9. MORTGAGE ACCOUNT - include Title II:

a. Total all mortgages owned by institution .......................................................... 2142 $ 6,369,331
b. Total home* mortgages on properties located in this city and suburbs .................. 105 $ 142,640
c. If any home* mortgages are owned elsewhere, please indicate approximate number amount .......................................................... 2005 $ 3,765,981

10. MORTGAGES MADE - include Title II:

a. Total all mortgages made during .......................................................... 1935 146 $ 246,363 1936 429 $ 1,691,232 1937 225 $ 730,439
b. Total home* mortgages made in this city and suburbs during .............................. 1935 16 $ 41,698 1936 81 $ 103,140 1937 17 $ 39,887
c. If any home* mortgages were made elsewhere during 1935, 1936 and 1937, please indicate number and amount .......................................................... 1935 130 $ 246,363 1936 396 $ 1,688,092 1937 206 $ 680,762

11. Amount of home* mortgages recast in this city and suburbs during .......................... 1935 1 $ 1,580 1936 10 $ 22,747 1937 1 $ 2,400

12. When does your fiscal year end? __Dec. 31st__

a. At close of last fiscal year what was the amount of accrued interest as a percentage of total mortgage account? __No record__ %
b. What was the percentage for the previous fiscal year? __No record__ %

REAL ESTATE ACTIVITY

13. REAL ESTATE OWNED - excluding Office Building:

a. Total all properties owned by institution .......................................................... 87 $ 876,662
b. Total home* properties owned in this city and suburbs ..................................... None $ None
c. If any home* properties are owned elsewhere, please indicate approximate number and amount .......................................................... 48 $ 149,794

14. Estimate additional home* properties in this city and suburbs which will probably be acquired next 12 months by foreclosure or otherwise .......................................................... None $ None

15. Home* properties located in this city and suburbs which were sold during .................. 1935 $ 6 1936 $ 10 1937 8 Months $ None

16. Usual terms of sale:

a. Down payment 20 %; b. Interest rate on balance 7.2 %; c. Amortization required 10 % per year; d. Are taxes and insurance collected monthly? Some; e. What percentage of sales are made on purchase or land contracts? 75 %; f. What percentage of equity is required before deed is given? 20 %; g. Usual down payment on contracts? 10 %

17. To what extent are properties reconditioned after acquisition? __See interview__

18. What percentage of dwelling units are occupied? (Exclude those held open for sale) 100 %

19. What has been your most successful method of disposing of acquired real estate?

Direct sales and through brokers.

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