



TITLE AGENTS AND ABSTRACTERS OPERATIONS SURVEY

Export Report - 2022

Date: 4/2/2024

Account Name: ALTA/BRM Test Account - Member

Created By: Kiki Adams

NOTES: * denotes required question(s) | answer fields shaded in gray are calculated automatically by the online


Company Information

Profile	My Answer	Help
---------	-----------	------

This section focuses on the company's structure, demographics, size, scale, and product offerings to allow for survey results to be cross tabbed for benchmarking.

Company location - state of operation *		?
AL		
AK		
AZ		
AR		
CA		
CO		
CT		
DE		
DC		
FL		
GA		
HI		
ID		
IL		
IN		
IA		
KS		
KY		
LA		
ME		
MD		
MA		
MI		
MN		
MS		
MO		
MT		
NE		
NV		
NH		

NJ		
NM		
NY		
NC		
ND		
OH		
OK		
OR		
PA		
RI		
SC		
SD		
TN		
TX		
UT		
VT		
VA		
WA		
WV		
WI		
WY		
Other		
Location population (within 25 mile radius) *		?
COMPANY STRUCTURE		
Company type/description *		
Title Agency		
Abstracter		
Direct Operation of a Title Insurer		
Escrow Company		
Company organizational structure *		?
Sole proprietorship		
Corporation		
Partnership		
Limited Liability Company (LLC)		
Other		
Describe "other" organizational structure here or check n/a.		
PRODUCTS AND SERVICES OFFERED		
Products and services offered by the company *		?
1031 Exchanges		
Abstract		
Attorney Opinion Letters		
Closings/Settlements		
Construction Disbursements		
Escrow Payments from Realtors		

Foreclosures		
REO		
Search & Exam Products		
Title Insurance		
Title Reports		
Other		
None		
List "other" products and services offered here or check n/a.		
Company was affiliated with real estate provider or part of a joint venture *		
Yes		
No		
Not sure		
OPERATING PRINCIPLES		
Company had a diversity, equity and inclusion committee or program *		
Yes		
No		
Not sure		
Company operated with set of core values *		
Yes		
No		
Not sure		
Company had a formal operations manual *		
Yes		
No		
Not sure		
INSURANCE PROTECTION		
Insurances carried by company *		
Business Interruption		
Business Liability		
Business Owners Policy (Life Insurance)		
Commercial Auto		
Commercial Property		
Commercial Umbrella		
Crime		
Cyber Liability		
Directors & Officers (D&O)		
Errors & Omissions (E&O)		
Fidelity Bond		
Security Bond		
Other		
None		
List "other" insurances carried here or check n/a.		
Staffing	My Answer	Help

This section focuses on the company's structure, demographics, size, scale, and product offerings to allow for survey results to be cross tabbed for benchmarking.

FULL-TIME STAFF

Full-time staff (highest headcount) *		?
Full-time staff working 100% in office (headcount) *		?
Full-time staff working 100% remote (headcount) *		?
Full-time staff working both in office and remote (hybrid) (headcount) *		?
Data check		?

PART-TIME STAFF

Part-time staff (highest headcount) *		?
Part-time staff working 100% in office (headcount) *		?
Part-time staff working 100% remote (headcount) *		?
Part-time staff working both in office and remote (hybrid) (headcount) *		?
Data check		?

STAFFING SUMMARY

Total staff (highest headcount)		?
Total staff full-time equivalents (FTEs)		?

STAFF TURNOVER

Enter total staff turnover and then the number of staff that left in each category.

If the company had no turnover, enter 0, and check n/a for each category.

Total staff turnover (Headcount) *		
Staff turnover rate	%	?

REASONS FOR STAFF TURNOVER

Staff turnover - retirement *		
Staff turnover - left/leaving the industry *		
Staff turnover - changing companies (staying in the industry) *		
Staff turnover - reduction in workforce *		
Staff turnover - involuntary termination *		
Staff turnover - other *		
Data check		?

STAFF RECRUITMENT

Methods used to attract talent *		?
Direct Advertising		
Employee Promotions and Transfers		
Employee Referrals		
Internships		
Networking		
Online Job Search or Listing Service (e.g., Indeed, ZipRecruiter, LinkedIn)		
Recruiting Employees from Competitors		
Recruitment Agencies		
Recruitment Events		

Other		
None		
List "other" methods used here or check n/a.		
Financials	My Answer	Help
<p>This section focuses on the company's structure, demographics, size, scale, and product offerings to allow for survey results to be cross tabbed for benchmarking.</p> <p>REVENUE</p> <p>Enter total gross revenue in dollars; then enter the percent of gross revenues earned by product type/service. If the company does not break down revenue by product type, does not offer a product type or no revenue was earned, check n/a.</p>		
Total annual gross revenue *	\$	
Percent of Gross Revenue by Product Type		
Closing protection letters (if collected separately) - % of gross revenue *	%	
Title insurance (agent retention) - % of gross revenue *	%	
Abstracts - % of gross revenue *	%	
Search products - % of gross revenue *	%	
Escrow/closing functions - % of gross revenue *	%	
Law practice - % of gross revenue *	%	
Other activities - % of gross revenue *	%	
List "other" revenue sources, or check n/a.		
Data check	%	?
EXPENSES		
Total annual expenses *	\$	
Staffing Expense Details		
Salary expenses (excluding commissions and bonuses) *	\$	
Benefits expenses *	\$	
Commission and bonus expenses *	\$	
Overtime expenses *	\$	
Key Operating Expense Details		
Technology expenses *	\$	
Business insurance expenses *	\$	
Advertising, sales and marketing expenses *	\$	
Outsourced or offshored professional services expenses *	\$?

