INSURANCE COMPANIES (and other mortgage lending institutions not covered in Forms 4 and 5)

JOHN HANNOCK MUTUAL LIFE INSURANCE COMPANY  Hartford, Connecticut

(Name of Company)  (Home Office Address)

DONALD C. BURSHAM  Loan Correspondent
John Bursham and Company  1044 Fourth Avenue, San Diego, California
(Person Interviewed)  (Title)

MORTGAGE ACTIVITY

1. Is the company lending on real estate?  Yes

2. Ratio of loan to appraisal:  60

3. Is the appraisal cash market or liberal?  Liberal

4. What rate (or rates) of interest is charged:  4 1/2 to 5 1/2

5. What are the loan periods?  3 to 10 years

6. Is a commission charged?  Yes  If so, who pays it?  Borrower

Give amount of commission, if any, and other loan costs to borrower:
The cost of the borrower for commission will not exceed an average of 3/4 of 1% a year for the term of the loan, and of course we expect the borrower to pay title costs.

7. Amount of present mortgage account in this area:

- All Maximum loans: No. 102  Amount $ 500,000.00 approximately
- Other loans: No. 6  Amount $ 250,000
- One loan with Penn Mutual

8. Is the company making F.H.A. loans?  No

9. If so, to what extent in dollar volume?  $ 0

Will the company make F.H.A. Title II loans up to the maximum 80% of appraised value?  No

Will loans be made for the maximum 20-year term?

10. Residential loans made in 1934: No. None  Amount $ -
    1935: No. None  Amount $ 0
    1936: No. 1  Amount $ 3500.00

11. What amount of total residential loans made in 1935 represented refinancing of mortgages formerly held by this company?  $

12. Does the company make direct reduction loans?  Yes

Describe any other loan plans:

REAL ESTATE OWNED:

Residential real estate owned: No. of Parcels 6  Book Value $ 50,250.00
Other real estate owned: No. of Parcels None  Book Value $ -

14. Estimated additional residential real estate to be acquired in 1936:

Estimated additional real estate to be acquired in 1936 cannot estimate

15. Residential real estate sales 1935: No. of Parcels None  Value $ -
    1936: No. of Parcels 1  Value $ 3750.00

Other real estate sales 1935: No. of Parcels None  Value $ -
    1936: No. of Parcels None  Value $ -

(Over)