10. Amount of residential* mortgages on properties in this city and suburbs recast in 1937 and __months of 1937 .......... No record $

11. As of 12-31-37, 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>OWNED</th>
<th>MANAGED FOR OTHERS</th>
</tr>
</thead>
<tbody>
<tr>
<td>NO. OF PARCELS</td>
<td>BOOK VALUE</td>
</tr>
<tr>
<td>a. Total all properties - this city and suburbs .....................</td>
<td>$</td>
</tr>
<tr>
<td>b. Total residential* properties - this city and suburbs .............</td>
<td>Repossessed properties</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) **See below $ 240,000

15. Usual terms of sale: a. Down payment 10 %; b. Interest rate on balance 6 to 7 %; c. Amortization required 1 % per month; d. Are taxes and insurance collected monthly? No %; e. What percentage of sales are made on purchase or land contracts? 100 %; f. What percentage of equity is required before deed is given 25% to 40%; g. What is the usual down payment on contract sales? 10%

16. To what extent are properties reconditioned after acquisition? Depends on whether desires to sell or hold and rent, also varies with different clients.

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 We handle acquired properties in exactly the same manner as other real estate listed with us or for which we act as property managers.

19. Please list the principal institutions for whom your company acts as a correspondent: **We have only sold one piece of property that was taken over by a client to satisfy a lien. However, we did sell repossessed properties owned by building and loan associations and banks and vacant lots taken over by the City of Sacramento for street work. These properties would run about as follows: 1936 - 22 for about $33,000; 1937 - 13 for about $21,000; 1938 (7 mos.) - 7 for about $12,500.

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