10. As of 12-31-36, what was the amount of accrued interest as a percentage of total local mortgage account? _%.

11. LOCAL REAL ESTATE ACTIVITY in Sacramento County

<table>
<thead>
<tr>
<th>NUMBER OF PARCELS</th>
<th>BOOK VALUE</th>
</tr>
</thead>
<tbody>
<tr>
<td>2</td>
<td>$8,500.00</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.

13. Local residential properties located in this city and suburbs which were sold during

   (1937) 5
   (1937) 2

14. Usual terms of sale:
   a. Down payment _%.
   b. Interest rate on balance _%.
   c. Amortization required _% per annum.
   d. Are taxes and insurance collected monthly? _No_.
   e. What percentage of sales are made on purchase or land contracts? _None_.
   f. What percentage of equity is required before deed is given? _3_.
   g. What is the usual down payment on contract sales? _%.

15. To what extent are properties reconditioned after acquisition? _Completely_.

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

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

Agent's Note: Up to October 11, 1937, mortgage loan activities of the Prudential in California were handled through correspondents. Upon the date mentioned, the company established agencies in San Francisco and Los Angeles to handle its mortgage loan business.

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