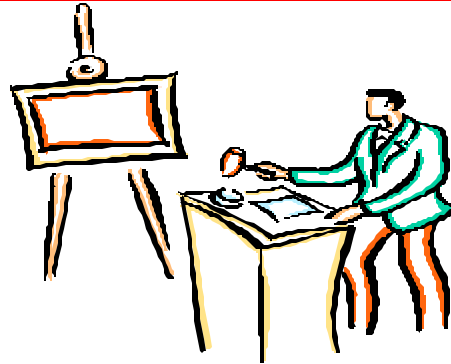




Miscellaneous Errors & Omission

Property Related Services

- Appraisers of Real Estate
- Appraisers of Personal Property
- Auctioneers
- Business Brokers (No Valuation)
- Farm Management
- Forestry Management
- Interior Decorating (No Structural Changes)
- Leasing Agent
- Multiple Listing Service
- Property Management
- Hotel/Motel Property Management
- Escrow Agent
- Right of Way Agent
- Real Estate Closer
- Mortgage Broker
- Real Estate Agent
- Title Agent
- And Many More



Tips on Reviewing Property Related Services Accounts with BSR

- ◆ Real estate agents and property managers typically believe that real estate is the best investment; however, E&O is intended to cover services performed for others with whom the insured has an arm's length relationship, and not management of property the insured owns or sale of property the insured owns. Thus, there will be an exclusion related to sale, management and leasing of property owned by the insured or related owners. Be sure gross revenues from such services are identified separately on the application so that the underwriter can exclude those gross revenues when rating the account.
- ◆ Typically, there is a limited give back of coverage related to sale, management or leasing of insured-owned property. The give back provides proportional coverage equal to the percentage of the subject property owned by parties other than the insured and related owners; hence, if the insured and related owners hold a 10% interest in the property, the policy will pay 90% of the defense and indemnification arising from claims related to that property. The give back applies so long as the ownership held by the insured and related owners is at or below a stated threshold; typically, some level where the insured is not in a position to exercise control over the property.

Claims

- ◆ Rise and Shine. A real estate company involved in the sale of a home was sued by the home's new owners. During the sale of the home, the plaintiffs questioned the sellers about an isolated shed located just outside the property on a bordering golf course. After being told it was used as storage for golf carts, the plaintiffs decided to buy the house. The suite alleges the carts are raucously removed extremely early each morning. Further allegations say gas tanks buried underneath the shed are dangerous. The plaintiffs seek damages for the diminished value these factors placed on their home. The case was settled out of court.

Please feel free to contact your Account Manager at 800-768-7475 with any questions. Thank you for your business! Visit our website www.bsrins.com for applications.

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