16. Give down-payment and terms required on owned real estate sold; interest rate on unpaid balance; does payment required include amortization of taxes and insurance?

15% to 20% minimum. Balance 1½ per month, including interest at 6% per annum, not including taxes and insurance.

17. Describe most successful methods of disposing of real estate owned:

Correspondent is also Real Estate Broker and disposes of most of the Metropolitan Real Estate himself, but cooperates with other brokers who submit offers.

GENERAL OPERATIONS

18. Discuss loan servicing methods, including percentage of loans delinquent to total loans (define such delinquency):

Notices mailed 10 days before due date, followed by second notice if not paid; then personal call if necessary. Present delinquency estimated at 10%, including delinquency on interest and/or principal.

19. General History of lending operations in this community since 1929:

Correspondent has taken over Metropolitan business in San Diego in 1936, and is not familiar with its previous history here. However, he stated that he believed the Metropolitan had not been active in making new loans here in the last three or four years.

(See following page)

20. Summarize the interview with the officer contacted:

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.)