

Full Name of Applicant Firm: _____

1. Please enter the approximate percentage of gross firm billings for each of the following that describes your real estate practice for the last 12 months. **The total must equal 100%.**
- | | |
|---|---------|
| a. Residential Title searches, rendering of title opinions and other title work | _____ % |
| b. Commercial Title searches, rendering of title opinions and other title work | _____ % |
| c. Residential Closings – representation of borrowers/buyers | _____ % |
| d. Commercial Closings – representation of borrowers/buyers | _____ % |
| e. Residential Closings – representation of lenders | _____ % |
| f. Commercial Closings – representation of lenders | _____ % |
| g. Residential Closings – representation of sellers | _____ % |
| h. Commercial Closings – representation of sellers | _____ % |
| i. Residential Land Use, Zoning | _____ % |
| j. Commercial Land Use, Zoning | _____ % |
| k. Eminent Domain | _____ % |
| l. Other (Please specify) _____ | _____ % |

2. Please complete the following for transactions during the last 12 months:

| Durin the last 12 months | Residential | Commercial |
|--|-------------|------------|
| a. Number of transactions: | | |
| b. Average size/value per transaction: | | |
| c. Largest size/value transaction: | | |
| d. Number of title searches: | | |
| e. Number of title opinions: | | |

3. How many of the commercial real estate transactions indicated above are characterized as relating to syndications, limited partnerships or real estate trusts? _____
4. With respect to title searches indicated above, does the firm utilize the services of outside entities? Yes No
If yes, please provide proof insurance from the subcontracted sources.
5. Do you make use of engagement letters when doing title opinions or title searches, specifying who your client is and what services you are performing for that client? Yes No
6. Does the Firm or any member of the Firm have an interest in a Title Agency?
If "YES", please provide proof of coverage. Yes No
7. Does the Firm refer clients to other firms or entities regarding real estate matters?
If "YES", please provide a narrative including detail regarding referral compensation. Yes No
8. With regard to your real estate clients, does the Firm or any member of the Firm:
- | | | |
|---|------------------------------|-----------------------------|
| a. Have a business relationship other than the rendering of legal services? | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| b. Have the authority to disburse funds for any of the real estate clients? | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| c. Accept a percentage of the dollar value of a transaction in lieu of legal fees? | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| d. Provide services to clients involved in subprime lending or loans to subprime borrowers? | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
9. Does the Firm's legal services in connection with a property transfer or leasing transaction include documented procedures to review and address issues such as :
- | | | |
|--|------------------------------|-----------------------------|
| a. Whether the type of business in question creates, may have created or otherwise involves environmental issues and concerns? | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| b. Whether any real or personal property owned or leased now, or property to be procured is or is likely to be contaminated by hazardous matters (e.g., asbestos, lead, etc.)? | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
- If you answered "YES" to a or b please complete an Environmental Supplement.*

Signature of Officer or Partner of Firm

Print name of Officer or Partner

Date