

# COVID-19 Seller Checklist

Real estate professionals should be discussing COVID-19 with their clients. It is an important health concern and we encourage you and your clients to work cooperatively to find a solution that best fits everyone's concerns.

## Checklist

- Provide client with COVID-19 links and information from the appropriate authorities
- Assess your own risk with dealing with your client. Are they ill, or have recently traveled?
- Have your client provide their own concerns about potential risk
- Provide options for your seller client

## Minimizing Risks and Continue Marketing Property

- Request health and recent travel information from potential buyers and their professionals before any showings
- Request health and recent travel information from potential sellers and their professionals before any showings
- Communicate to the seller that they have no duty to show their property Some real estate boards may require properties be withdrawn from the listing service when if the seller is uncomfortable with risks of showing the property.
- Create a marketing video showing a tour of the house to reduce the number of viewings
- To limit viewings to serious buyers only, express to the seller that they could consider only allowing viewings to those buyers who make an offer to purchase subject to a viewing Some real estate boards may require properties be withdrawn from the listing service when if the seller is uncomfortable with risks of showing the property.
- Make viewings conditional on the use of gloves or hand sterilizer
- Clean all high traffic areas and surfaces before and after each showing
- Take all precautions necessary, including cleaning and sanitizing the home if the seller chooses to have an open house or home inspection

## Eliminating Risks by Pulling Property Off the Market

- Suspend viewings temporarily. Ensure this option is in writing.
- Remove property from the market and agree to re-list at a later time.