10. As of 12-31-36, what was the amount of accrued interest as a percentage of total local mortgage account? __%  Previous year? __% 

LOCAL REAL ESTATE ACTIVITY

11. LOCAL REAL ESTATE OWNED:  
   a. Total all properties owned - this city and suburbs ........ None $ 
   b. Total residential* properties owned - this city and suburbs None $ 

12. Estimate additional local residential* properties in this city and suburbs which probably will be acquired next 12 months by foreclosure or otherwise ......................... None $ 

13. Local residential* properties located in this city and suburbs which were sold during .......... (1935 None $ 1936 None $ 1937 (Months) None $ 

14. Usual terms of sale: 
   a. Down payment __%; b. Interest rate on balance __%; 
   c. Amortization required ___% per ____; d. Are taxes and insurance collected monthly? __%; e. What percentage of sales are made on purchase or land contracts? __%; f. What percentage of equity is required before deed is given? __%; g. What is the usual down payment on contract sales? __% 

15. To what extent are properties reconditioned after acquisition? None to recondition. 

16. What percentage of dwelling units are occupied? (Exclude those held open for sale) None 

17. Describe company's method of handling acquired real estate, explaining any particularly successful sales campaign. No requirements. 

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Agent's Note: When interviewed in connection with the Connecticut Mutual, Mr. Duirling, of Mason-McClaffie, said: "The company commenced operations in this territory in March, 1935, but their lending policy is not favorable for securing any volume of loans here. They will not accept monthly payments and will lend only up to 50% of appraised value. Their interest rates vary from 6% to 6%. The main bulk of the company's business is confined to large retail business property loans, and there is a very limited demand for this kind of financing. Under the circumstances, the company cannot be said to have really entered the local lending field. No residential loans have been made in San Francisco or other cities in Northern California."

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* Residential property is defined as a 1-4 family dwelling or a combination business property and dwelling for not more than four families.