

## A deeper look at our target segments: Realty

As part of our continued focus on Main Street businesses, we're taking a closer look at one of our core target segments: Realty. These are property owners who play a key role in their communities by maintaining well-managed residential and commercial buildings.

Our appetite focuses on owners who take pride in smart, proactive management, demonstrating consistent occupancy, and solid maintenance routines. Modern infrastructure and thoughtful planning to support long-term operations are strong additional indicators of fit.

This overview may feel familiar to some brokers and continues to reflect the fundamentals that guide how we evaluate and underwrite community-focused risks.

### Appetite at a glance

Category	Examples
Preferred occupancies	<ul style="list-style-type: none"> <li>• Office buildings</li> <li>• Retail or mercantile occupancy</li> <li>• Low-hazard industrial occupancy</li> </ul>
Favourable attributes	<ul style="list-style-type: none"> <li>• Low rise (under 10 storeys)</li> <li>• Long-term leases requiring tenants to carry insurance</li> <li>• Newer construction or fully updated properties</li> <li>• Snow removal contract with a third-party contractor</li> <li>• Documented maintenance program</li> <li>• Contractors provide Certificates of Insurance (COI) for all completed work</li> </ul>

*\*All risks are subject to underwriting review*

### General underwriting considerations

Gore's extended bundles offer added peace of mind with key coverages tailored for realty businesses:

- **Master key coverage** – Covers the cost to replace or reprogram locks if a master key (controlling all doors at listed locations) is lost or damaged due to an insured event.
- **Functional pro-environment upgrade** – Allows replacement of damaged property with a more energy-efficient or environmentally friendly version, up to the policy limit.
- **Roadways, walkways and parking lots** – Extends protection to exterior paved surfaces, retaining walls, and permanent landscaping structures.

*Subject to the terms and conditions of the policy.*

## Client-specific exposures

Additional considerations for accurate building valuation:

- **Parking features:** Underground garages or heated driveways can significantly impact rebuild costs.
- **By-law upgrades:** Post-loss updates may be required to meet current city codes, affecting rebuild costs.
- **Debris removal:** Clearing fallen trees, rubble, or hazardous materials can be expensive and should be factored in.

These exposures are key in ensuring your client is properly covered.

## Business interruption – Gross rentals

A valuable coverage that continues until the building is re-tenanted, subject to the terms and conditions of the policy.

## Submission quality – Help us, help you!

To support accurate underwriting and tailored coverage, please include the following when submitting a risk:

- Years of building ownership
- Year built, construction details (including roof structure and covering), occupancy, mechanical updates etc.
- Maintenance plan including snow removal protocols

These details help us deliver faster, more accurate quotes and better protection for your clients!

## Real-world example: Why we wrote this account

- **Client profile:** Building owner, single occupancy – mercantile – repair garage
- **Established:** 2020
- **Gross rentals:** \$200,000
- **Location Insured Value:** \$7.2M
- **Average location insured value:** \$2.8M
- **Risk highlights:**
  - Claims-free history
  - Continuous coverage
  - Lease agreement in place with no short-term rentals
  - Building details:
    - Newer construction building, built in 2010
    - Masonry non-combustible
    - Protected
  - Snow removal contract in place
  - Management plan monitored by a property manager