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

NUMBER OF PARCELS

BOOK VALUE

LOCAL REAL ESTATE OWNED:

a. Total property owned - this city and suburbs, ...... 8 $ 27,108.78
b. Total residential properties owned - this city and suburbs ...... 8 $ 27,108.78

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 (1936)
   city and suburbs which were sold during (1937)
   (1938) 7 Months

   2 $ 6,850
   2 $ 14,320.86
   2 $ 6,494.44

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

15. To what extent are properties reconditioned after acquisition? Fully to meet need of situation.

16. What percentage of dwelling units are occupied? (Exclude those held open for sale) 100 %

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

    To have an agent whose office is sufficiently large to give reasonable coverage and
    maximum outlets.

    In Sacramento our loan delinquencies climbed to approximately 15% during 1933-34,
    but for the most part, they worked out satisfactorily and at present are less than 5%. We
    have found that servicing by personal interview is the most satisfactory method. Regular
    contacts are made with any delinquent borrower.

Agent's Note: For interview and information not given above, see San Francisco Survey Report.

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