

A company of **Allianz** (11)

## REAL ESTATE PRACTICE SUPPLEMENT

## PLEASE COMPLETE THE FOLLOWING:

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What percent of your real estate practice receipts for the current year and preceding year have come from the following areas:	Current Year	Previous 12 Month
a. Purchase and Sale	% %	%
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	%	%
c. Mortgages, Contracts for Deeds and Foreclosure	%	%
d. Landlord/Tenant	%	%
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	%	%
g. Condominiums, Cooperatives, and Town Houses (Including Conversions)	%	%
h. Loan Workoutse.g., representation of lenders", borrowers, or federal or state regulatory agencies (such as the Resolution Trust Corporation or a state superintendent of banking) in connection with the restructuring of real estate secured loans that are in default.  Please complete the Financial Institutions Supplement if any income derived from representation of financial institutions.	%	%
i. Other (Please describe)	% %	%
i Otai (iviust Equal 100%)	/0	70

## **REAL ESTATE PRACTICE – RISK MANAGEMENT**

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 paproblems?	· · · · · · · · · · · · · · · · · · ·	□ Yes	□ No						
	b.	Whether any real or personal property owned or leased, now or in likely to be contaminated by hazardous substances (e.g., asbesto			□ No						
	C.	Whether any specific site locations owned or leased, operated no acquired are located in or are adjacent to ecologically sensitive ar aquifers or conservation areas, etc.)?	eas (such as wetlands, flood plain		□ No						
	d.	Whether any corporate entity connected to the client including all divisions and spin-offs has ever been fined, penalized, cited or sullocal environmental law or regulations?	ed for violating any federal, state o	or	□ No						
3.	Do y	/ou require:									
	a.	Investigation of potential, material environmental risks before reso	lution of price and other central								
	u.	terms and conditions?		□ Yes	□ No						
	b.	A thorough review with the client of the economic impact of knowr potential benefits of further identification or qualification of environ	mental risks, in property transfer of	or							
		leasing transactions with potential material environmental exposur	re?	□ Yes	□ No						
		o any part of Question 3, are clients advised in writing to seek inderions of potential environmental exposures?		□ Yes	□ No						
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		nt understands the information submitted herein becomes a part of ce Application or Renewal Application and is subject to the same re		ıal Liability	/						
М	ust be	e signed and dated by an Owner, Partner or Principal as duly author	ized on behalf of the Applicant.								
<u></u>		To the Date of	L	Data							
Sig	gnatur	re of Owner, Partner or Principal Tit	ie	Date							