CORY WASHINGTON & CO.

SMARTER RISK. STRONGER BUSINESS.

REAL ESTATE BROKERAGE SUPPLEMENTAL

Covers real estate brokerage firms (residential and commercial), including franchise offices and brokerages that supervise independent-contractor agents. Individual agents and teams use CWCO-SUP-REAGENT. Complete with ACORD 125. Attach the agent policy manual, a standard buyer representation agreement, and the list of affiliated businesses.

1 APPLICANT / BROKERAGE INFORMATION

LEGAL NAME OF BROKERAGE

DBA / FRANCHISE BRAND

FEIN

YEARS IN BUSINESS

MAIN OFFICE ADDRESS

CITY / STATE / ZIP

WEBSITE

DESIGNATED / MANAGING BROKER

BROKER LICENSE NO. AND STATE(S)

NUMBER OF OFFICES

PRIMARY CONTACT / TITLE

PHONE

EMAIL

2 OPERATIONS

ACTIVITY	% OF GROSS COMMISSION INCOME

Activities: residential sales; commercial sales; commercial leasing; residential leasing; property management; new construction / developer sales; auctions; referral-only; relocation; other.

LICENSED AGENTS

AGENTS WHO ARE INDEPENDENT CONTRACTORS (%)

CLOSED TRANSACTIONS PER YEAR

ANNUAL SALES VOLUME ($)

2-1 Does the brokerage own or share ownership in a title, mortgage, insurance, or home warranty business? ☐ Yes ☐ No

IF YES, EXPLAIN

2-2 Does the brokerage permit dual agency or designated agency? ☐ Yes ☐ No

IF YES, EXPLAIN

2-3 Does the brokerage manage property or hold tenant security deposits? ☐ Yes ☐ No

IF YES, EXPLAIN

3 EXPOSURE & RISK QUESTIONS — COMMISSION PRACTICES & ANTITRUST

Since the NAR settlement (practice changes effective August 2024), buyers must sign written agreements before touring, and compensation offers can't appear on the MLS. Copycat antitrust suits continue to target individual brokerages, and many E&O policies exclude antitrust claims.

3-1 Do all agents obtain a signed written buyer agreement, stating compensation, before touring any home with a buyer? ☐ Yes ☐ No

IF YES, EXPLAIN

3-2 Do listing and buyer agreements state that commissions are negotiable and not set by law? ☐ Yes ☐ No

IF YES, EXPLAIN

3-3 Is there a written policy on how offers of compensation to buyer brokers are communicated off the MLS? ☐ Yes ☐ No

IF YES, EXPLAIN

3-4 Has the brokerage been named in a commission antitrust lawsuit? ☐ Yes ☐ No

IF YES, EXPLAIN

3-5 Is the brokerage released from commission claims under a settlement (its own, its franchisor's, or NAR's)? ☐ Yes ☐ No
IF YES, EXPLAIN

3-6 Has the brokerage received a DOJ, state attorney general, or MLS inquiry about commission practices? ☐ Yes ☐ No
IF YES, EXPLAIN

4 EXPOSURE & RISK QUESTIONS — WIRE FRAUD, TRUST ACCOUNTS & CYBER

FBI data shows real estate wire-fraud and cybercrime losses of $275 million in 2025, up from about $174 million in 2024, as fraudsters use AI to impersonate agents, title companies, and lenders.

4-1 Are clients warned in writing at the start of every transaction never to act on emailed wiring instructions? ☐ Yes ☐ No
IF YES, EXPLAIN

4-2 Do agents and staff never send wiring instructions by email? ☐ Yes ☐ No
IF YES, EXPLAIN

4-3 Is multi-factor authentication required on all agent and staff email accounts? ☐ Yes ☐ No
IF YES, EXPLAIN

4-4 Does the brokerage hold earnest money or other client funds in a trust account? ☐ Yes ☐ No
IF YES, EXPLAIN

4-5 If yes to 4-4, is the trust account reconciled monthly by someone other than the person who disburses funds? ☐ Yes ☐ No
IF YES, EXPLAIN

4-6 Has a client, agent, or the brokerage lost funds to wire fraud or had an email account compromised? ☐ Yes ☐ No
IF YES, EXPLAIN

5 EXPOSURE & RISK QUESTIONS — SUPERVISION, MARKETING & AGENT SAFETY

5-1 Is every agent's license verified at onboarding and renewal? ☐ Yes ☐ No
IF YES, EXPLAIN

5-2 Does a broker or compliance reviewer check every transaction file before or at closing? ☐ Yes ☐ No
IF YES, EXPLAIN

5-3 Do all agents complete fair housing training at least every two years? ☐ Yes ☐ No
IF YES, EXPLAIN

5-4 Is there a written policy on calls and texts to prospects that covers consent and do-not-call rules? ☐ Yes ☐ No
IF YES, EXPLAIN

5-5 Is all agent advertising, including social media, subject to brokerage review or written standards? ☐ Yes ☐ No
IF YES, EXPLAIN

5-6 Do independent-contractor agents sign agreements consistent with the state's contractor rules for real estate licensees? ☐ Yes ☐ No
IF YES, EXPLAIN

5-7 Does the brokerage have a written agent safety program for showings and open houses? ☐ Yes ☐ No
IF YES, EXPLAIN

6 EXPOSURE & RISK QUESTIONS — DISCLOSURES & PROPERTY CONDITION

6-1 Are seller disclosure forms required on every listing where state law allows? ☐ Yes ☐ No
IF YES, EXPLAIN

6-2 For homes built before 1978, is the federal lead disclosure and pamphlet delivered on every sale and lease? ☐ Yes ☐ No
IF YES, EXPLAIN

6-3 Do agents recommend in writing that buyers get independent inspections? ☐ Yes ☐ No
IF YES, EXPLAIN

6-4 Do agents avoid stating square footage, lot lines, zoning, or school boundaries as fact without a source? ☐ Yes ☐ No
IF YES, EXPLAIN

6-5 Has a buyer or seller claimed misrepresentation, nondisclosure, or breach of duty in the last 5 years? ☐ Yes ☐ No
IF YES, EXPLAIN

7 PAYROLL, SALES & REVENUE

GROSS COMMISSION INCOME ($)

COMPANY DOLLAR (AFTER SPLITS) ($)

STAFF PAYROLL ($)

PRIOR YEAR GROSS COMMISSION INCOME ($)

COMMERCIAL SHARE OF GCI (%)

PROPERTY MANAGEMENT REVENUE ($)

8 PRIOR INSURANCE & LOSS HISTORY

Attach currently valued loss runs for the last 5 years.

REAL ESTATE E&O CARRIER / LIMITS

E&O DEDUCTIBLE / WHO PAYS IT

CYBER / CRIME CARRIER

8-1 Does the current E&O policy exclude antitrust or commission-related claims? ☐ Yes ☐ No
IF YES, EXPLAIN

8-2 Has any carrier declined, cancelled, or non-renewed coverage for this operation in the last 5 years? ☐ Yes ☐ No
IF YES, EXPLAIN

DATE OF LOSS	DESCRIPTION	TOTAL INCURRED ($)	OPEN / CLOSED

8-3 Is the applicant aware of any incident, complaint, or circumstance not yet resulting in a claim that could reasonably give rise to one? ☐ Yes ☐ No
IF YES, EXPLAIN

9 RISK MANAGEMENT

9-1 Are transaction files, signed agreements, and communications kept for at least the state's required retention period? ☐ Yes ☐ No
IF YES, EXPLAIN

9-2 Does the brokerage require agents to carry their own auto liability at stated minimum limits? ☐ Yes ☐ No
IF YES, EXPLAIN

10 SIGNATURE & FRAUD WARNING

The undersigned declares that the statements and answers given in this supplemental are true, complete and correct to the best of their knowledge, and that no material fact has been withheld or misstated. The applicant agrees that this supplemental, together with all ACORD applications and attachments, forms the basis of any submission to insurers and may be relied upon by them. Signing this supplemental does not bind coverage. This supplemental is an intake document prepared by Cory Washington & Co. LLC to support carrier submission; it does not itself provide coverage.

FRAUD NOTICE: Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance containing any materially false information, or conceals for the purpose of misleading information concerning any fact material thereto, commits a fraudulent insurance act, which is a crime and subjects such person to criminal and civil penalties. (State-specific fraud warnings apply; see state amendatory notice.)

APPLICANT / AUTHORIZED SIGNATURE (TYPE FULL NAME)	TITLE	DATE

PRODUCER — CORY WASHINGTON & CO. LLC	PRODUCER SIGNATURE (TYPE FULL NAME)	DATE