WELLS FARGO BANK & UNION TRUST CO.  
(Name of Institution)  

D. R. Stivers  
(Officer Interviewed)  

ASSISTANT CASHIER  
(Address)  

San Francisco, Calif.  

(Title)  

MORTGAGE ACTIVITY in San Francisco  

1. Is the institution lending on residential real estate?  
Yes  

2. Amount available for such loans:  
No fixed amount  

3. Maximum percentage of appraisal loaned:  
60%  

4. Is the appraisal cash market or liberal?  
Market  

5. What are loan periods?  
Quarterly  
Semi-annual  
Annual  

6. Rate (or rates) of interest charged:  
5 - 5 1/2 - 6%  

7. Are FHA loans being made?  
Yes  Title I: $130,438  Title II: $None  

8. Will the institution lend the maximum 80% of appraised value?  
No  

9. Will loans be made for the maximum loan period of 20 years?  
No  

10. Residential loans made in  
1934: No. 167 Amount $650,180  
1935: No. 150 Amount $605,850  
1936: No. 135 Amount $779,500  
First 3 mos. 1937: No. 36 Amount $144,207  
Other mortgage loans made in  
1934: No. 41 Amount $2,654,780  
1935: No. 75 Amount $2,487,350  
1936: No. 61 Amount $3,113,000  
First 3 mos. 1937: No. 16 Amount $689,800  

11. What amount of the total residential loans made in 1936 represented refinancing of mortgages formerly held by this institution?  
$624,896  

12. Total residential mortgages held by institution: No. 455 Amount $1,819,860  
Total other real estate mortgages held by institution: No. 226 Amount $7,133,900  

REAL ESTATE OWNED in San Francisco  

13. Amount of residential real estate owned:  
Parcels 14 Book Value $90,000  
Amount of other real estate owned:  
Parcels 31 Book Value $1,637,600  

14. Potential residential real estate owned during 1936:  
Unable to estimate  
Other potential real estate owned during 1936:  

15. Residential real estate sold during  
1935: Parcels 6 Value $61,000  
1936: Parcels 3 Value $45,600  
First 3 mos. 1937: None  
Other real estate sold during  
1935: Parcels 1 Value $13,100  
1936: Parcels 1 Value $13,100  
First 3 mos. 1937: None  

16. Terms of sale including down payment required, amortization of balance, interest rate and if amortization includes allowance for taxes and insurance:  
Properties were sold for cash. No uniform terms of sale. Aim to procure at least 10% down and the balance in small monthly installments, plus interest at 6% per annum on declining balances. The amortization does not include taxes and insurance, which is handled by the purchaser for his own account.