



Required and voluntary protocols to re-engage the real estate industry:

- Real Estate Licensees should work remotely to the greatest extent possible, conducting in-person meetings only when necessary to develop a new listing, or for a client to view a property, or to sign necessary documents;
- No in-person real estate open houses shall be permitted;
- Consider limiting “in-person” showings to potential buyers who have been pre-approved for financing or have provided proof of funds adequate for purchase. Use photographs, virtual showings and floor plans to help buyer-clients narrow down their housing needs and wants prior to any in-person showings;
- Property photography/videography, viewings, inspections, appraisals, and final walk-throughs shall be arranged by appointment and limited to no more than four people on site at any one time, exercising social distancing at all times;
- Any in-person activities must abide by CDC/Michigan guidelines for social distancing, including maintaining at least a six-foot social distance at all times;
- Avoid overlapping appointments;
- Confirm in advance that a particular seller has authorized in-person showings;
- Consider providing marketing materials and other information relevant to the home electronically in advance of the showing;
- Ask sellers to turn on all of the lights and leave interior doors, drapes and blinds open. Remind sellers to clean and disinfect all frequently touched surfaces prior to and after the showing;
- Agents conducting showings should meet their clients at the home rather than drive clients to showings. If meeting clients at a home, ask them to wait in the car for agent’s arrival;
- Discourage anyone who does not need to view the home from attending a showing, such as children and those with conditions that might make them especially vulnerable to illness;
- Ask buyers and showing agents to refrain from touching any surface in a home. Encourage the use of gloves and masks. Do not share phones, pens or tablets;
- After a showing, rather than discussing the home while outside the property, consider waiting to discuss the home via email or phone.