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

   None  

   $  

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

   None  

   $  

12. Does ques. "a-b" include mortgages in ques."10"?  
No  

13. Amount of residential* mortgages on properties in this
city and suburbs recast in 1938 and 9 months of 1938  

   54  

   $ 64,188.53  

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

   %  

   What was the percentage for the previous fiscal year?  

   %  

REAL ESTATE ACTIVITY  

15. REAL ESTATE OWNED - excluding Office Building:  

   NO. OF PARCELS  BOOK VALUE  

   a. Total all properties owned by institution 45  

   $ 506,969.91  

   b. Total residential* properties owned in this city and suburbs 5  

   $ 14,493.45  

   c. If any residential* properties are owned elsewhere, 
please indicate approximate number and amount  

   None  

   $  

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  

   (1938)  

   8  

   $ 28,705.00  

   (1937)  

   4  

   $ 11,902.75  

   (1937) 9 Months  

   1  

   $ 3,100.00  

18. Usual terms of sale:  

   a. Down payment 10%  

   b. Interest rate on balance 6%  

   c. Amortization required 2% per mo.  

   d. Are taxes and insurance collected 
monthly? on due/ 

   e. What percentage of sales are made on purchase or land 
contracts? 68%  

   f. What percentage of equity is required before deed is 
given? 40%  

   g. What is the usual down payment on contract sales? 5-10%  

19. To what extent are properties reconditioned after acquisition?  

   Reconditioned sufficiently to place in salable condition.  

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?  

   Real Estate Dept. of bank cooperating with Realty Board Members. Also direct advertising.  

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