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? __% 

12. LOCAL REAL ESTATE ACTIVITY
   NO. OF PARCELS BOOK VALUE
   MANAGED FOR OTHERS
   NO. OF PARCELS BOOK VALUE

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

   b. Total residential* properties - this city and suburbs .......... None $ ________ but very few

13. Estimate additional local residential properties in this city and suburbs which probably will be acquired next 12 mos. by foreclosure or otherwise .......... None $ ________

14. Local residential* properties in this city & suburbs which were sold during ...... (7 Months) 1937/8 None $ ________

15. Usual terms of sale: a. Down payment 10 %; b. Interest rate on balance to 7 %; c. Amortization required _______ % per _________; 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? 26 %; g. What is the usual down payment on contract sales? 10% minimum

16. To what extent are properties reconditioned after acquisition? Various - according to clients' wishes. Usually put in salable or rental condition.

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 campaigns. Usual brokers' methods - advertising and personal solicitation.

* Most clients treat property acquired for debt as purchases for income and hold on this basis. Such properties are not segregated on our records.

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

** Acquired properties treated same as others that are listed with us for sale by clients. These figures represent total sales of listed properties.

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