



## To my sellers and potential sellers:

There has been much talk and confusion about what agents are legally permitted to do and not do during the order from Governor Cuomo where he declared that 100% of non-essential employees are not to go to work effective Sunday 3/22/19 at 8:00pm. And, the written word is that Agents are NOT essential (of course you know we are essential but we will be following the rules!)

So, what can agents do and not do during this "shut down"? Agents can work as long as we do not leave our homes. Basically, doing anything that can be done remotely.

### We CAN:

- List Properties (doing so electronically which we are set up to do.)
- Promote our listings on websites and through the MLS.
- Negotiate offers etc.
- And, of course, continue to follow up on all transactions that are already in the works.

### We CANNOT:

- Meet with you or view your home other than via pictures/video that you send or video chat that connects us.
- Meet to show properties to buyers.
- Place lockboxes on doors or self-install signs.

Obviously our mandated limitations hinder what we can do however, I feel that the benefits of helping to halt the spread of this virus is a top priority for our community and the world. I also feel that listing your property right now in this environment would likely generate an outcome that is less than ideal.

### What if you MUST sell. I can help but I feel that the DOWNSIDES are worth serious consideration such as:

- An abundance of buyers are staying home so any new listings would be appealing to a significantly smaller buyer pool which likely will impact the eventual sale price.
- Also, buyers who are willing to act now may seek a discount given the widespread uncertainty we all face.
- Home Inspectors are considered non-essential and so buyers would need to purchase without an inspection (again limiting the number of buyers) or delaying the inspection until the ban is lifted, thereby delaying the uncertainty of the inspection results and likely putting the buyer in an upper-hand position when negotiating any repairs since the transaction is so far down the road; starting over with a new buyer would cause delays and uncertainty.
- Showings would be exclusively by virtual tour or with the sellers help via Facetime or Zoom. We could coordinate appointments but sellers would need to allow buyers into their home who are not accompanied by an agent. Given that unsettled times often brings out less than the best in people (or people intentionally take advantage of the unique circumstances) I would not suggest any seller today allow an unaccompanied buyer into their home.
- Lastly, since anyone could have the virus but not have any symptoms, inviting extra outsiders into your home can be risky.

So, if you MUST sell please contact me so we can discuss what approach is most ideal despite the potential downsides. Otherwise my best advice is to use the time to be sure that your home is market-ready for when we can all go back to work!

Please know that I am here for you, always.

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