DECLASSIFIED

**REAL ESTATE ACTIVITY**

11. Total residential* mortgages on properties in this city and suburbs purchased since 1-1-38 .......................... $ 11.

12. Does ques. "q-b" include mortgages in ques."10"? _____ ; "11"? _____

13. Amount of residential* mortgages on properties in this city and suburbs sold since 1-1-38 .......................... $ 12.

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

15. REAL ESTATE OWNED - excluding Office Building:
   a. Total all properties owned by institution .......................... $ 15.
   b. Total residential* properties owned in this city and suburbs 8 $ 32,000
   c. If any residential* properties are owned elsewhere, please indicate approximate number and amount .......................... $ 16.

16. Estimate additional residential* properties in this city and suburbs which will probably be acquired next 12 months by foreclosure or otherwise .......................... $ 5,000

17. Residential* properties located in this city and suburbs which were sold during (1937) .......................... $ 17.
   (1937) 9 Months

18. Usual terms of sale: a. Down payment 10%; b. Interest rate on balance 6%;
   c. Amortization required 1% per month; 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? 10%; g. What is the usual down payment on contract sales? 20% 18.

19. To what extent are properties reconditioned after acquisition?

**REAL ESTATE ACTIVITY**

20. What percentage of dwelling units are occupied? (Exclude those held open for sale) 19.

21. What has been your most successful method of disposing of acquired real estate? Through brokers, but no exclusive listings.

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