16. (Question on reverse side of page.,)

Having no acquired real estate, Mr. Gleason was not familiar with current terms of sale.

FEDERAL AFFILIATIONS

17. Does the institution have:  
   a. Federal Reserve System membership?  Yes  
   b. Federal Home Loan Bank membership?  No 
   c. Deposit Insurance by FDIC?  No 

18. Is the institution making use of credit facilities available through Federal affiliations?  No 

19. Extent of borrowings or advances:  

20. Attitude toward Federal program:  
   Company did a substantial business with the Home Owners' Loan Corporation when the latter was making loans, and enjoyed working with the local HOLC management.

GENERAL OPERATIONS

21. Discuss collection methods including percentage of loans delinquent and define such delinquency:  
   Statement sent on due date. Loans using the assets of the Title C company, made in 1934 and after, were very conservative and therefore no delinquency re: problems have arisen.

22. Growth in deposits during the last twelve months:  

23. General History of operations since 1929:  

   See question #24.

24. Summarize the interview with officer contacted:  
   (See separate instructions)

   Mr. Gleason, Vice-President Southern Title Company, said that he was interested only in placing surplus assets of the Company in very conservative loans, and therefore was not troubled with competition.

   He is interested when he has some money to invest for the Company in getting loans from $2,000. to $5,000., few of which are as high as 60% loans. He makes his own appraisal for all the loans up to $7,500.00.

   Mr. Gleason believes the real estate situation in San Diego is wholesome, and that the encouraging activities now apparent should continue for a number of years. He believes that there is almost no vacancy in single family houses, and that the "undoubling" process is still going on. Consequently he believes that new building will not get ahead of the demand for new houses.

   His Company's title and escrow business has improved greatly in recent months, which he believes reflects the activity in real estate market generally.

   When asked about San Diego's Ad Valorem improvement district program, Mr. Gleason stated that determined efforts now are being made locally to solve the problem satisfactorily.

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(If there is not sufficient space on this form to adequately cover any particular point, continue your remarks on an additional page, immediately following and key the same to this form.)