

## Introducing: The Sue Adler Team's "Virtually Virtual" Home Showing Process!

As we navigate through life with this global pandemic, we face the challenge of keeping our community safe, while helping our clients meet their essential housing needs. As such, we have come up with a "virtually virtual" way of showing homes to those who have to buy or sell at this time.

### Here is what we are seeing:

- Families living in urban apartments, eager to move into a safe and spacious suburban home with a yard
- Families that have been sheltering in place, seeing the need for a space with first-floor living quarters that their aging parents can move into
- Renters whose leases are ending, with the need to purchase a home ASAP
- Sellers whose homes went under contract before COVID, with the need to find a new home to purchase ASAP
- Sellers who plan to relocate to another state, with the need to sell their home
- Buyers who have already sold their out-of-state property with the intention of relocating to NJ, anxious to purchase a new home

In order to serve the essential housing needs of our clients, while keeping everyone safe, we have developed a carefully thought-out plan.

### Here's how it works:

**Digital Showcases:** All of our listings now have a Digital Showcase that interested Buyers must review prior to scheduling a showing. Each showcase features 25+ photos, a Video Walk-Through and/or 3-D Matterport Walk-Through, an Interactive Floor Plan, a Virtual Brochure with full details on the house, and a Survey (if available), as well as photos of the mechanicals and ceiling height, and a Seller's Property Disclosure, which are available upon request.

**Tailored Showings:** Understanding that each Buyer and Seller has different needs, we will tailor the showing process for each client. We are offering both FaceTime and Zoom showings, both of which can be done on an individual basis or through one of our Virtual Open Houses.

For the buyers who wish to schedule an in-person "no-touch" showing in order to make an informed purchase decision, we have specific safety measures in place. They must abide by the following:

- Buyer to send pre-approval when setting up a showing appointment
- Buyer and Seller to sign COVID-19 disclosures prior to the showing
- Seller to leave all lights on, open some windows for ventilation and open all interior doors so that clients do not need to touch anything while in the home
- Buyer and Agent to arrive with their own gloves and masks. Booties will be supplied
- Agent to access the key in the lockbox and open the front door
- Buyer and Agent to alternate walking through the house to ensure the practice of social distancing
- Buyer to refrain from bringing children to showing

I am excited to report that since implementing the virtually virtual showing process our team has put 5-6 homes per week under contract. My team and I are here to guide you through this new process and provide all parties with a worry-free experience. During this time of uncertainty, you can relax knowing that you have a caring, experienced, and highly skilled team of real estate experts working for you. We are grateful for the opportunity to help you and your family achieve your real estate goals.

Yours to count on,  
Sue Adler  
973-936-9129