

CHANGING THE WAY REALTORS® CONDUCT BUSINESS

As of May 7, 2020, Michigan Realtors® may once again conduct in-person listing appointments and showings. However this does not, of course, mean business as usual.

Requirements of Executive Order:

1. All in-person meetings with sellers and showings must be done by appointment.
2. No more than four persons may be at the property at one time. No in-person open houses are permitted.
3. All persons must maintain a 6-foot social distance at all times.
4. Landlords/property managers may not arrange in-person showings of a rental unit until after the current tenant has vacated.

Additional mitigation measures to consider:

1. Consider limiting in-person showings to potential buyers who have been pre approved for financing. Use photographs, virtual showings and floorplans to help buyer clients narrow down their housing needs and wants prior to any in-person showings.
2. Realtors® are encouraged to work together to avoid consecutive multiple showings in order to avoid overlapping appointments.
3. Consider providing marketing materials and other information relevant to the home electronically in advance of the showing.
4. Encourage sellers not to be present during the showing. Ask sellers to turn on all of the lights and leave interior doors, drapes and blinds open. This will ensure that anyone entering the home will not need to touch the light switches and doorknobs throughout the home.
5. Ask sellers to clean and disinfect all frequently touched surfaces prior to and after the showing.
6. Agents conducting a showing are encouraged to meet their clients at the home rather than drive their clients to the showing. If you are meeting your clients at a home, ask them to wait in the car for your arrival.
7. Discourage anyone who does not need to view the home from attending a showing.
8. Encourage the use of masks and gloves while viewing a home.
9. Ask buyers to refrain from touching any surfaces in a home (including light switches and interior doorknobs). Do not share phones, pens or tablets.
10. Minimize the time physically present at the home. After a showing, rather than engaging in a discussion with your clients while still at the property, consider waiting to discuss the home via email or phone.