MORTGAGE COMPANIES AND OTHERS

West Coast Bond and Mortgage Co., 
(Same of Institution) 
36 So., Los Robles Ave., Pasadena, Cal. 
(Same Office address - City and State)

R. D. Aston, Secretary 
(Same of Officer - Title) 
July 14, 1968 
(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 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>2%</td>
<td>$4.50</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

b. If other than monthly payment plan:

INTEREST PERIOD PRINCIPAL PERIOD PRINCIPAL PAYMENT PER PERIOD LOAN PERIOD

3. Appraisals on new, home loans:

a. Maximum percentage of appraisal loaned: 76%

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>IF ON LAND CONTRACT</th>
<th>IF MORTG. IS TAKEN</th>
</tr>
</thead>
<tbody>
<tr>
<td>Down payment</td>
<td></td>
</tr>
<tr>
<td></td>
<td>%</td>
</tr>
<tr>
<td>Annual interest rate</td>
<td>%</td>
</tr>
<tr>
<td>$10,00 per $1000, including interest</td>
<td>%</td>
</tr>
<tr>
<td>Repayment required on balance</td>
<td>%</td>
</tr>
</tbody>
</table>

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

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:

Miscellaneous

6. Please estimate the percentage of dollar volume of home loans made since the beginning of 1937 which were sold to individuals: 60%