10. As of 12-31-57, what was the amount of accrued interest as a percentage of total local mortgage account? $; Previous year? $.

**LOCAL REAL ESTATE ACTIVITY**

<table>
<thead>
<tr>
<th>Local Real Estate Owned: (as of 7-31-58) in Sacramento County</th>
<th>Number of Parcels</th>
<th>Book Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. Total all properties owned - this city and suburbs ..........</td>
<td>9</td>
<td>$2,020,160.00</td>
</tr>
<tr>
<td>b. Total residential* properties owned - this city and suburbs</td>
<td>None</td>
<td>$</td>
</tr>
</tbody>
</table>

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 1936-1939: 1777. None $.

14. Usual terms of sale: a. Down payment 20%; b. Interest rate on balance 6%; c. Amortization required 10% per year; d. Are taxes and insurance collected monthly? No $; e. What percentage of sales are made on purchase or land contracts? 80%; f. What percentage of sales price is required before deed is given? 40%; g. What is the usual down payment on contract sales? 20%.

15. To what extent are properties reconditioned after acquisition? Depending upon market activity at time of repossession. None.

16. What percentage of dwelling units are occupied? (Exclude those held open for sale) 99.9%

17. Describe company's method of handling acquired real estate, explaining any particularly successful sales campaign.

Have foreclosed but one residence property in Sacramento County since 1931; it found ready sale directly after repossession.

Commercial properties acquired by us are reconditioned and built up as to income before being placed on the market whereupon listings are given to local realtors.

* Including Home Office Building - Book Value, $1,780,410.61

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