10. As of 12-31-36, what was the amount of accrued interest as a percentage of total local mortgage account? ___%; Previous year? ___%

LOCAL REAL ESTATE ACTIVITY

11. LOCAL REAL ESTATE OWNED:

   a. Total all properties owned - this city and suburbs
   b. Total residential* properties owned - this city and suburbs

12. Estimate additional local residential* properties in this city and suburbs which probably will be acquired next 12 months by foreclosure or otherwise

   None

13. Local residential* properties located in this city and suburbs which were sold during

   (1935)
   (1936)

   Minimum

14. Usual terms of sale:
   a. Down payment 15%;
   b. Interest rate on balance _____%
   c. Amortization required 1% per month
   d. Are taxes and insurance collected including int. and prin.
   e. What percentage of sales are made on purchase or land contracts? 80%
   f. What percentage of equity is required before deed is given? 35%
   g. What is the usual down payment on contract sales? 20%

15. To what extent are properties reconditioned after acquisition? All properties are reconditioned fully and put in first-class condition unless we determine to sell a property "as is."

16. What percentage of dwelling units are occupied? (Exclude those held open for sale) 100%

17. Describe company's method of handling acquired real estate, explaining any particularly successful sales campaign. The method we use is as follows: When we acquire a real estate holding we make a careful survey of it to determine the best method of disposition. If it seems advisable not to do any reconditioning work but to sell the property "as is," we handle the property in that manner. If, as in the majority of cases, we determine it is the best judgment to recondition thoroughly, we take steps to accomplish this. We then prepare a list of properties for sale in which we set up Type of Improvement, Lot Sizes, Taxes, etc., and submit this list to all active brokers. We pay the Board rate. Often times we grant an exclusive listing where that policy appears to be the effective step to take.

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