10. Amount of residential mortgages on properties in this city and suburbs recast in 1936 and months of 1937...

11. 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

12. LOCAL REAL ESTATE OWNED OR MANAGED FOR OTHERS:

   a. Total all properties - this city and suburbs...

   b. Total residential properties - this city and suburbs...

13. Estimate additional local residential properties in this city and suburbs which probably will be acquired next 12 mo. by foreclosure or otherwise...

14. Local residential properties in this city & suburbs which were sold during 1936...

15. Usual terms of sale: a. Down payment %; 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 %; f. What percentage of equity is required before deed is given? 33-1/3%; g. What is the usual down payment on contract sales? 10%

16. To what extent are properties reconditioned after acquisition? Thoroughly before being offered for sale.

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

18. Describe company's method of handling acquired real estate, explaining any particularly successful sales campaign List for sale with selected brokers.

19. Please list the principal institutions for whom your company acts as a correspondent:

   None

Agent's Note: This concern had an exceedingly stormy time during the depression, and was at one time in the hands of a creditors' committee for liquidation (see Los Angeles Survey Report). It is reported that its affairs have steadily improved and that it is now on a sound basis and is again a "going" concern.

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