10. Total residential* mortgages on properties in this city and suburbs purchased since 1-1-36
   Number: None  Amount: $ -

11. Total residential* mortgages on properties in this city and suburbs sold since 1-1-36
   Number: None  Amount: $ -

12. Does ques. "9-b" include mortgages in ques. "10"? Yes

13. Amount of residential* mortgages on properties in this city and suburbs recast in 1936
   and months of 1937
   Not available.

14. At close of last fiscal year, what was the amount of accrued interest as a percentage of total mortgage account? Not available.

15. REAL ESTATE OWNED - excluding Office Building:
   a. Total all properties owned by institution
      Number: 2  Amount: $ 60,000
   b. Total residential* properties owned in this city and suburbs
      Number: None  Amount: $ -
   c. If any residential* properties are owned elsewhere, please indicate approximate number and amount
      See San Francisco Report.

16. Estimate additional residential* properties in this city and suburbs which will probably be acquired next 12
    months by foreclosure or otherwise
    Number: None  Amount: $ -

17. Residential* properties located in this city and suburbs which were sold during (1935), (1936), (1937 8 Months)
    Number: 3  Amount: $ 15,500
    Number: 4  Amount: $ 22,400
    Number: None  Amount: $ -

18. Usual terms of sale: a. Down payment 15 to 20%; b. Interest rate on balance 6.5%;
    c. Amortization required 10% per year; d. Are taxes and insurance collected monthly? No;
    e. What percentage of sales are made on purchase or land contracts? None%;
    f. What percentage of equity is required before deed is given 15-20%;
    g. What is the usual down payment on contract sales? - %

19. To what extent are properties reconditioned after acquisition? Sell "as is".

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

21. What has been your most successful method of disposing of acquired real estate?
    Sale through brokers under supervision of Head Office Real Estate Department.

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