



James River Insurance Company

7130 Glen Forest Drive, Suite 210
 Richmond, VA 23226
 804-289-2700

Real Estate Practice Breakdown Supplemental Application

PROFESSIONAL LIABILITY Division

Email to PL@jamesriverins.com or,
 Fax to 804-287-2816

APPLICANT'S INSTRUCTIONS:

1. Answer all questions completely. Please attach extra sheets as required. Incomplete or illegible applications may be discarded.

1. What percentage of real estate practice receipts for the current year and preceding year have come from the following areas:

		Current Year	Previous Year
a. Purchase and Sale	Residential	_____ %	_____ %
	Commercial	_____ %	_____ %

Transactions on behalf of buyers or sellers negotiations, option agreements, deeds and other closing documents.

What is the appropriate number of transactions handled in the last 12 months?

Residential	_____ %	_____ %
Commercial	_____ %	_____ %

What was the largest value Real Estate Transaction in the last 12 months?

Residential	_____ %	_____ %
Commercial	_____ %	_____ %

Did any one commercial real estate client generate 10% or more of firm billings in the last 12 months? Yes No If yes, please attach a narrative description.

- | | | |
|---|---------|---------|
| b. Land Use/Development | _____ % | _____ % |
| Representation of landowners, developers and others in zoning, subdivision, wetlands and other development and land use processes. | | |
| c. Mortgages, Deeds and Foreclosures | _____ % | _____ % |
| Representation of lenders or borrowers in financing, refinancing or other real estate lending activities. Includes loan documentation. | | |
| d. Landlord/Tenant | _____ % | _____ % |
| Representation of landlords or tenants in drafting or negotiating lease terms. Includes litigation and eviction. | | |
| e. Condominiums, Cooperatives and Town House | _____ % | _____ % |
| Representation of developers, associations, cooperative Boards, or individuals in issues arising out of common ownership and common rights of property ownership. | | |

- f. Property Valuation/Real Estate Tax abatement _____ % _____ %
 Representation of property owners before
 county/local agencies and courts in Proceedings
 to contest property valuations or assessed value
 of real estate.
- g. Other (Please describe):

TITLE WORK

2. Indicate the total number of title opinions issued over the past 2 years:
- Commercial: _____ Residential: _____
3. Please indicate the total number of title searches completed over the past 2 years by:
- a. Attorneys in your firm: _____
 b. Attorneys not in your firm: _____
 c. Non-attorneys but employees of your firm: _____
 d. Non-attorney subcontractors: _____
- If numbers are indicated in c. or d., please provide a certificate of insurance from all of your subcontracted sources of title searches.
4. How many Real Estate Title Insurance policies has the firm issued in the last 12 months? _____
5. Do you make use of engagement letter when doing title opinions or title searches, specifying who your clients are and what services you are performing for that client? Yes No

ENVIRONMENTAL REAL ESTATE

6. Does the Applicant'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 or in the past may have created environmental issues and concerns? Yes No
- b. Whether any real or personal property owned, or leased now or in the past, or property to be procured is or is likely to be contaminated by hazardous matters (e.g., asbestos, lead, pcbs, etc.)? Yes No
- c. Whether any specific site locations owned or leased, operated now or in the past, or land or property to be acquired are located in, or contiguous to ecologically sensitive areas (such as wetlands, floodplains, aquifers, or conservations areas, etc.)? Yes No
- d. Whether any corporate entity connected to the client including all past and present subsidiaries, divisions and spin-offs has ever been fined, penalized, cited, or sued for violating any federal, state, or local environmental law or regulations?
7. Do you require:
- a. Research and analysis of potential real environmental risks before determination of price and other central terms and conditions?
- b. A thorough review with the client of the economic impacts of known environmental implications and potential advantages of further verification or qualifications of

environmental risks, in property transfer or leasing transactions with potential material environmental exposure? Yes No

If "NO" to any of the above, are all clients advised in writing to see independent professional evaluations of potential environmental exposures? Yes No

THE APPLICANT REPRESENTS THAT THE ABOVE STATEMENTS AND FACTS ARE TRUE AND THAT NO MATERIAL FACTS HAVE BEEN SUPPRESSED OR MISSTATED. COMPLETION OF THIS FORM DOES NOT BIND COVERAGE, APPLICANT'S ACCEPTANCE OF THE COMPANY'S QUOTATION IS REQUIRED PRIOR TO BINDING COVERAGE AND POLICY ISSUANCE.

ALL WRITTEN STATEMENTS AND MATERIALS FURNISHED TO THE COMPANY IN CONJUNCTION WITH THIS APPLICATION ARE HEREBY INCORPORATED BY REFERENCE INTO THIS APPLICATION AND MADE A PART HEREOF.

Applicant: _____ Title _____

Applicant's Signature: _____ Date _____

Agent/Broker Name: _____