10. Amount of residential* mortgages on properties in this
   city and suburbs recast in 1937 and 7 months of 1938
   Number  Amount
   None  $None

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>
<thead>
<tr>
<th>NO. OF PARCELS</th>
<th>BOOK VALUE</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. Total repossessed properties - this city and suburbs</td>
<td>4</td>
</tr>
<tr>
<td>b. Total residential* properties - this city and suburbs</td>
<td>3</td>
</tr>
</tbody>
</table>

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 this city and suburbs which were sold during (7 Months) 1938

<table>
<thead>
<tr>
<th>NO. OF PARCELS</th>
<th>BOOK VALUE</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. Total repossessed properties - this city and suburbs</td>
<td>44</td>
</tr>
<tr>
<td>b. Total residential* properties - this city and suburbs</td>
<td>5</td>
</tr>
</tbody>
</table>

    c. Amortization required % per term. 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? 100 %
    g. What is the usual down payment on contract sales? 10%

16. To what extent are properties reconditioned after acquisition? Thoroughly - All structural defects and termite or fungus infestation are corrected and preventive measures taken against recurrence of 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 campaign Newspaper advertising - following leads obtained from inquiries - Demand for homes in this area has always exceeded the supply. The attractiveness of our purchase contract has made simple any problems of re-sale.

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

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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.