FIRST NATIONAL TRUST & SAVINGS BANK  
(San Diego, California)

E. J. LAVERTY  
(Officer Interviewed)

MORTGAGE ACTIVITY

1. Is the institution lending on residential real estate? Yes

2. Amount available for such loans: Ample funds for acceptable applications

3. Maximum percentage of appraisal loaned: 65%

4. Is the appraisal cash market or liberal? reproduction value

5. What are loan periods? 1-20 yrs. Amortization Plan monthly mostly monthly

Quarterly Semi-annual Annual

6. Rate (or rates) of interest charged: 5% to 6%

7. Are FHA loans being made? Yes
   Title I: $201,000
   Title II: $53,975

8. Will the institution lend the maximum 80% of appraised value? no

Will loans be made for the maximum loan period of 20 years? yes

9. Is a commission charged? no If so, who pays it?

Give amount of commission and other loan costs to borrower:

Appraisal fee $2,50 on straight loan; $150 on building loan. Also cost of title policy and recording charges

10. Residential loans made in

<table>
<thead>
<tr>
<th>Year</th>
<th>No.</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1954</td>
<td>280</td>
<td>$750,000</td>
</tr>
<tr>
<td>1955</td>
<td>280</td>
<td>$1,050,000</td>
</tr>
<tr>
<td>1956</td>
<td>246</td>
<td>$744,000</td>
</tr>
</tbody>
</table>

Other mortgage loans made in

<table>
<thead>
<tr>
<th>Year</th>
<th>No.</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1954</td>
<td>20</td>
<td>$320,000</td>
</tr>
<tr>
<td>1955</td>
<td>20</td>
<td>$320,000</td>
</tr>
<tr>
<td>1956</td>
<td>10</td>
<td>$100,000</td>
</tr>
</tbody>
</table>

11. Total residential mortgages held by institution: No. 1,042 Amount $3,267,168

Total other real estate mts. held by institution: No. 68 Amt. $1,083,000

12. What amount of the total residential loans made in 1955 represented refinancing of mortgages formerly held by this institution? $377,500

REAL ESTATE OWNED

13. Amount of residential real estate owned: Parcels 71 Book Value $441,893

Amount of other real estate owned: Parcels 75 Book Value $586,361

14. Potential residential real estate owned during next year: $2,266 (1)

Other potential real estate owned during next year: none

15. Residential real estate sold during 1955: Parcels 52 Value $157,861.14

<table>
<thead>
<tr>
<th>Year</th>
<th>No.</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>1955</td>
<td>52</td>
<td>$157,861.14</td>
</tr>
<tr>
<td>1956</td>
<td>30</td>
<td>$112,614.12</td>
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</table>

Other real estate sold during

<table>
<thead>
<tr>
<th>Year</th>
<th>Parcels</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>1955</td>
<td>22</td>
<td>$68,582.94</td>
</tr>
<tr>
<td>1956</td>
<td>22</td>
<td>$47,480.17</td>
</tr>
</tbody>
</table>

16. Terms of sale including down payment required, amortization of balance, interest rate and if amortization includes allowance for taxes and insurance: Varied from small down payments upwards and mostly on monthly amortized basis. Interest 5% to 6%.

(Over)