MORTGAGE COMPANIES AND OTHERS

Pulliam Mortgage Company  
(Name of Institution)  
433 S. Spring St., Los Angeles, Calif.  
(Home Office address - City and State)

Paul E. Pulliam, Secy  
(Name of Officer - Title)  
June 14, 1939  
(Date)

( ) Check here if you would like to receive a statement of consolidated figures

GENERAL OPERATIONS

PLEASE DISREGARD FHA TITLE II 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</th>
<th>PREVAILING INTEREST RATE</th>
<th>COMMISSION* ON SERVICE FEE</th>
<th>APPROX. TOTAL OF OTHER* LOAN CLOSING COSTS USE $3000 LOAN FOR EXAMPLE</th>
</tr>
</thead>
<tbody>
<tr>
<td>* Owners 4½ %</td>
<td>4½ %</td>
<td>2</td>
<td>$ 30.00</td>
</tr>
<tr>
<td>** Builders 6%</td>
<td>6%</td>
<td>2</td>
<td></td>
</tr>
</tbody>
</table>

*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:

MONTHLY PAYMENT INCLUDING INTEREST AT PREVAILING RATE

$ per $1000 of loan

INTEREST PERIOD PRINCIPAL PERIOD PRINCIPAL PAYMENT PER PERIOD LOAN PERIOD

Quarterly Quarterly 1% 10 yrs

b. If other than monthly payment plan:

3. Appraisals on new home loans:

a. Maximum percentage of appraisal loaned

Owners: 60 %
Builders: 70 %

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

Owners: 60 %
Builders: 90 %

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

Sales since 1935

IF ON LAND IF MORTGAGE IS TAKEN

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: 60% (6% to Life Ins. Co; 14% held & collected)

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