



# Your Guide to Buying & Selling During Covid-19



# Keeping you safe while fulfilling your real estate needs during COVID-19



To our valued clients,

Thank you for putting your trust in us as we guide you through the process of purchasing or selling real estate during COVID-19. We know that it is vital to have the right company to partner with to navigate these waters and guide you through one of the most important decisions of your life. We are honoured you want to partner with us, and we want you to know that we do not take this responsibility lightly.

We recognize that real estate is an essential service, but it is not business as usual. Our agents are well informed and ready to work with you to fulfill your real estate goals and needs. Here at Macdonald Realty, we are educated on the intricacies of protecting you, your property and how to most effectively navigate the real estate transaction during this pandemic.

Macdonald Realty has implemented and will continue to update our safety standards to keep you safe, and to mitigate any health risks related to a real estate transaction. This guide is to help you understand what we are doing to protect you, your family, and what you can do to stay vigilant during the process of buying or selling a home.

Wishing you all the best in your real estate journey,

Macdonald Realty

## FOR SELLERS

There are a few things you should know about having your home for sale during this crisis.



At Macdonald Realty, we are equipped with all the latest technology to showcase your property for the safe viewing convenience of Buyers online, and are ready to prepare both you and the prospective Buyers for an in-house viewing when appropriate, with safety precautions in place.

### **WHAT WE CAN DO TO HELP YOU SELL AND KEEP YOU SAFE:**

- Prepare a virtual tour of your home for prospective Buyers to view as a first viewing opportunity.
- Conduct live and/or virtual open houses and tours which can be marketed online to prospective Buyers world wide.
- Prepare a cohesive marketing plan for your property that maximizes online exposure.
- Have prospective Buyers complete a COVID-19 Property Access Wavier.
- Provide (when available) masks and gloves for safe view practices.
- Require prospective Buyers to review our COVID-19 Showing Requirements.
- Provide continual updates to you regarding the current real estate market.
- Present offers to you virtually, especially if you or they are self-isolating.
- Provide electronic signing options.



## FOR SELLERS

# Here are a few things you can do to your home



Make sure your home shows the best it possibly can for every showing.



Leave all interior doors open and lights on to limit the necessity for Buyers to touch things in your home.



Source (if possible) masks and hand sanitizer for Buyers to use during their showing.



Disinfect all high-touch areas (such as door knobs, light switches, locks, cupboards, handles of any kind).



Provide a list to your agent of your favourite features of your home to share during the private showing.

## FOR BUYERS

Just like working with Sellers during COVID-19, the safety of our Buyers is also a top priority.

We have implemented industry leading guidelines for you to follow to help protect you and your family.

### HERE ARE A FEW THINGS YOU SHOULD KNOW BEFORE YOU START THE PROCESS:

1. Sellers are only allowing serious Buyers through their properties. You should be pre-approved through a qualified mortgage broker before you start the buying process.
2. Many properties have virtual tours for you to view prior to viewing the property in person. The fewer showings needed, the less exposure you will have.
3. Review all extra documents, floor plans, strata documents (if applicable) on the properties you are interested in before asking for a showing.
4. Sellers are allowed to decline showings if they feel uncomfortable.

### WHAT WE CAN DO TO HELP YOU BUY AND KEEP YOU SAFE:

- Provide you with a virtual tour first, so you can qualify if the home suits your needs before viewing it in person.
- Provide qualifying questions for us to ask the Seller's representative to make sure the home fits your needs before viewing it.
- Provide you with information about the community and local amenities.
- Provide continual updates to you regarding the current real estate market, and how these changes may affect the price of the home you are interested in.
- Prepare offers for you virtually, especially if you or the sellers are self-isolating.
- Provide electronic signing options.

## FOR BUYERS

# Here are a few things you can do when viewing homes



Review our COVID-19 Showing Requirements Document.



Complete the Real Estate Property Access Waiver.



Drive by the property to assess the exterior and neighbourhood before booking a showing



Limit in-person viewings (Consider leaving your kids at home) to the properties you are the most serious about.



Keep social distancing during showings, even with your agent.



Travel in your own vehicle.



Wear a mask during showings and bring hand sanitizer.



# Disclosure Documents



# COVID-19

# Showing Requirements

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The health and safety of our families, colleagues and everyone in our society is of the utmost importance during this time. Thank you for your patience and cooperation.

**Before making a request for a showing we ask that you do the following:**

- Please review the MLS® listing in full.
- Please review and understand the strata plan (if applicable).
- Please review the floor plan (if available).
- Please review the property photos and/or watch the property video.
- Please drive by and familiarize yourself with the location of the property.
- Please ask any questions by phone, text or email.

**In order to protect everyone, we ask that you do not book a showing or enter a showing if:**

- You are experiencing flu-like symptoms.
- You have travelled outside Canada within the last 14 days.
- You know or suspect that you have been in close contact with anyone who has experienced points 1 or 2 above or who has been diagnosed with COVID-19.

**When attending a showing we ask:**

- You wear a mask at all times.
- You do not touch or sit on any furniture.
- Do not use the bathroom.
- Allow us to open doors or cupboards and turn on lights as required.
- Maintain the recommended 2 meter distance from our agent and others outside of your group.





## Real Estate Property Access Waiver

Property Address: \_\_\_\_\_

Dated this \_\_\_\_\_ day of \_\_\_\_\_, 2020

Please understand that with the outbreak of the recent COVID-19 VIRUS, there is a risk associated with entering or permitting others to enter this property.

By entering or permitting others to enter, you assume all risk and liability with regard to the COVID-19 virus and will hereby waive any claims against and responsibility of the property owner(s), their designated agent(s), the listing brokerage(s), and/or any other person(s) permitted to enter the property.

I HEREBY AGREE TO ALL OF THE ABOVE AND THE COVID-19 SHOWING REQUIREMENTS:

PERSON 1: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

PERSON 2: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

PERSON 3: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

PERSON 4: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

Thank you for your cooperation and understanding.