



RE/MAX
CAMOSUN

Each Office Independently Owned and Operated

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 clients. Are they ill, or have they recently travelled?
- 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
- 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
- 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 and 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

This information was created in collaboration with the Real Estate Council of British Columbia in the interest of protecting consumer and licensee health safely in uncertain times. Thank you to the Real Estate Council of BC for their cooperation.