10. Amount of residential* mortgages on properties in this city and suburbs recast in 1937 and 7 months of 1938

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>
<th>NO. OF PARCELS</th>
<th>BOOK VALUE</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. Total all properties - this city and suburbs .................</td>
<td>$ -</td>
<td>$ -</td>
<td>$ -</td>
</tr>
<tr>
<td>b. Total residential* properties - this city and suburbs ...........</td>
<td>None $ -</td>
<td>None $ -</td>
<td></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 $ - None $ -

14. Local residential* properties in this city & suburbs which were sold during .... (7 Months) 1938) $ 1,651,300

15. Usual terms of sale: a. Down payment %; b. Interest rate on balance %;

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?

16. To what extent are properties reconditioned after acquisition? No fixed rule, usually decided by client. Think a reasonable amount of reconditioning pays.

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.

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

Agent's Note: The figures given under 14 constitutes the total sales of residential properties made by this concern. They do not keep a segregated account of properties sold to satisfy a lien, but treat them as an ordinary listing by their client. Mr. Gallaway. Jr. stated, however, that the amount of properties acquired by their clients was very small.

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