10. Amount of residential* mortgages on properties in this city and suburbs recast in 1936 and 7 months of 1937

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<tr>
<th>NUMBER</th>
<th>AMOUNT</th>
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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:

<table>
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<tr>
<th>NO. OF PARCELS</th>
<th>BOOK VALUE</th>
<th>NO. OF PARCELS</th>
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a. Total all properties - this city and suburbs

- $ -

b. Total residential* properties - this city and suburbs

None $ -

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

None $ -

14. Local residential* properties in 1936 in this city & suburbs which were sold during 7 Months 1937

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<th>BOOK VALUE</th>
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- $ -

1,661,300

1,402,000

947,700

15. Usual terms of sale: a. Down payment %; b. Interest rate on balance %;

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?

16. To what extent are properties reconditioned after acquisition? No fixed rule, usually decided by client. Think a reasonable amount of reconditioning pays.

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 Newspaper advertising.

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

Agent's Note: The figures given under 14 constitutes the total sales of residential properties made by this concern. They do not keep a segregated account of properties sold to satisfy a lien, but treat them as an ordinary listing by their client. Mr. Callaway, Jr. stated, however, that the amount of properties acquired by their clients was very small.

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