10. Total residential* mortgages on properties in this city and suburbs purchased since 1-1-36

11. Total residential* mortgages on properties in this city and suburbs sold since 1-1-36

12. Does ques. "a-b" include mortgages in ques."10"? ___ "11"?

13. Amount of residential* mortgages on properties in this city and suburbs recast in 1936 and _ months of 1937

14. At close of last fiscal year, what was the amount of accrued interest as a percentage of total mortgage account? 1.91%

15. REAL ESTATE OWNED - excluding Office Building:

   a. Total all properties owned by institution
   b. Total residential* properties owned in this city and suburbs
   c. If any residential* properties are owned elsewhere, please indicate approximate number and amount

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

17. Residential* properties located in this city and suburbs which were sold during (1935) (1936) (1937 _ months)

18. Usual terms of sale: a. Down payment
   b. Interest rate on balance
   c. Amortization required
   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?

19. To what extent are properties reconditioned after acquisition?

   As much as necessary for sale or operation.

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? Listing with real estate agents.

   __________________________________________________________
   __________________________________________________________
   __________________________________________________________
   __________________________________________________________
   __________________________________________________________
   __________________________________________________________

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