9. MORTGAGE ACCOUNT - include Title II:
   a. Total all mortgages owned by institution .......................... 221 $ 565,000.00
   b. Total home* mortgages on properties located in this city and suburbs .......................... 218 $ 530,000.00
   c. If any home* mortgages are owned elsewhere, please indicate approximate number amount ................ None $ None

10. MORTGAGES MADE - include Title II:
    a. Total all mortgages made during ............ (1936) 13 $ 32,000.00
        (1937) 23 $ 52,800.00
        (1938) 7 Months) 14 $ 57,000.00
    b. Total home* mortgages made in this city and suburbs during .......................... (1936) 13 $ 32,000.00
        (1937) 23 $ 52,800.00
        (1938) 7 Months) 11 $ 25,000.00
    c. If any home* mortgages were made elsewhere during 1935, 1936 and 1937, please
       indicate number and amount, .......................... (1936) 7 Months) " $ -

11. Amount of home* mortgages recast in this city and suburbs during ......... (1936) 10 $ 24,000.00
    (1937) 8 $ 20,150.00
    (1938) 7 Months) 13 $ 31,000.00

   a. Are these included in 10-b? No

12. When does your fiscal year end? Dec. 31st, 1838
    a. At close of last fiscal year what was the amount of accrued interest as a percentage of total mortgage account?........... 10 %
    b. What was the percentage for the previous fiscal year?..... 25 %

REAL ESTATE ACTIVITY

13. REAL ESTATE OWNED - excluding Office Building:
    a. Total all properties owned by institution .......................... 91 $ 536,954.99
    b. Total home* properties owned in this city and suburbs .......................... 63 $ 216,820.43
    c. If any home* properties are owned elsewhere, please indicate approximate number and amount .......................... 1 $ 2,000.00

14. Estimate additional home* properties in this city and suburbs which will probably be acquired next 12 months by foreclosure or otherwise .......................... None $ -

15. Home* properties located in this city and suburbs which were sold during .......................... (1936) 12 $ 41,482.28
        (1937) 18 $ 61,808.88
        (1938) 7 Months) 9 $ 29,387.05

16. Usual terms of sale:
    7.2 Minimum
    a. Down payment 10 %; b. Interest rate on balance 66%; c. Amortization required/ 1 % including interest per Mo.; d. Are taxes and insurance collected monthly? Yes ; e. What percentage of sales are made on purchase or land contracts? 90 %; f. What percentage of equity is required before deed is given? 40 %; g. Usual down payment on contracts? 10 %

17. To what extent are properties reconditioned after acquisition? Minimum for rental properties; quite thoroughly when placed on market for sale.

18. What percentage of dwelling units are occupied? (Exclude those held open for sale) 1 house

19. What has been your most successful method of disposing of acquired real estate? Sale through real estate broker.

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