16. Give down-payment and terms required on owned real estate sold; interest rate on unpaid balance; does payment required include amortization of taxes and insurance?

17. Describe most successful methods of disposing of real estate owned:

GENERAL OPERATIONS

18. Discuss loan servicing methods, including percentage of loans delinquent to total loans (define such delinquency):

19. General History of lending operations in this community since 1929:

20. Summarize the interview with the officer contacted:

For interview and information not given above, see San Francisco Survey Report.

(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.)