9. MORTGAGE ACCOUNT - include Title II:
   a. Total all mortgages owned by institution ........................................ 221  $ 565,000.00
   b. Total home* mortgages on properties located in this city and suburbs .......... 218  $ 530,000.00
   c. If any home* mortgages are owned elsewhere, please indicate approximate number amount
      None $ None

10. MORTGAGES MADE - include Title II:
   a. Total all mortgages made during ............................................. (1936) 15  $ 32,000.00
      (1937) 25  $ 60,000.00
      (1938 7 Months) 14  $ 57,000.00
   b. Total home* mortgages made in this city and suburbs during ............. (1936) 15  $ 32,000.00
      (1937) 25  $ 60,000.00
      (1938 7 Months) 14  $ 57,000.00
   c. If any home* mortgages were made elsewhere during 1935, 1936 and 1937, please indicate number and amount
      None $ None

11. Amount of home* mortgages recast in this city and suburbs during .......... (1936) 10  $ 24,000.00
      (1937) 8  $ 20,160.00
      (1938 7 Months) 13  $ 31,100.00
   a. Are these included in 10-b?  No (yes - no)

12. When does your fiscal year end?  Dec. 31st, 1938
   a. At close of last fiscal year what was the amount of accrued interest as a percentage of total mortgage account? .......... 10 %
   b. What was the percentage for the previous fiscal year? ........ 25 %

13. REAL ESTATE OWNED - excluding Office Building:
   a. Total all properties owned by institution ........................................ 91  $ 653,954.99
   b. Total home* properties owned in this city and suburbs ...................... 66  $ 214,920.43
   c. If any home* properties are owned elsewhere, please indicate approximate number and amount ........................................ 1  $ 2,000.00

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

15. Home* properties located in this city and suburbs which were sold during ...... (1936) 18  $ 41,432.28
      (1937) 18  $ 61,808.88
      (1938 7 Months) 9  $ 29,307.05

16. Usual terms of sale:
   a. Down payment 10 %; b. Interest rate on balance 6 1/2 %; c. Amortization required/1%
   d. Are taxes and insurance collected monthly?  Yes; e. What percentage of sales are made on purchase or land contracts? 90 %; f. What percentage of equity is required before deed is given? 40 %; g. Usual down payment on contracts? 10 %

17. To what extent are properties reconditioned after acquisition?  Minimum for rental prop-

18. What percentage of dwelling units are occupied?  (Exclude those held open for sale. 1 house
   vacant

19. What has been your most successful method of disposing of acquired real estate?
   Sale through real estate broker.

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