

March 18, 2020

## Information for RE/MAX Kelowna Home Sellers

As the Owner of RE/MAX Kelowna, I want to thank you for entrusting your RE/MAX Kelowna Agent to sell your home. You made a great choice.

The worldwide coronavirus spread has some people questioning whether now is a good time to buy or sell a home. In my opinion that answer is: Yes. With the low housing inventory, it is a great time to sell. As for Buyers, interest rates are at historic lows and look to go even lower, if that's possible.

While we may see an overall slowdown at some point in the economy due to the virus, the real estate market continues to be strong. If I were looking to sell in the next 12 months, I would do it now. The health concerns may reduce home inventory even more -- a bonus for Sellers on the market now.

In an effort to protect our clients and the public as a whole, we are implementing a new protocol when any Agent, whether from our Brokerage or others, shows your home. These protocols, outlined on the attached Seller's Instructions document for you to sign, stipulates the following:

1. Prior to showing your home, any Agent must fill out a form (Agent Confirmation Form) confirming they have reviewed a quick, 4-question Health Questionnaire (similar to one used by the US Centers for Disease Control - "CDC") with their Buyer(s) and/or Buyer guest(s) as well as the Agent themselves. This questionnaire, used currently by many residential living communities, asks the parties to assess their current state of health. If the Health Questionnaire discloses any health concerns defined by the CDC, the parties will be instructed via the form to not enter your home.
2. This procedure will also apply to others visiting your home for sale-related purposes, including home inspection, appraisal and repairs. The person arranging for the visitor will be responsible for reviewing the Health Questionnaire with the visiting party.
3. If you or any occupants of your home experience any of the health issues identified on the 4-question CDC form, you agree to let your listing Agent know so we can suspend showings until you are well. In that event we also ask you to hang the "Do Not Enter" sign on your front door, prior to any schedule showings if the showing has not been confirmed as canceled.

It should be noted that while we are taking this proactive approach to protect you, there is no guarantee that an infected person cannot enter your home despite our best efforts.



The steps we are taking rely on the persons entering your home to be truthful on the form; we are not providing any medical testing to verify their health status or previous travel to other countries. Additionally, the person filling out the form may not exhibit any symptoms but could be carrying the virus.

We recommend that you and all members of the public go to [CDC.gov](https://www.cdc.gov) to understand the health risks to all.

What is COVID-19?

The BC Centre for Disease Control (BCCDC) has a FAQ about COVID-19 ([www.bccdc.ca/health-info/diseases-conditions/co-vid-19](https://www.bccdc.ca/health-info/diseases-conditions/co-vid-19)), also known as the Novel Coronavirus.

COVID-19 resources

BC CENTRE FOR DISEASE CONTROL

PROVINCIAL AND FEDERAL GOVERNMENTS JOINT STATEMENT ([news.gov.bc.ca/releases/2020HLTH0054-000361](https://news.gov.bc.ca/releases/2020HLTH0054-000361))

WORLD HEALTH ORGANIZATION COVID-19 RESOURCES ([www.who.int/dg/speeches/detail/who-director-general-s-open-ing-remarks-at-the-media-briefing-on-covid-19---3-march-2020](https://www.who.int/dg/speeches/detail/who-director-general-s-open-ing-remarks-at-the-media-briefing-on-covid-19---3-march-2020))

We look forward to getting your home sold while taking steps to protect you.

JERRY REDMAN / OWNER  
RE/MAX KELOWNA



# Seller's Instructions

Property Address:

I (we) have reviewed the Information for RE/MAX Kelowna Home Sellers memo dated March 14, 2020, and instruct RE/MAX Kelowna to: (initial one)

\_\_\_\_\_ Make their best effort to enforce the showing protocols outlined below on my listed property. These showing protocols will remain in place until RE/MAX Kelowna advises that the showing protocols detailed below be suspended. I will be notified by RE/MAX Kelowna when that suspension occurs.

I understand that RE/MAX Kelowna will publish these showing protocols in the listing on the Multiple Listing Service(s) ("MLS") and will make their best efforts to enforce them, as they do all showing instructions.

These instructions are in place for the period the home is being marketed through closing and possession by the new owner.

Prior to entering the listed property, any Agent must fill out a form confirming they have reviewed a 4-question Health Questionnaire with their Buyer(s) and/or Buyer guest(s) as well the Agent themselves. If the questionnaire discloses any health concerns defined by the CDC (US Centers for Disease Control), the parties will be instructed, via the questionnaire, to not enter the property.

If any occupants of the Listed Property have any health issues identified on the 4-question Health Questionnaire, the Seller(s) will notify their listing Agent in writing in a timely manner of such health issue. In that event, the Listed Property will not be available for showing until the Seller notifies the listing Agent in writing that they pass the Health Questionnaire.

\_\_\_\_\_ Make no changes to the showing protocol on my listing property.

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Seller \_\_\_\_\_ Date \_\_\_\_\_

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Seller \_\_\_\_\_ Date \_\_\_\_\_

