Are mortgage loans made directly through company's own agency or a correspondent?  

**Correspondent**

Western Service Corporation  
43 Sutter St., San Francisco, California

Wilbur F. Warner  
Vice President

* A wholly-owned subsidiary of the Metropolitan Life Insurance Co.

**LOCAL MORTGAGE ACTIVITY in Sacramento County**

Approximate amount available

1. Is company actively lending on local real estate?  
   *Yes* ; for this community $  

2. Local lending terms for loans other than FHA:  
<table>
<thead>
<tr>
<th>PERCENT OF LOAN TO APPRAISAL</th>
<th>INTEREST RATE</th>
<th>PERIOD</th>
<th>FREQUENCY OF REQUIRED PAYMENT</th>
<th>AMORTIZATION REQUIREMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Usual</td>
<td>60% to 65%</td>
<td>5</td>
<td>20 yrs.</td>
<td>Monthly: $6.60 per $1,000.</td>
</tr>
<tr>
<td>Other</td>
<td>60% to 65%</td>
<td>5 1/2</td>
<td>15 to 20 yrs.</td>
<td>Monthly, quarterly, semi-annually: 6%</td>
</tr>
<tr>
<td>Other</td>
<td>60% to 65%</td>
<td>6</td>
<td>15 to 20 yrs.</td>
<td>Monthly, quarterly, semi-annually: 6%</td>
</tr>
</tbody>
</table>

b. What commission is charged?  
   *None* ; c. Exclusive of "2-b," what are "other loan costs" to borrower on a $5,000 loan?  
   *$50. or less* d. Are direct reduction loans made?  
   *Yes*

3. What are major differences between the lending terms and policies of today and 1929 with respect to the items in question "2"?  
   Higher percent of appraisal - Longer amortization period - Lower interest rate - Lower cost to borrower.

4. FHA Loans:  
   a. Are Title II loans being made  
      *No* ; Amount to date ... - $ -  
   b. Are Title II loans being purchased?  
      -  ; Amount to date ... - $ -  
   c. For what maximum percentage of appraisal?  
      - %; d. For what maximum period?  

5. LOCAL MORTGAGE ACCOUNT - include Title II:  
   a. Total all mortgages on properties located in this city & suburbs - $ -  
   b. Total residential* mortgages - this city and suburbs ........... 62 $ 275,000

6. LOCAL MORTGAGES MADE OR PURCHASED - include Title II:  
   a. Total all mortgages made or purchased on properties located in this city and suburbs ... (1936 - 1937 7 Months) - $ -  
   b. Total residential* mortgages made or purchased in this city and suburbs ... (1936 - 1937 7 Months) - $ -  
   c. Total residential* mortgages purchased since 1-1-36 - $ -  

7. Total residential* mortgages purchased in question "7" included in "6-b"?  
   *None*

8. Amount of residential* mortgages on properties in this city and suburbs recast in 1936 and 12 months of 1937 ...........  
   *None*