

COVID-19 Lockdown NO Open House Signs?

So many people asked me why they stopped seeing OPEN HOUSE signs in town and how the real estate market in California has been impacted by COVID-19:

Sellers can still sell.
Buyers can still buy.

However, following Governor Gavin Newsom order to brokers and agents, the California Association of Realtors issued instructions about How to conduct the activities responsibly during the Coronavirus lockdown:

1. Communicate virtually (phone/text/email/face time/webinar).
2. If homeowners can't wait to sell their house, their real estate agent can use older photographs if available or use virtual photos (virtual furniture can be added to any photos. Clutter can be virtually removed), or just use 360 virtual photography (minimum cost \$300 or more).
3. No conventional staging is allowed. Only virtual staging is allowed.
4. There will be NO open house events till further notice.
5. No agent or buyer can access the house without prior appointment even if the house is vacant.
6. If buyer must see the house after seeing the virtual photos, COVID-19 consent forms must be signed by all parties to acknowledge COVID-19 risk before stepping inside a house. The buyers are advised NOT to touch surfaces, and they are advised to bring their sanitizers, gloves, masks, shoe covers, or any other personal protective equipment.



7. No buyer can see the house unless they provide pre-approval letter from a lender that they qualify for the purchase price (this letter used to be requested only when a buyer submits an offer). The purpose is to limit the number of people accessing the homes to those who are serious buyers.
8. Once offer is accepted, inspections will be done without seller or buyer presence. After inspection, inspector and buyer can have face time to go over details.
9. Appraisers can only appraise via drive through (looking at exterior) and collect available information from seller, such as photos and information about updates.
10. Interest rates are still lower than last year. The real estate market is generally healthy. The only thing being temporarily changed is the way business shall be conducted due to Coronavirus risks.

We all need to take extra measures to protect each other, and to overcome this pandemic together.

I hope this update answers your questions. If not, feel free to send a message.

 Stay safe. Call to receive free KN95 masks.

More COVID-19 Tips @

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