAL INTEREST RATES</th>
<th>PREVAILING INTEREST RATE</th>
<th>COMMISSION*</th>
<th>APPROX. TOTAL OF OTHER*</th>
<th>LOAN CLOSING COSTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>5%</td>
<td>5%</td>
<td>1%</td>
<td>40.00</td>
<td></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 plan:

MONTHLY PAYMENT INCLUDING INTEREST AT PREVAILING RATE

$10.00 per $1000 of loan preferred

6.60 to 8.50% available

Will arrange quarterly & semi-annual payment loans to suit needs of borrower.

b. If other than monthly payment plan:

3. Appraisals on new, home loans:

a. Maximum percentage of appraisal loaned for own account: 60%

b. What proportion of loans made past 12 months were within 10% of maximum: 90%

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

<table>
<thead>
<tr>
<th>DOWN PAYMENT</th>
<th>ANNUAL INTEREST RATE</th>
<th>REPAYMENT REQUIRED ON BALANCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>%</td>
<td>%</td>
<td>(quarterly, semi-annually, etc.)</td>
</tr>
</tbody>
</table>

5. Please list the principal institutions (such as insurance companies, banks, Federal National Mortgage Association, etc.) for whom your company originates and makes loans, or to whom it sells and assigns home mortgages:

California Bank
California Trust Co.
So. Cal. Bldg. & Loan

Prudential Ins. Co.
Citizens Bank
Western Homes Federal Savings & Loan Assn.

6. Please estimate the percentage of dollar volume of home loans made since the beginning of 1937 which were sold to individuals: 10%

Please refer to attached form where space is provided for a tabulation of your mortgage and real estate operations.