INSURANCE COMPANIES (and other mortgage lending institutions not covered in Forms 4 and 5)

Aeolian Mutual Life Insurance Co.
(Name of Company)

Pacific Bond & Mortgage Co., Loan Correspondent
(Person Interviewed)

Manager

MORTGAGE ACTIVITY in Alameda County

1. Is the company lending on real estate? Yes

2. Ratio of loan to appraisal: 60

3. Is the appraisal cash market or liberal? Cash market

4. What rate (or rates) of interest is charged: 5 and 6%

5. What are the loan periods? 15, 20 and 25 years

6. Is a commission charged? No. If so, who pays it?

Give amount of commission, if any, and other loan costs to borrower:
Borrower pays 1% plus actual expense on construction loans; on other loans the borrower pays actual expenses only, the insurance company compensating the loan correspondent.

7. Amount of present mortgage account in this area:

   Residential loans: No. 82 Amount $ 262,100
   Other loans: No. 80 Amount $ 741,600


9. If so, to what extent in dollar volume?

Will the company make F.H.A. Title II loans up to the maximum 80% of appraised value?

Will loans be made for the maximum 20-year term?

10. Residential loans made in 1934 No Amount $ 48,500
     1935 No. 16 Amount $ 121,500
     1936 No. 28 Amount $ 51,500
     1st half 1937: No. 16 $ 61,800

11. What amount of total residential loans made in 1936 represented refinancing of mortgages formerly held by this company? $ 6,100

12. Does the company make direct reduction loans? None

Describe any other loan plans: None

Total loans made were 1935 - 23 - $ 161,800
1936 - 40 - 408,000
1st half 1937 - 20 - 172,000

Above figures are based upon 80% in number and 30% in amount being residential loans.

REAL ESTATE OWNED

13. Residential real estate owned: No. of Parcels 1 Book Value $ 11,500
     Other real estate owned: No. of Parcels 2 Book Value $ 70,000

14. Estimated additional residential real estate to be acquired in 1937: $ None

     Estimated additional other real estate to be acquired in 1937: $ None

15. Residential real estate sales 1935
     No. of Parcels 1 Value $ 5,000
     1st half 1937: None Value $ 0

     Other real estate sales 1935
     No. of Parcels None Value $ 0
     1936
     No. of Parcels 2 Value $ 66,000
     1st half 1937: 1 Value $ 51,000

(Over)