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

West Coast Life Insurance Co.
(Name of Company)

605 Market St., San Francisco, California
(Home Office Address)

Raymond F. Gill
(Person Interviewed)

Vice President
(Title)

MORTGAGE ACTIVITY in San Francisco

1. Is the company lending on real estate? Yes

2. Ratio of loan to appraisal: 60%

3. Is the appraisal cash market or liberal? Cash Market

4. What rate (or rates) of interest is charged: On residential loans, 6 to 7%

5. What are the loan periods? 5 years

6. Is a commission charged? No. If so, who pays it? Give amount of commission, if any, and other loan costs to borrower:

Only actual expenses charged.

7. Amount of present mortgage account in this area:
   Residential loans: No. 81 Amount $ 308,900
   Other loans: No. 40 Amount $ 1,275,677

8. Is the company making F.H.A. loans? Yes

9. If so, to what extent in dollar volume? $ 262,500
   Will the company make F.H.A. Title II loans up to the maximum 80% of appraised value? Yes.
   Will loans be made for the maximum 20-year term? Yes.

10. Residential loans made in 1934: No. 3 Amount $ 17,899
    1935: No. 6 Amount $ 58,477
    1936: No. 4 Amount $ 17,979
    1st 3 mos. 1937: No. 69 Amount $ 241,600

11. What amount of total residential loans made in 1936 represented refinancing of mortgages formerly held by this company? $ None

12. Does the company make direct reduction loans? Residential Yes
    Describe any other loan plans: None for residential.

REAL ESTATE OWNED in San Francisco

13. Residential real estate owned: No. of Parcels 1 Book Value $ 3,800
    Other real estate owned: No. of Parcels 8 Book Value $ 340,000

14. Estimated additional residential real estate to be acquired in 1937: $ None
    Estimated additional other real estate to be acquired in 1937 $ None

15. Residential real estate sales 1935: No. of Parcels None Value $ None
    1936: No. of Parcels None Value $ None
    Other real estate sales 1935: No. of Parcels 1 Value $ 3,600
    1936: No. of Parcels 1 Value $ 48,250
    1937: $ 4,300

(Over)