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**COMMERCIAL REAL ESTATE SALES SUPPLEMENT
 REAL ESTATE AGENTS ERRORS & OMISSIONS LIABILITY**

A. PROPOSED APPLICANT

1. Name of Applicant: _____
2. City & State: _____

B. PROFESSIONAL SERVICE ACTIVITIES AND SPECIALTY

1. a. Fiscal Year Gross Revenue (before split with brokers or agents, or deduction of expenses):

	<u>Revenue Past Year</u>	<u># Sales</u>	<u>Revenue Current Year</u>	<u># Sales</u>
i. Office Property Sales	\$ _____	# _____	\$ _____	# _____
ii. Multifamily Property Sales	\$ _____	# _____	\$ _____	# _____
iii. Shopping Center/Mall Sales*	\$ _____	# _____	\$ _____	# _____
iv. Warehouse Property Sales*	\$ _____	# _____	\$ _____	# _____
v. Factory/Industrial Property Sales*	\$ _____	# _____	\$ _____	# _____
vi. Other Commercial Property Sales	\$ _____	# _____	\$ _____	# _____
vii. Other: _____	\$ _____	# _____	\$ _____	# _____
TOTAL	\$ _____	# _____	\$ _____	# _____

* **If yes**, describe: _____

- b. Percent of **past fiscal year gross revenue** from the sale of owned properties: %

2. a. Commercial Sales Staffing:

i. Real Estate Brokers/Agents	# _____
ii. Real Estate Appraisers	# _____
iii. Real Estate Consultants	# _____
iv. Other, Describe: _____	# _____
TOTAL	# _____

- b. Commercial Staff Experience:

	<u>Average Years Experience</u>	<u>Average Years with Applicant</u>
i. Active Licensed Brokers/Agents	# _____	# _____
ii. Other Professionals	# _____	# _____

COMMERCIAL REAL ESTATE SALES SUPPLEMENT

3. a. Estimate what percentage of commercial, income and industrial property real estate sales involves an environmental hazard inspection and/or report? _____ %
- b. Does the Applicant have an administrative checklist for closed transactions? Yes No
- c. How many years does the Applicant maintain records of closed transactions? # _____
- d. How many in-house CPA's and attorneys does the Applicant employ? # _____
4. a. Has the Applicant, its predecessor firm or any affiliated firm at any time in the past or present engaged in any business venture out side the scope of a real estate organization (e.g., construction, property development, mortgage banking, mortgage broking or insurance sales)? Yes * No
 * **If yes**, describe activities by attachment to the application form.
- b. Does the Applicant:
- i. Engage in any commercial real estate sales transactions that (or in the future might) involve equity positions? Yes * No
- ii. Act in any capacity other than a real estate sales broker (e.g., builder/ developer, construction, or formation/ management/ organization of group investment or syndication (including limited partnerships, general partnerships, real estate investments trusts or corporations)? Yes * No
 * **If yes**, describe activities by attachment to the application form.
- c. Independent Contractors:
- i. Do any of the Applicant's independent contractors own or control any other business, related to real estate. Yes * No NA
- ii. Are any of the Applicant's independent contractors affiliated with any other real estate related business? Yes * No NA
- * **If yes**, describe: _____

PLEASE READ CAREFULLY

I understand that the information submitted herein becomes a part of the Applicant Firm's Real Estate Agents Errors & Omissions Liability Proposal Form and is subject to the same representations and conditions.

Dated

Signature of Owner, Partner, Officer or Principal

Title

Owner, Partner, Officer or Principal (Print Name)