



## Real Estate

# CNA's Real Estate Solutions

Real estate owners and managers face unprecedented risks in today's world. Evolving exposures such as social inflation, increased vacancy, civil unrest, climate change and a global pandemic have created a shift in customer needs and preferences.

### A Responsive, Agile Approach

While the current environment raises uncertainty and volatility, CNA serves as a market leader in insuring commercial real estate owners and property managers. Drawing on years of experience and expertise, CNA plays a fundamental role in helping real estate customers to reduce their risk profile and prevail through a crisis and unexpected event.

CNA's Real Estate Solutions offer a customized product offering that includes Property, General Liability, Umbrella, Workers Compensation, Crime and Automobile for clients of all sizes who own or manage commercial properties.

#### Core Appetite

- Office
- Light Industrial
- Mixed Use (retail/office, industrial/office)
- Commercial Property Managers
- Luxury High Rise Condominium

Understanding that real estate portfolios may also encompass habitational, retail, shopping center, hospitality, or other asset classes outside of the core appetite, CNA has the ability to underwrite these exposures on a case by case basis.

CNA's Real Estate Solutions deliver unique differentiation in the marketplace via industry-specific underwriting, claims and risk control expertise. The offering encompasses robust services with a comprehensive offering of coverages and services.

### Specialized Services

#### Risk Control Solutions:

- Dedicated Account Coordinator
- PrepWise® Resources
- CNA School of Risk Control Excellence® (SORCE®)
- Property Protection Programs
  - Fire Protection Inspections – Sprinkler & Roof assessment
  - Equipment Breakdown Inspections / Jurisdictional Inspections
  - Infrared Thermography Services and Hot Work Programs
  - Water Damage Mitigation
  - Business Continuity & Disaster Planning
  - Slip, Trip Fall Mitigation - Traffic Area Assessment
  - Ergonomic Assessments
  - Program Consulting: Fire/ Life/ Visitor/ Contractor Safety and Security

#### Claims Advantages:

- Claims Service Manager as single point of contact \*depending on account size/loss frequency\*
- Dedicated Property and Casualty Adjusters (specialized by line of business, claim type and severity)
- Large Loss Professionals
- In-House Litigation Counsel
- Expertise in areas such as risk transfer, New York Labor Law, Sidewalk Law, Lease Agreements and Construction Defect

## Customized Coverage

### Property Coverage Highlights:

(Increased Limits Available)

- Real Estate Property Extension Endorsement – CNA 62662
  - Emergency Evacuation Expense Coverage
  - Emergency Management Coverage
  - Lessor's Leasehold Interest Coverage
  - Real Estate Tax – Increased Assessment Coverage
  - Tenant Move Back Expense Coverage
  - Tenant Replacement Expense Coverage
- Property basket limit of \$1,000,000
- Property at Unspecified Locations – \$100,000
- Denial of Access to Premises – Ingress/Egress – \$50,000
- Ordinance or Law – Demolition and Repair Costs – \$500,000
- Carve back to Vacancy Exclusion - not applicable to name insured's whose normal operations is actively leasing property while maintaining the power, heat and water utilities
- Newly Acquired
  - Real Property Coverage – \$2,000,000
  - Personal Property Coverage – \$1,000,000
  - Time Element – \$1,000,000
- Off-Premises Service Interruption  
Physical Damage – \$500,000; Time Element – \$50,000
- Fungi, Mold, Mildew Cleanup – \$50,000
- Contingent Time Element available – \$250,000
- Debris Removal included in Personal Property
- Time element qualifying period vs waiting period
- Civil authority of 30 days and five miles
- Contingent Property Coverage available via CNA 62697
- Condominium Maintenance Fees included via CNA 62774
- Historic Buildings – Unique Building Feature endorsement available via CNA 62778
- Contractors Equipment and Tenant Improvement and Betterments included in Personal Property limit

### General Liability Coverage Highlights:

- Real Estate General Liability Extension Endorsement (CNA 74902)
  - Broad Named Insured Language
  - Newly Acquired or Formed Organizations
  - Blanket Additional Insured
  - Past Joint Venture or Partnership
  - Damage to Premises Limit – \$200,000
  - Personal and Advertising Injury Carveback – Discrimination or Humiliation & Limited Contractual Liability
  - Expected or Intended Injury – Carveback for reasonable force
  - Primary and Non-Contributory
  - Blanket Waiver of Subrogation
  - Non-Owned Aircraft Extension
  - Non-Owned Watercraft Extension – 75 ft.
- Uncapped Per Location Aggregate available subject to a Cap determined at underwriting
- Fellow Employee Exclusion Removal available
- Broad Named Insured extensions available specifically for LLCs, Partnerships and Joint Ventures
- Host Liquor Legal Liability included
- Development and Construction may be considered on a case-by-case basis

### Umbrella Coverage Highlights:

- A/B Coverage Form
- Crisis Management Coverage – \$300,000
- Key Employee Replacement – \$100,000

For more information on CNA's Real Estate Solutions, contact [Jeff.Zehr@cna.com](mailto:Jeff.Zehr@cna.com) or [Jeffrey.Wolfe@cna.com](mailto:Jeffrey.Wolfe@cna.com).