

45 YEARS



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PICTURED STANDING, FROM LEFT: ANGELA KELLER, TOMMI HERBERT, DEAN PEFFLEY, ESQ., HEATHER SMITH AND TIM ECKERT. SITTING, FROM LEFT: WILLIAM H. DINKEL, ESQ., PAUL H. "PETE" SLAUGH JR., LINDA CUNROD AND CHARLIE NEIDERT. PHOTO/J. ELDON ZIMMERMAN

# LANDMARK ABSTRACT

## A COMPREHENSIVE TITLE AGENCY

When Landmark Abstract began doing business in 1973, it was one of the first title agencies to work with a real estate brokerage. Forty-five years later, the company is still at the forefront in its field, and has diversified and grown to include a number of affiliated businesses.

Landmark Abstract has several different affiliated business entities, which serve an array of clients including builders, law firms and developers.

"We build these relationships, and so we are always working together as part of the same team," said Tim Eckert, director of business development for the company.

Although the company still works in the residential sector, Eckert said it has become more involved in commercial work over the years.

"We handle everything from a closing for a single-family home to deals that are tens of millions of dollars for commercial entities. We've also handled some very complex and uniquely structured transactions, including HUD-financed projects, tenant credit lending projects and municipal development corporation-funded projects," he said. "It's really a gamut of services that we provide."

Continuing to grow its business, and flourishing in the current real estate environment, the Landmark Abstract companies completed more than 5,000 transactions in 2017.

"That sort of volume makes us one of the largest agents for our underwriters nationally," he said. "As a result, we enjoy the benefits of expanded policy limits, expedited response and resolution of all issues requiring underwriter attention."

Eckert said many of the company's employees have been in the business for decades, so they bring a wealth of expertise, allowing the company to anticipate problems before they happen and catch things that might otherwise slip through the cracks.

"We also have our own legal department, we can provide legal services collateral to the transaction as the need may arise," he said.

The company has been recognized for its work with awards at the local, state and national level.

Landmark Abstract recently launched a new web site featuring a rate calculator, downloadable resources and an interactive guide to title insurance, which it hopes will be a helpful tool to educate its residential consumers.

"Our industry is one that not a lot of consumers understand," Eckert said. "The new website will walk them through each step of the process and explain why it's important."

1973	2	~\$50,000	Pete Slaugh, Managing Director	Lancaster County	1
<b>&amp;</b>	<b>EMPLOYEES</b>	<b>GROSS REVENUE</b>	<b>TOP EXECUTIVE</b>	<b>GEOGRAPHY COVERED</b>	<b>LOCATIONS</b>
2018	68	\$11.7 million	William H. Dinkel, Esq., President	Mid-Atlantic	21

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