16. Give down-payment and terms required on owned real estate sold: interest rate on unpaid balance; does payment required include amortization of taxes and insurance?

10% down payment. 5 year note amortized on 10 year basis.
6% interest.
Where down payment is less than 20%, condition sale contract is given.

17. Describe most successful methods of disposing of real estate owned:

Usually through brokers, but some have been sold direct.

GENERAL OPERATIONS

18. Discuss loan servicing methods, including percentage of loans delinquent to total loans (define such delinquency):

All F.H.A. loans are made and serviced through Caine and Company, who are paid a 1% brokerage and 1/2 annual service fee on diminishing balance. All other loans handled direct. Some delinquency through depression years, but all loans are current now.

19. General History of lending operations in this community since 1929:

Lending was suspended in 1932 and very few loans were made until last year when lending under F.H.A. Title II was begun.

20. Summarize the interview with the officer contacted:

"We are actively seeking F.H.A. loans in San Francisco, Alameda, and San Mateo Counties and will probably extend this operation to other northern California cities in the course of time. We are not particularly active in making residential loans direct, confining ourselves largely to farm and income property lending.

"Our requirements during the depression period included some parcels of residential lots, and we are disposing of these now as rapidly as possible. Otherwise, we are content to hold our acquired real estate for the time being."

If there is not sufficient space on this form to adequately cover any particular point, continue your remarks on an additional page, immediately following and key the same to this form.)