10. As of 12-31-36, what was the amount of accrued interest as a percentage of total local mortgage account? .0048%; Previous year .00101%.

LOCAL REAL ESTATE ACTIVITY - San Francisco County

11. LOCAL REAL ESTATE OWNED:
   a. Total all properties owned - this city and suburbs
   b. Total residential* properties owned - this city and suburbs

12. Estimate additional local residential* properties in this city and suburbs which probably will be acquired next 12 months by foreclosure or otherwise.

13. Local residential* properties located in this city and suburbs which were sold during
   (1935)
   (1936)
   (1937 (___ Months))

14. Usual terms of sale: a. Down payment ___%; b. Interest rate on balance ___%; c. Amortization required ___% per ___; d. Are taxes and insurance collected monthly? ___%; e. What percentage of sales are made on purchase or land contracts? ___%; f. What percentage of equity is required before deed is given? ___%; g. What is the usual down payment on contract sales? ___%.

15. To what extent are properties reconditioned after acquisition?

16. What percentage of dwelling units are occupied? (Exclude those held open for sale) ___%.

17. Describe company's method of handling acquired real estate, explaining any particularly successful sales campaign. All acquired real estate is immediately transferred to the Capital Company, our liquidating affiliate.

Agent's Note: This company is a wholly owned subsidiary of the Transamerica Corporation.

The county records over the past eight years reveal the following filings by this company:

<table>
<thead>
<tr>
<th>Year</th>
<th>Number</th>
<th>Amount</th>
<th>Releases</th>
<th>Number</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1935</td>
<td>5</td>
<td>$104,800</td>
<td>1</td>
<td>1</td>
<td>$6,950</td>
</tr>
<tr>
<td>1936</td>
<td>18</td>
<td>175,100</td>
<td></td>
<td>2</td>
<td>6,950</td>
</tr>
<tr>
<td>1937</td>
<td>1</td>
<td>8,600</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Residential property is defined as a 1-4 family dwelling or a combination business property and dwelling for not more than four families.