



2012 ECONOMIC CENSUS

Real Estate Services

FORM
RE-53101 (10-27-2011)

OMB No. 0607-0931: Approval Expires 12/31/2013

DUE DATE
FEBRUARY 12, 2013

(Please correct any errors in this mailing address.)

Need help or have questions?

- **Read** the accompanying information sheet(s) before answering the questions.
- **Visit** econhelp.census.gov
- **Call** 1-800-233-6136, between 8:00 a.m. and 6:00 p.m., Eastern time, Monday through Friday.

RE-53101

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Report Online - It's fast and secure!
Go to: econhelp.census.gov

- **OR** -

Mail your completed form to:

U.S. CENSUS BUREAU
1201 East 10th Street
Jeffersonville, IN 47134-0001

YOUR RESPONSE IS REQUIRED BY LAW. Title 13, United States Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the U.S. Census Bureau. By the same law, **YOUR CENSUS REPORT IS CONFIDENTIAL.** It may be seen only by persons sworn to uphold the confidentiality of Census Bureau information and may be used only for statistical purposes. Further, copies retained in respondents' files are immune from legal process.

- Use blue or black ballpoint pen.
- Do not use pencil or felt-tip pen.
- Do not put slashes through 0 or 7.
- Please center numbers in their respective boxes.
- Place an "X" inside the box.

Examples:

0 1 2 3 4 5 6 7 8 9

The reporting unit for this form is an establishment. An **establishment** is generally a single physical location where business is conducted or where services or industrial operations are performed. For further clarification, see information sheet(s).

1 EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification Number (EIN) shown to the left of the mailing address the same as the one used for this establishment on its latest 2012 Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return?

0021 Yes - Go to **2** 0022 No - Enter current EIN (9 digits) → 0025

| | | | | | | | | | | |
|--|--|--|--|--|--|--|--|--|--|--|
| | | | | | | | | | | |
|--|--|--|--|--|--|--|--|--|--|--|

2 PHYSICAL LOCATION

A. Is this establishment's physical location the same as shown in the mailing address? (P.O. Box and rural route addresses are not physical locations.)

0031 Yes - Go to line B

0032 No - Enter physical location →

| | | | | | | | | | | |
|------|-------------------|--|--|--|--|--|--|--|--|--|
| 0035 | Number and street | | | | | | | | | |
| | | | | | | | | | | |

| | | | | | |
|------|---------------------------|------|-------|------|----------|
| 0036 | City, town, village, etc. | 0037 | State | 0038 | ZIP Code |
| | | | | | |

CONTINUE WITH **2** ON PAGE 2

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2 PHYSICAL LOCATION - Continued

B. Is this establishment physically located inside the legal boundaries of the city, town, village, etc.? (Mark "X" only ONE box.)

- 0041 Yes
- 0042 No
- 0043 No legal boundaries
- 0044 Do not know

C. In what type of municipality is this establishment physically located? (Mark "X" only ONE box.)

- 0046 City, village, or borough
- 0047 Town or township
- 0048 Other
- 0024 Do not know

3 OPERATIONAL STATUS

Which ONE of the following best describes this establishment's operational status at the end of 2012? (Mark "X" only ONE box.)

- 0011 In operation
- 0013 Temporarily or seasonally inactive
- 0014 Ceased operation - Give date at right →
- 0015 Sold or leased to another corporation - Give date at right AND enter name and address of new owner or operator and Employer Identification Number (EIN) below ↴

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| Month | Day | Year |
|-------|-----|------|
| | | |

| | |
|------------------------------------|---------------------|
| 0060 Name of new owner or operator | 0061 EIN (9 digits) |
| | - |

0062 Mailing address (Number and street, P.O. Box, etc.)

| | | |
|--------------------------------|------------|---------------|
| 0063 City, town, village, etc. | 0064 State | 0065 ZIP Code |
| | | - |

0016 Other - Specify →

4 MONTHS IN OPERATION

Number of months in operation during 2012 (If none, mark "X" and go to 30.) 0002

| | |
|------------------|----------------|
| | 2012 Number |
| Mark "X" if None | |

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If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

HOW TO REPORT DOLLAR FIGURES

Dollar figures should be **rounded to thousands** of dollars.

If a figure is **\$2,035,628.79**:

Report →

If a value is "0" (or less than \$500.00):

Report →

Mark "X" if None

| 2012 | | |
|----------------------|---|---|
| \$ Bil. | Mil. | Thou. |
| <input type="text"/> | <input type="text"/> 2 <input type="text"/> | <input type="text"/> 036 <input type="text"/> |
| EXAMPLE | | |

5 SALES, SHIPMENTS, RECEIPTS, OR REVENUE

See information sheet(s) for general description. In addition, include revenue earned from:

- Commissions and fees for managing, listing, selling, or renting property owned by others - not gross rents or gross sale price.
- Commissions and fees received on behalf of, and paid to, sales agents and to other brokers.
- Commissions and fees received from other brokers (co-brokerage fees).
- Gross rents from properties owned by this establishment and leased to others.
- Reimbursements from property owners for miscellaneous expenditures.

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Revenue 0100

Mark "X" if None

| 2012 | | |
|----------------------|----------------------|----------------------|
| \$ Bil. | Mil. | Thou. |
| <input type="text"/> | <input type="text"/> | <input type="text"/> |

6 Not Applicable.

7 EMPLOYMENT AND PAYROLL

Include:

- Full- and part-time employees working at this establishment whose payroll was reported on Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return, and filed under the Employer Identification Number (EIN) shown to the left of the mailing address or corrected in 1.

Exclude:

- Temporary staffing obtained from a staffing service.
- Contractors, subcontractors, or independent contractors.
- Full- or part-time leased employees whose payroll was filed under an employee leasing company's EIN.
- Purchased or managed services, such as janitorial, guard, or landscape services.
- Professional or technical services purchased from another firm, such as software consulting, computer programming, engineering, or accounting services.

For further clarification, see information sheet(s).

A. Number of employees for pay period including March 12 0320

Mark "X" if None

| 2012 | |
|----------------------|----------------------|
| Number | |
| <input type="text"/> | <input type="text"/> |

B. Payroll before deductions
(Exclude employer's cost for fringe benefits.)

Mark "X" if None

| 2012 | | |
|----------------------|----------------------|----------------------|
| \$ Bil. | Mil. | Thou. |
| <input type="text"/> | <input type="text"/> | <input type="text"/> |
| <input type="text"/> | <input type="text"/> | <input type="text"/> |

1. Annual payroll 0300

2. First quarter payroll (January-March 2012). 0310

8 - 18 Not Applicable.

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19 KIND OF BUSINESS

Which ONE of the following best describes this establishment's principal kind of business in 2012?
(Mark "X" only ONE box.)

Real estate agents/brokers

- 0700 531 210 10 1 Agent or broker - residential real estate
- 531 210 90 1 Agent or broker - nonresidential real estate
- 531 210 10 2 Time share sales or resales
- 531 210 10 3 Resort/vacation property rental and leasing

Real estate property management (primarily engaged in managing property for others)

- 531 311 00 7 Property manager - residential real estate
- 531 312 00 3 Property manager - nonresidential real estate
- 531 311 00 2 Time share management
- 531 311 00 3 Resort/vacation property management
- 813 990 40 2 Condominium or cooperative owners' association

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Activities related to real estate

- 531 320 00 2 Appraiser - real estate
- 531 390 00 1 Listing service - real estate
- 531 390 00 2 Auction service - real estate (except agents and brokers)
- 531 390 00 3 Escrow agent - real estate
- 531 390 00 4 Fiduciary agent - real estate
- 531 390 00 5 Real estate consultant
- 531 390 00 7 Real estate relocation services
- 541 191 00 1 Title abstract or settlement offices
- 541 191 00 2 Title search company
- 522 310 00 2 Mortgage broker
- 237 210 00 3 Subdividing and preparing land into lots for sale
- 531 390 00 A Landman, right of way leasing
- 777 530 00 1 Other real estate service - *Specify* ↴

0701

Lessors of real estate (property owned by you)

- 531 110 10 1 Lessor of apartment buildings with 5 or more housing units per building
- 531 110 90 6 Lessor of residential space, except apartments with 5 or more housing units per building
- 531 120 10 5 Lessor of office/professional space
- 531 120 30 4 Lessor of shopping centers, retail shops

CONTINUE WITH **19** ON PAGE 5

CONTINUE ON PAGE 5

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If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

19 KIND OF BUSINESS - Continued

Lessors of real estate (property owned by you) - Continued

- 0700 531 120 20 1 Lessor of industrial buildings
- 777 531 11 1 Construction of residential building on land owned by you, intended for rent or lease - Specify type of building ↴

[Empty text box for specification]

- 0701 777 531 12 1 Construction of nonresidential building on land owned by you, intended for rent or lease - Specify type of building ↴

[Empty text box for specification]

- 0701 777 530 00 9 Lessor of other real estate - Specify ↴

[Empty text box for specification]

Other business activities

- 524 210 00 7 Insurance agent or broker
- 775 000 00 1 Other kind of business or activity - Specify ↴

[Empty text box for specification]

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20 and 21 Not Applicable.

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| | | | | | |
|-------------------------------|--|--|--|--|--|
| HOW TO REPORT PERCENTS | | 2012 | | | |
| | | Report thousands of dollars OR whole percents. Estimates are acceptable. | | | |
| | | \$ Bil. | Mil. | Thou. | Percent |
| | | <input type="text"/> <input type="text"/> <input type="text"/> | <input type="text"/> <input type="text"/> <input type="text"/> | <input type="text"/> <input type="text"/> <input type="text"/> | <input type="text"/> <input type="text"/> <input type="text"/> |

Percents should be **rounded to whole** percents.

If figure is **38.76%** of total sales: **Report** →

39

22 **DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE**
(Report sources of operating revenue for this establishment, either as a dollar figure or as a whole percent of total operating revenue (reported in 9). See HOW TO REPORT DOLLAR FIGURES on page 3 and HOW TO REPORT PERCENTS above. Do not combine data for two or more lines.)

Line 1 - Include commissions and fees for listing, selling, or renting property owned by others - **not** gross rents or gross sale price. Also include commissions and fees received on behalf of, and paid to, sales agents and to other brokers, as well as commissions and fees received from other brokers (co-brokerage fees). **Line 1e and 1f** - Land is defined as improved or unimproved property not containing buildings.

Line 4 - Report commissions and fees for managing property owned by others here.

Line 10 through line 13 - Gross rents include all charges billed to tenants throughout the year from rental of properties owned by this establishment. Include any costs billed in accordance with the rental agreement) as additional charges to your tenants, such as building maintenance, parking, repairs, utilities, etc.

Line 18 - Report all other sources of revenue here. For example, swimming pool guest fees and party room rental.

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| Description of sales, shipments, receipts, or revenue | 2012 | | | |
|---|--|----------------------|----------------------|----------------------|
| | Report thousands of dollars OR whole percents. Estimates are acceptable. | | | |
| | \$ Bil. | Mil. | Thou. | Percent |
| 1. Real estate agent and brokerage services | | | | |
| a. Brokerage services for the sale of residential real estate . . . 52201 | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| b. Brokerage services for the rental of residential real estate . . . 52202 | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| c. Brokerage services for the sale of nonresidential real estate . . . 52203 | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| d. Brokerage services for the rental of nonresidential real estate . . . 52204 | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| e. Brokerage services for the sale of land 52205 | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| f. Brokerage services for the rental of land 52206 | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| g. Add lines 1a through 1f 52200 | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| 2. Real estate consulting services 52410 | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| 3. Real estate appraisal services | | | | |
| a. Urban real estate appraisal services 52401 | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| b. Rural real estate appraisal services 52402 | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |
| c. Add lines 3a and 3b 52400 | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> |

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22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

| Description of sales, shipments, receipts, or revenue | 2012 | | | |
|---|---|------|-------|---------|
| | Report thousands of dollars OR whole percents. Estimates are acceptable. | | | |
| | \$ Bil. | Mil. | Thou. | Percent |
| 4. Property management services | | | | |
| a. Residential building property management 52301 | | | | |
| b. Nonresidential building property management 52302 | | | | |
| c. Land property management 52303 | | | | |
| d. Add lines 4a through 4c 52300 | | | | |
| 5. Reimbursements from property owners for miscellaneous expenditures, including payroll at managed properties (common paymaster), repairs arranged by property manager, etc. - <i>Specify</i> ↴ | | | | |
| <input type="text" value=""/> 52220 | | | | |
| 6. Real estate listing service 52420 | | | | |
| 7. Franchising 50440 | | | | |
| 8. Marketing research services 52470 | | | | |
| 9. Real estate auction services 52430 | | | | |
| 10. Rental of residential space in buildings or other facilities for principal use 52000 | | | | |
| 11. Rental of office and professional space 52040 | | | | |
| 12. Rental of commercial space 52050 | | | | |
| 13. Rental of industrial and manufacturing space 52060 | | | | |
| 14. Room or unit accommodation for travelers, without maid service 52450 | | | | |
| 15. Construction services 52460 | | | | |
| 16. Real estate relocation services 52440 | | | | |

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CONTINUE WITH **22** ON PAGE 8

22 DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

| Description of sales, shipments, receipts, or revenue | 2012 | | | |
|---|---|------|-------|---------|
| | Report thousands of dollars OR whole percents. Estimates are acceptable. | | | |
| | \$ Bil. | Mil. | Thou. | Percent |
| 17. Insurance brokerage and agency services - commissions 58190 | | | | |
| 18. Other services - <i>Specify</i> ↴ 59810 | | | | |
| 19. TOTAL (Should equal 5 if reporting in dollars.) 59990 | | | | 100 |

23-25 Not Applicable.

26 SPECIAL INQUIRIES

A. LICENSED REAL ESTATE AGENTS

(To be completed by real estate agents and brokers only.)

1. Number of licensed real estate agents working for this establishment on March 12, 2012

Mark "X" if None

2012
Number

a. Full time 5300

b. Part time 5301

c. TOTAL (Add lines 1a and 1b.) 5302

2. Commissions paid by this establishment to independent contractor agents/brokers, which were NOT reported on Internal Revenue Service form 941 and not included in **7**, part B 5305

Mark "X" if None

2012
\$ Mil. Thou.

3. Co-brokerage commissions and fees

a. Sales commissions, listing commissions, or fees paid by this establishment to co-brokerage companies 5306

b. Are these commissions and fees included as income?

5311 Yes

5312 No

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CONTINUE WITH **26** ON PAGE 9

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If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

26 SPECIAL INQUIRIES - Continued

B. FRANCHISE

1. Was this establishment operating under any trademark(s) authorized by a franchisor in 2012?
(Mark "X" only ONE box.)

0237 Yes - franchisee-owned establishment

0238 Yes - franchisor-owned establishment

0239 No

2. If yes, provide the trademark(s) below. ↴

0235

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27-29 Not Applicable.

REMARKS (Please use this space for any explanations that may be essential in understanding your reported data.)

30 CERTIFICATION - This report is substantially accurate and was prepared in accordance with the instructions.

Is the time period covered by this report a calendar year?

Yes No - Enter time period covered →

| | | | | | |
|------|-------|---------|----|-------|---------|
| | Month | Year | | Month | Year |
| FROM | □ □ | □ □ □ □ | TO | □ □ | □ □ □ □ |

Name of person to contact regarding this report

Title

| | | |
|-----------|-----------------|-----------|
| Area code | Number | Extension |
| □ □ □ | □ □ □ □ □ □ □ □ | □ □ □ □ □ |

| | |
|-----------|-----------------|
| Area code | Number |
| □ □ □ | □ □ □ □ □ □ □ □ |

E-mail address

| | | | |
|----------------|-------|-----|---------|
| | Month | Day | Year |
| Date completed | □ □ | □ □ | □ □ □ □ |

Thank you for completing your 2012 ECONOMIC CENSUS form.
PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.

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