



REAL ESTATE PRACTICE

We know real estate.

Whether you're a real estate owner, developer, manager or investor, nothing is more important than protecting your assets. **Odell Studner has been actively managing the risk management and risk transfer functions for real estate companies for over three decades.** We understand the industry's past, where it stands today and where it is trending.

Our deep industry experience, connections and business acumen continue to prove invaluable in developing customized risk management and insurance programs tailored to our clients' needs. At Odell Studner, we excel in identifying exposures and mitigating risks that could potentially affect your property, claims or potential sale price. If you're looking for a true business partner that knows real estate, then you've come to the right place. **Think of us as your general contractor for risk management and insurance placement.**

Benefits of Working with Us

INDUSTRY INSIDER

We form key relationships within and around the real estate community by participating on boards and in associations and councils. Our industry involvement provides us with a unique panoramic view and depth of knowledge that ultimately benefit our clients. Our team is recognized for our "nuts and bolts" know-how and is proud to be the broker of choice for many industry leaders. Some organizations in which we are active include: Philadelphia Real Estate Council, Cornell Real Estate Council, International Council of Shopping Centers, Apartment Association of Greater Philadelphia and American Hotel & Lodging Association.

LEVERAGING THE LANDSCAPE

We are well connected in the real estate market and represent our clients, not insurance carriers. Even before leveraging our relationships with carriers to get you better-than-benchmark coverage at the most competitive rates, our team learns the complexities of your business to advise you on the coverages you need. Our specialized programs, tools and benchmark practices are designed to transfer your risk and earn you the most value for your investment.

TRUST + PARTNERSHIP + PROCESS

As your strategic partner, we're committed to delivering cost-effective risk management solutions that meet your individual needs and buying style as well as your appetite for risk. Our seasoned team is comprised of in-house counsel, account executives and account managers. In addition, we have a claims management department that aggressively advocates for coverage on your behalf. Every team member stays abreast of what's happening within the real estate industry and maintains technical proficiency.

ASSET CLASSES

- Developers of all classes
- Hotel/hospitality
- Industrial
- Multi-family
- Office
- Shopping centers

CAPABILITIES

- Acquisition and development due diligence
- Benchmarking and trending
- Catastrophe (CAT) analysis
- Certificate management
- Claims advocacy
- Contract/lease analysis
- Lender insurance requirements
- Master insurance programs
- Premium allocations
- Safety and loss prevention

To learn more about real estate solutions at Odell Studner, contact Rob Odell or Brian Gilberg in our Real Estate Practice:
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