io. 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

<table>
<thead>
<tr>
<th>NUMBER</th>
<th>LOCAL REAL ESTATE OWNED:</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>OF PARCELS</td>
</tr>
<tr>
<td>a. Total all properties owned - this city and suburbs ......</td>
<td>g ______ $</td>
</tr>
<tr>
<td>b. Total residential* properties owned- this city and suburbs</td>
<td>None</td>
</tr>
</tbody>
</table>

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

13. Local residential* properties located in this city and suburbs which were sold during 1935 ______ Non< $ ^
   1936 UpM $ ^
   1937 ______ Non< $ ^
   1938 ( 7 Months) ______ Non< $ ^

   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? _____ %

15. To what extent are properties reconditioned after acquisition? _____________ ^_^-

16. What percentage of dwelling units are occupied? (Exclude those open or for sale) %

17. Describe company's method of handling acquired real estate, explaining any particularly successful sales campaign. ____________________________________________________________________________________

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