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

11. LOCAL REAL ESTATE ACTIVITY

<table>
<thead>
<tr>
<th>NUMBER OF PARCELS</th>
<th>BOOK VALUE</th>
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   a. Total all properties owned - this city and suburbs .......... 3 $354,000
   b. Total residential* properties owned - this city and suburbs None $-

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

   (1935) None $-
   (1935) (7 Months) None $-


   c. Amortization required ___% per ___%; d. Are taxes and insurance collected monthly? ___%

   e. What percentage of sales are made on purchase or land contracts? ___%

   f. What percentage of equity is required before deed is given? ___%

   g. What is the usual down payment on contract sales? ___%

15. To what extent are properties reconditioned after acquisition?

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

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

   Agent's Note: For information not covered on this form, see Appendix Page 144-A in

   San Francisco Survey Report.