



## Covid-19 Real Estate Practices

The basic fact to know, in these difficult times, is that Real Estate falls under the category of "Essential Business" because it provides housing.

Now, while Realtors are available to assist you with your housing needs, the rules of conduct are significantly changed until State and Municipal leadership deems Mandates unnecessary, or at least eases those mandates.

The need for social distancing (6 feet for verbal interaction and no groups of 10 people or more) is fundamental but the industry is adapting to protect buyers, sellers and renters from the risk of infection. These procedures are evolving and may vary slightly from office to office but here are some of my own protocols:-

I am dealing with customers in and out of State who need to purchase a home and/or sell a home. Lenders and Title Companies remain open to facilitate the accompanying services but on a limited and, most often, virtual or appointment only basis.

In properties I represent for sale, we are happy to provide a virtual and live tour of a home if requested and, with strict rules, allow physical showings with the homeowner's permission. In the latter case, I require a health ques-

tionnaire to be completed by any attendee at the home. A maximum of 3 total persons (including the Licensee representative) may have a tour conducted by me or the homeowner. Gloves and masks must be worn by all visitors. Visitors will be asked not to touch surfaces or handles.

If I am assisting the homebuyer, I will use these same protocols for showing properties even if the seller or their Licensee does not require it. Alaska is performing remarkably well in this crisis and our leadership is adopting a balanced approach to risks as they unfold. We all hope and expect this to be a 30 to 60 day awkward period but the situation will be managed and overcome.

Tenants and Landlords should operate with the same cautionary behaviour. I personally handle physical paperwork, when necessary, with the same care as purchasing and bringing home groceries. Clients, for example, may use their own pens. You should be mindful of the exchange of papers, files and envelopes and proceed wisely.

Please continue to enjoy the great outdoors. I am hiking several times a week and notice the absence of people on the trails amidst the freshness of the spring air. Alaska has awesome and beautiful, low-density space for you to enjoy with your family. Parks and other non-

urban locations are your best friends right now. Take care, be safe, be full of joy.

**NOTE:** Further guidelines may be issued by the Governor or Mayor and we in the Industry will comply, but rest assured we are here to assist you with all your housing needs. Good news is just around the corner and remember that 'Optimism' is the most infectious virus of all.

Dave

Windsor

