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

13. Local residential* properties located in this city and suburbs which were sold during
   (1936)
   (1937) (9 Months)

14. Usual terms of sale: a. Down payment __ %; b. Interest rate on balance __ %; c. Amortization required __ % per annum; 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? __ %; g. What is the usual down payment on contract sales? __ %

15. To what extent are properties reconditioned after acquisition? Complainly

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

17. Describe company's method of handling acquired real estate, explaining any particularly successful sales campaign.

   The two properties now owned were acquired in the past two months and are now being reconditioned. Prior to these acquirements we owned no residential properties in Stockton, having sold our last holding in 1936.

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