10. Amount of residential mortgages on properties in this city and suburbs recast in 1939 and 7 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:
   NO. OF PARCELS  BOOK VALUE
   NO. OF PARCELS  BOOK VALUE
   a. Total all properties - this city and suburbs $-
   b. Total residential properties - this city and suburbs None $-
   c. Total residential properties in this city and suburbs which probably will be acquired next 12 mo. by foreclosure or otherwise $-
   d. Local residential properties in this city & suburbs which were sold during (7 Months) 1937 $- 

13. Estimate additional local residential properties in this city and suburbs which probably will be acquired next 12 mo. by foreclosure or otherwise ...
   NO. PARCELS $-

14. Local residential properties in this city & suburbs which were sold during (7 Months) 1937 $-

15. Usual terms of sale: a. Down payment 30 & 10 %; b. Interest rate on balance 6 to 7 %;
   c. Amortization required 1% per mo. max. d. Are taxes and insurance collected monthly? No - %; e. What percentage of sales are made on purchase or land contract? 30 %; f. What percentage of equity is required before deed is given? 40 %; g. What is the usual down payment on contract sales? 10 to 15 %

16. To what extent are properties reconditioned after acquisition? Varies according to client's judgment.

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

18. Describe company's method of handling acquired real estate, explaining any particularly successful sales campaign Through salesman, advertising, etc.

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

Agent's Note: Sales listed under #14 are total residential sales of this concern. Sales of acquired properties are not segregated but are handled as a listing.

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