10. As of 12-31-67, 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: (as of 7-31-68)

   **Number of Parcels**  **Book Value**
   
   **Sacramento County**
   
   a. Total all properties owned this city and suburbs .......... 9 $2,620,189.60
   b. Total residential properties owned this city and suburbs None $ -

12. Estimate additional local residential properties in this city and suburbs which 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 ........ 1968 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 purchase 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.**

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

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 1951; 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 whereas listings are given to local realtors.**

   *Including Home Office Building - Book Value, $1,789,410.61*

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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.