FEDERAL AFFILIATIONS

17. Does the institution have:
   a. Federal Reserve System membership? ..............................................
   b. Federal Home Loan Bank membership? ...........................................
   c. Deposit Insurance by FDIC? .........................................................

18. Is the institution making use of credit facilities available through Federal affiliations?

19. Extent of borrowings or advances: $ .............................................

20. Attitude toward Federal program:
    
    Hard to compete with Federal Savings and Loan Associations and
    Federal Housing Administration

GENERAL OPERATIONS

21. Discuss collection methods including percentage of loans delinquent and define such delinquency:

22. Growth in deposits during the last twelve months: $ ..........................
    Annual interest rate paid on savings and time deposits: ..........................

23. General History of operations since 1929:

    In 1929 owned and serviced between three and four million dollars in real estate
    loans. Since that time a good many loans have been paid out or refinanced thru
    Home Owners' Loan Corporation and Federal Housing Administration. Having difficulty
    at present getting loans in volume. Before the depression Mr. Haskell used to
    discount trust deeds for speculative builders. Considerable property was acquired in
    this way. However, he believes it is sound business and is beginning to do it again.

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

   Mr. Haskell, President of Need-Haskell Company still has a considerable
   amount of owned real estate although a good many loans previously serviced were
   refinanced by the Home Owners' Loan Corporation. He is not pressing the sale
   of his acquired real estate having but one property on the market at present.
   Using this parcel as an illustration of real estate recovery, Mr. Haskell stated
   he offered it in 1935 for $2750 and is now holding it at $3750 (including $500
   spent on reconditioning) and he has had offers very close to his asking price.

   He thinks houses from $3000 to $3000 in uniform districts shrank to about
   56% of their 1929 value and have now recovered to 75% of such former figure.

   He believes that the present rapid building-rate has not yet reached
   the point where it adversely affects the sale of improved property because
   increasing building costs tend to draw attention to good, fairly modern,
   improved properties.

   For new houses ranging from $6000 to $8000 the most active districts
   are Mesa Portal and Talmadge Park. Mr. Haskell believes that Crown Point
   in Pacific Beach will be one of the best residential districts at such time
   as the present Mattoon indebtedness is removed.

   727

   530

('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.)