18. Describe most successful methods of disposing of real estate owned:
Through brokers exclusively and then supply them with sales aids.

FEDERAL AFFILIATIONS

19. Federal Home Loan Bank Membership? Since Federalized?
   Date By conversion or new association?

20. If the institution converted and/or insured its shares, on what basis were the assets segregated?

21. Is the association making use of credit facilities available through Federal affiliations?

22. If so, give amount of present borrowing or advances from FHLB. $

23. Is the association making use of credit facilities available through Federal affiliations?

22. If so, give amount of present borrowing or advances from FHLB. $

24. Give collection methods, including percentage of loans delinquent to total loans (define such delinquency):

25. Discuss withdrawal situation from 1929 to the present:

26. Total amount of new deposits and/or share investments during 1935: $

27. What methods are used to obtain new money?

28. Last dividend: (Date) (Rate per annum)

29. In your opinion is this institution in a position to meet legitimate demands upon it for the financing of home ownership?

30. General History of operations since 1929:

31. Summarize the interview with the officer contacted: See following pages.

Agent's Note: The above questionnaire should be read in conjunction with that of the Bank of America, W. E. & S. A.
In an effort to arrive at the number of one to four-family dwellings owned, the following interesting break-down of the property holdings of this company in San Francisco was noted:

- 19 residences, apartments, flats and hotels - $385,000
- 36 commercial properties - $874,400
- 69 parcels vacant lots - $646,000

It was stated that a number of pieces of commercial property owned were being held for future bank sites. A drive is now being made to sell off the vacant lots, and to accomplish this a commission of 10% is being offered brokers. This is a state-wide organization, and speaking of it from that standpoint, it was said that its only inventory problem now was in its holding of vacant lots.

(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.)