



ARIZONA REALTORS® READY TO ASSIST BUYERS AND SELLERS, TAKING EXTRA PRECAUTIONS DURING PANDEMIC

Even during this pandemic, Arizona's 50,000+ REALTORS® are well-positioned to continue meeting the needs of their clients and the communities they serve. REALTORS®, escrow companies, mortgage lenders, home inspectors, appraisers and other service providers remain hard at work, making sure buyers and sellers have all the services they need to complete their real estate transactions safely and efficiently.



TECHNOLOGY

To practice “social distancing” while conducting real estate transactions, Arizona REALTORS® can:

- Create virtual property tours and conduct video chats that allow buyers to see properties in a realistic way online. REALTORS® can also conduct virtual listing presentations with sellers.
- Use electronic documents and encourage buyers and sellers to sign paperwork through platforms like Authentisign and eSign to minimize in-person contact. In fact, much of the transaction was already conducted online, even before COVID-19.
- Assist in securing a mobile notary, thereby helping their clients finalize the transaction without ever leaving their home.
- With the increased use of technology, however, we encourage buyers and sellers to be aware of scams. Before sending money, buyers and sellers should always call their title company using an independently verified number to confirm wiring instructions.



SAFETY PRECAUTIONS

During property showings and inspections, REALTORS® are encouraging the following to prevent the spread of disease:

- Having all parties wash hands and/or use hand sanitizer before and after entering a home.
- Asking buyers to avoid touching anything in the home.
- Canceling showings if buyers, sellers or others are sick.
- Opening all interior doors prior to showings to minimize the need for buyers to touch door handles.
- Turning on all lights before showings to prevent touching light switches.
- Disinfecting all door handles and high-touch areas prior to and after showings.
- Limiting the number of individuals in the home at any one time and having all parties stand six feet away from each other during showings.

In the event that a seller chooses not to hold an open house, REALTORS® remain ready and able to market the property in a number of alternative ways.



POTENTIAL DELAYS

REALTORS® currently report that real estate transactions are moving smoothly. Nevertheless, should any issues arise, the Arizona Association of REALTORS® continues to provide its members with the most up to date information and tools they need to help their clients through any delays resulting from the outbreak.

Real estate closings continue to take place each day, and the demand for real estate in Arizona remains high. Arizona REALTORS® stand ready to help their community and serve their clients.



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