9. MORTGAGE ACCOUNT - include Title II:
   a. Total all mortgages owned by institution ___________ 913 $ 1,819,608.67
   b. Total home* mortgages on properties located in this city and suburbs ___________ 395 $ 637,155.00
   c. If any home* mortgages are owned elsewhere, please indicate approximate number amount ___________ 447 $ 873,626.00

10. MORTGAGES MADE - include Title II:
    a. Total all mortgages made during ___________ (193/6) 174 $ 382,260.00
       (193/7) 219 $ 599,612.00
       (193/8) 205 $ 499,189.00
    b. Total home* mortgages made in this city and suburbs during ___________ (193/6) 106 $ 135,991.00
       (193/7) 93 $ 194,281.00
       (193/8) 72 $ 796,897.00
    c. If any home* mortgages were made elsewhere during 193/6, 193/7 and 193/8 please indicate number and amount ___________ (193/6) 56 $ 153,500.00
       (193/7) 112 $ 310,898.00
       (193/8) 118 $ 290,474.00

11. Amount of home* mortgages recast in this city and suburbs during ___________ (193/6) 12 $ 22,180.00
       (193/7) 7 $ 11,250.00
       (193/8) 5 $ 10,400.00

   a. Are these included in io-b? ___________ Yea
      (yes - no)

12. When does your fiscal year end? Dec. 31
   a. At close of last fiscal year what was the amount of accrued interest as a percentage of total mortgage account? ___________ 3
   b. What was the percentage for the previous fiscal year? ___________ 3

REAL ESTATE ACTIVITY

13. REAL ESTATE OWNED - excluding Office Building:
    a. Total all properties owned by institution ___________ 47 $ 244,529.07
    b. Total home* properties owned in this city and suburbs ___________ 9 $ 38,942.08
    c. If any home* properties are owned elsewhere, please indicate approximate number and amount ___________ 25 $ 94,246.26

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 ___________ (193/6) 82 $ 151,521.13
    (193/7) 62 $ 170,303.46
    (193/8) 18 $ 66,439.47

16. Usual terms of sale:
    a. Down payment 10 %; b. Interest rate on balance 7 %; c. Amortization required per ___________ ; d. Are taxes and insurance collected monthly? ___________ ; e. What percentage of sales are made on purchase or land contracts? ___________ ; 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? To make them salable.

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?

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