

A deeper look at our segments: Realty

We're looking to insure property owners who take pride in smart, proactive management.

Well-kept residential and commercial buildings that have consistent occupancy, and solid maintenance routines. Bonus points for modern infrastructure and a clear plan to keep operations running smoothly.

Appetite at a glance:

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

General underwriting considerations

Core'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 & parking lots** – Extends protection to exterior paved surfaces, retaining walls, and permanent landscaping structures.

Subject to 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

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