

**REAL ESTATE PRACTICE SUPPLEMENT**

**PLEASE COMPLETE THE FOLLOWING:**

**REAL ESTATE PRACTICE BREAKDOWN**

	Previous 12 Months
1. What percent of your real estate practice receipts for the current year and preceding year have come from the following areas:	
a. Purchase and Sale..... Residential Property	_____ %
..... Commercial	_____ %
e.g., transactional work performed on behalf of buyers or sellers including negotiations and drafting of earnest money contracts (purchase agreements), option agreements, deeds and other closing documents, representation at closing and other related activities.	
b. Land Use/Development.....	_____ %
e.g., representation of landowners, developers and others in zoning, subdivision, planned unit developments, wetlands and other development and land use processes before federal, state and I or local governmental units.	
c. Mortgages, Contracts for Deeds and Foreclosure.....	_____ %
e.g., representation of lenders or borrowers in purchase money financing, refinancing or other real estate secured lending, including negotiation of loan documents, foreclosure of mortgages or trustee's sales under deeds of trust and other exercises of remedies in the event of a default or breach under the financing documents.	
d. Landlord/Tenant.....	_____ %
e.g., representation of either landlords or tenants in the drafting and negotiation of lease terms, representation in litigation brought to challenge or enforce the lease, evict the tenant or collect amounts owing.	
e. Construction Work and Mechanics' Liens.....	_____ %
e.g., representation of developers, contractors, lenders and land owners in connection with the construction of improvements upon real estate and claims (such as mechanics' liens) arising out of construction of such improvements.	
f. Real Estate Tax Abatement/Property Valuation.....	_____ %
e.g., representation of property owners before county agencies and courts in proceedings to contest property valuations and obtain abatements or refunds of assessed real estate taxes.	
g. Condominiums, Cooperatives, and Town Houses (including Conversions).....	_____ %
e.g., representation of developers, homeowners' associations, cooperative boards of directors, or individual in the issues arising out of the common ownership and common rights of such schemes of property ownership.	
h. Loan Workouts.....	_____ %
e.g., representation of lenders, borrowers, or federal or state regulatory agencies (such as the Resolution Trust Corporation or a state superintendent or banking) in connection with the restructuring of real estate secured loans that are in default.	
i. Other (Please describe) _____	
	Total (Must equal 100%) _____ %
	_____ %

2. Do your legal services in connection with a property transfer or leasing transaction include documented protocols to evaluate:	
a. Whether the type of business in question creates, or may in the past have created, environmental problems?.....	<input type="checkbox"/> Yes <input type="checkbox"/> No
b. Whether any real or personal property owned or leased, now or in the past, or property to be acquired is likely to be contaminated by hazardous substances (e.g., asbestos, lead, PCBs, mold, etc.)?.....	<input type="checkbox"/> Yes <input type="checkbox"/> No
c. Whether any specific site locations owned or leased, operated now or in the past, or property to be acquired are located in or are adjacent to ecologically sensitive areas (such as wetlands, flood plains, aquifers or conservation areas, etc.)?.....	<input type="checkbox"/> Yes <input type="checkbox"/> No
d. Whether any corporate entity connected to the client including all past and present parent subsidiaries, divisions and spin-offs has ever been fined, penalized, cited or sued for violating any federal, stat or local environmental law or regulations?.....	<input type="checkbox"/> Yes <input type="checkbox"/> No
3. Do you require?:	
a. Investigation of potential, material environmental risks before resolution of price and other central terms and conditions?.....	<input type="checkbox"/> Yes <input type="checkbox"/> No
b. A thorough review with the client of the economic impact to known environmental considerations and potential benefits of further identification or qualification of environmental risks, in property transfer or leasing transactions with potential material environmental exposure?.....	<input type="checkbox"/> Yes <input type="checkbox"/> No
If “No” to any part of Questions 3, are clients advised in writing to seek independent professional evaluations of potential environmental exposures?.....	<input type="checkbox"/> Yes <input type="checkbox"/> No

Applicant understands the information submitted herein becomes a part of the Applicant’s Lawyer Professional Liability Insurance Application or Renewal Application and is subject to the same representations and conditions.

Must be signed and dated by an Owner, Partner or Principal as duly authorized on behalf of the Applicant.

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Signature of Owner, Partner or Principal                      Title                      Date