Pulliam Mortgage Company

433 S. Spring St., Los Angeles, Calif.

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June 14, 1939

Paul E. Pulliam, Secy

(Mortgage Companies and Others)

General Operations

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

   Annual Interest Rates

   Prevailing Interest Rate

   Commission or Service Fee

   Approx. Total of Other*

   Loan Closing Costs

   Use $3000 Loan for Example

   Owners 4% 4%

   Builders 6% 2% $ 30.00

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

   (Term loans to owner occupants)

   (Temporary construction loans to speculative builders)

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

   a. If monthly plan:

   b. If other than monthly payment plan:

   Monthly Payment Including Interest at Prevailing Rate

   Interest Period Principal Period Principal Payment Loan Period

   Quarterly Quarterly 1 10 yrs

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:

   Ho sales since 1935

   Down payment

   Annual interest rate

   Monthly payment per $1000, including interest or

   Repayment required on balance (quarterly, semi-annually, etc.)

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:

   Business Men's Assurance Co., Kansas City, Mo.

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

   8% (8% to Life Ins. Co; 14% sold & collected)

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