



E.B. Cohen – Real Estate Specialists



Our real estate team is led by Neil Owens. Neil has over 20 years of experience in the industry. Neil and the team work with condos, coops, multi-family owners and managers, warehouse/logistics, and other commercial real estate clients.

E.B. Cohen has been an industry leader specializing in all areas of Insurance & Risk Management for the real estate industry. Our relationships within the industry allow for a distinct client experience that includes an unparalleled level of expertise.

Unique among insurance brokers is our Risk Management approach for clients. Unlike most brokers that do not have in-house attorneys, our in-house attorneys are regularly reviewing agreements to ensure best practices risk transfer technique. This value-added resource affords many of our clients the ability to better manage risks related to contractors, vendors, and various other parties a condo would need to interact with.

Our specialized programs are designed to be customized to the needs of our real estate clients. With over 35,000 units and billions in value insured, our depth of expertise affords incredible access to the most competitive programs available in the marketplace.

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Neil's approach extends beyond expertise through a dedicated service-oriented philosophy. This commitment to our client's needs is demonstrated through our Risk Identification process that leads to a more customized set of solutions for those we serve. In the long run, this approach leads to better outcomes for our clients.

A lifelong learner and supporter of education, Neil earned his bachelor's degree in business administration from the College of William & Mary and his law degree from Seton Hall University. He lives in Montclair, New Jersey, with his wife Denise, and daughters, Waverly and Reese. He enjoys skiing, golf, all outdoor activities and volunteers in the Montclair community.



E.B. Cohen is a member of the Hilb Group – a nationwide brokerage firm with more than

130 offices across the country, dedicated to assisting mid-size clients through personalized attention and national resources. The real estate specialists at Hilb Group collectively insure over 100,000 units and hundreds of billions of dollars of real estate value. As a top 15 agency, the Hilb Group affords clients the comfort that their insurance is with a premier, best-in-class organization and their risks and assets are protected through customized products and solutions.