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?

Have only sold one property in recent years as shown above, for which no down payment was required. Was sold on a contract with monthly amortizing payments.

Loan payments do not include taxes and insurance.

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

Have had little experience thus far in disposing of real estate.

GENERAL OPERATIONS

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

Loan servicing has presented no problems to the Correspondent as loaning for New World was started only in March of 1936. Only one loan is delinquent in principal at the present time, all others are entirely current.

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

New World Life Insurance Company made some loans previous to 1932 in the San Diego area, but have made no new loans since that time until 1936.

20. Summarize the interview with the officer contacted:

When asked about competition for loans, Miss Crawford stated that she was anticipating little trouble because she is correspondent for an outside building and loan, as well as the New World Life Insurance Co. However, where limited to a maximum loan of 66-2/3% of the appraisal, as in the case of the insurance company, the greatest competition is with the Prudential Life Insurance Company. She feels that the Prudential appraisals are quite liberal. Where the loan application is for an amount larger than 60%, given good security, the loan could be made for the building and loan.

The Insurance Company demands loans on improved properties not over 10 years old in uniform restricted areas, such as Mission Hills, Presidio Hill, Loma Portal and parts of Point Loma. They will not make loans South of the main business district of San Diego, or in Logan Heights. The most desired loans are from $4000.00 to $6000.00, with virtually none over $7500. Correspondent is soliciting loans through newspaper advertising and letters.

Concerning valuation shrinkage during depression years, Correspondent did not feel qualified to speak about the different classes of improved property. However, on the basis of actual cases, she worked out the following figures for rentable residential lots in subdivisions with utilities:

(See following page)

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