9. MORTGAGE ACCOUNT - include Title II:
   a. Total all mortgages owned by institution
      ____________ 1178 $ 2,488,008.24
   b. Total home* mortgages on properties
      located in this city and suburbs
      ____________ 1098 $ 2,654,000.00
   c. If any home* mortgages are owned elsewhere,
      please indicate approximate number and amount
      ____________ 87 $ 148,760.00

10. MORTGAGES MADE - include Title II:
    a. Total all mortgages made during
       (1935 1936 1937 (8 Months)
       ____________ 107 $ 487,647.48
       ____________ 469 $ 1,180,944.21
       ____________ 318 $ 858,322.63
    b. Total home* mortgages made in this
       city and suburbs during
       (1935 1936 1937 (8 Months)
       ____________ 190 $ 475,772.48
       ____________ 486 $ 1,076,904.21
       ____________ 506 $ 812,172.53
    c. If any home* mortgages were made else-
       where during 1935, 1936 and 1937,
       please indicate number and amount
       (1935 1936 1937 (8 Months)
       ____________ 5 $ 4,850.00
       ____________ 12 $ 60,410.00
       ____________ 12 $ 26,450.00

11. Amount of home* mortgages recast in this
    city and suburbs during
    (1935 1936 1937 (8 Months)
    ____________ 33 $ 50,260.00
    ____________ 16 $ 74,836.25
    ____________ 18 $ 44,560.60

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? .37 % (37/100)
    b. What was the percentage for the previous fiscal year? .3 % (3/10)

REAL ESTATE ACTIVITY

13. REAL ESTATE OWNED - excluding Office Building:
    a. Total all properties owned by institution
       ____________ 21 $ 72,001.62
    b. Total home* properties owned in this city and suburbs
       ____________ 15 $ 56,499.41
    c. If any home* properties are owned elsewhere,
       please indicate approximate number and amount
       None $ 0

14. Estimate additional home* properties in this city
    and suburbs which will probably be acquired
    next 12 months by foreclosure or otherwise
    ____________ 6 $ 18,000.00

15. Home* properties located in this city and suburbs
    which were sold during
    (1935 1936 1937 (8 Months)
    ____________ 14 $ 42,517.78
    ____________ 88 $ 84,031.86
    ____________ 10 $ 81,976.02

16. Usual terms of sale:
    a. Down payment 50 %; b. Interest rate on balance 6%; c. Amortization required 8%
    per year; d. Are taxes and insurance collected monthly? No; e. What percentage
    of sales are made on purchase or land contracts? 50 %; 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? Quite thoroughly.

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?
   Listing with selected local brokers after reconditioning.

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