

# Ways to Safely Sell your Home during COVID-19

Have you decided it is time to move, but are nervous about safety? The traditional method of selling a home with unlimited buyer showings and open houses may feel daunting, but there are ways to ease this concern and to keep everyone safe.

The good news in most areas is, it is a seller's market, due to a severe lack of homes for sale. Today's buyers are serious, they know what they want and are ready to purchase. Buyers have purchased sight unseen, only viewing a video or a having a FaceTime call with their agent.

The traditional way to sell a home is to market to the largest audience possible. This approach enhances competition and often results in the best price, terms and conditions for the seller. However, there are times when listing your home "quietly", or as a "private exclusive" can limit the inconveniences and safety concerns of frequent showings. A serious buyer may be willing to make an offer before the home ever hits the open market. Some sellers start with this approach then move to the full market approach if a buyer has not been found.



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## HERE ARE SOME SAFETY STEPS TO HELP PROTECT YOU AND YOUR FAMILY WHEN SELLING YOUR HOME:

- Work with a full time Realtor who will provide professionally created video tours and floor plans, so prospective buyers can first view the home on-line before they come in-person
- Work with a Realtor who will provide a Safety Station at the entrance of the home including masks, gloves, shoe covers, and hand sanitizer
- Showing Appointments should be limited in length (15-30 minutes) and must not overlap to keep a minimal number of people in the home at one time.
- Have all the lights on and interior doors ajar to make sure all features of the home can be seen while limiting touching surfaces
- Sanitize all surfaces at the end of the day after all showings have been completed.
- If you're open to weekend open houses, your Realtor should only allow one group into the home at a time and monitor to make sure proper personal protection is maintained.

You may prefer to move into your new home prior to selling your current home. Some senior communities and real estate companies offer bridge loans or other programs to help pay your new expenses while your home is on the market.

Lastly, with today's low interest rates, buyers will pay more for an updated, move-in ready home. If your home needs a little TLC or updating, the work can be done once the home is vacant without worry about sharing space with contractors. Some real estate companies offer programs that fund these updates at no cost, with repayment occurring at settlement from the proceeds of the sale.



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