

m

Your guide to
buying and selling
during COVID-19.



m





Keeping you safe while fulfilling your real estate needs during COVID-19.

To our valued clients,

First, thank you. Thank you for putting your trust in us as we guide you through the process of purchasing or selling real estate during this time. We know that now, more than ever, it is vital to have the right company behind you.

We are proud to have been chosen as your real estate agency, and we want you to know that we don't take that responsibility lightly.

It's important to recognize that real estate activities have been resumed in Quebec, and our brokers are well informed and ready to work for, and with you, to fulfill your goals and needs. We are educated on the intricacies of protecting you, your property, and on how to most effectively navigate your real estate transaction during this pandemic.

M Real Estate is leading the industry on implementing standards and procedures to keep you safe, mitigating any health risks related to your real estate transaction along the way. This guide is to help you understand what we are doing to protect you, your family, and what you can do to stay informed during the process of buying or selling a home during COVID-19.

Wishing you all the best in your real estate journey,

-The M Real Estate Team





SELLERS

There are a few things you should know about having your home for sale during this time.

At M Real Estate, we are equipped with the latest technology to showcase your home online, and we are ready to prepare both you and your prospective buyers for an in-house viewing when appropriate, with safety precautions in place. These measures are in addition to, and do not replace any government restrictions or guidelines set forth by the OACIQ.

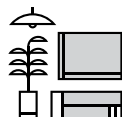
WHAT WE CAN DO TO HELP YOU SELL AND KEEP YOU SAFE:

- Prepare a virtual tour of your home for prospective buyers using the best available options as a first viewing opportunity.
- Conduct live and/or virtual open houses and tours, marketed online in advance to prospective buyers worldwide.
- Prepare a safe and personalized, cohesive marketing plan for your home that maximizes online exposure.
- Have prospective buyers complete COVID-19 disclosure statements related to their current health and exposure history.
- Provide (when available) masks and gloves for safer viewings.
- Provide marketing materials to display in your home reminding buyers of safe viewing practices.
- Provide continual updates to you regarding the current real estate market.
- Present offers to you virtually, especially if you or they are self-isolating.
- Provide electronic signing options.

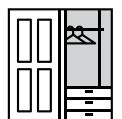


SELLERS

Here are a few things you can do to your home:



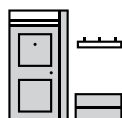
Make sure your home shows the best it possibly can for every showing.



Leave all interior doors open and lights on to limit the necessity for buyers to touch things in your home.



Source (if possible) masks and hand sanitizer for buyers to use during their showing.



Disinfect all high-touch areas (such as door knobs, light switches, locks, cupboards, handles of any kind).



To reassure buyers viewing your home, complete a COVID-19 disclosure statement related to your current health and exposure history.





BUYERS

Just like working with sellers during COVID-19, the safety of our buyers is a top priority.

We have implemented industry leading guidelines for you to follow to help protect you and your family.

HERE ARE A FEW THINGS YOU SHOULD KNOW BEFORE YOU START THE PROCESS:

1. Sellers are only allowing serious buyers through their properties. You should be pre-approved through a qualified mortgage broker before you start the buying process.
2. You will need to complete a COVID-19 disclosure statement related to your current health and exposure history.
3. You have the right to ask a seller to complete a COVID-19 disclosure statement related to their current health and exposure history.
4. Sellers are allowed to decline showings if they feel uncomfortable.
5. Many properties have virtual tours for you to view prior to viewing the property in person. The fewer showings needed, the less exposure you will have.

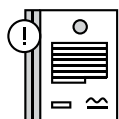


BUYERS

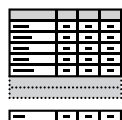
What we can do to help you buy and keep you safe:



Provide you with a virtual tour first, so you can qualify if the home suits your needs before viewing it in person.



Ask for the seller's COVID-19 disclosure statement prior to visiting their home.



Ask qualifying questions for us to ask the seller's representative to make sure the home fits your needs before viewing it.



Provide you with information about the community and local amenities.



Provide continual updates to you regarding the current real estate market, and how these changes may affect the price of the home you are interested in.



Prepare offers for you virtually, especially if you or the seller are self-isolating.



Provide electronic signing options.



BUYERS

Here are a few things you can do when viewing homes.



Get pre-approved from your mortgage specialist. We are happy to refer you to one of our favorites if you need one.



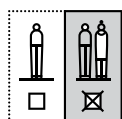
Try to avoid touching handles, light switches, etc while viewing properties.



Limit in-person viewings to the properties you are the most serious about.



Travel in your own vehicle.



Keep social distancing during showings, even with your broker.



Wear a mask during showings and bring hand sanitizer.



Discussing COVID-19 with your buyer client.

At this time, we all need to do our part in reducing the spread of COVID-19. When someone is in search of a new home, they are visiting many different properties and it is important for brokers to understand some important information to best serve their clients during this unprecedented time.

BUYER ONE

BUYER'S REPRESENTATIVE

BUYER TWO

DATE

THIS DISCLOSURE IS TO BE FILLED OUT IN ADDITION TO, AND DOES NOT REPLACE THE OACIQ FORMS THAT ARE REQUIRED TO BE FILLED OUT AND SENT TO COLLABORATING BROKERS AND THEIR OFFICES.





DISCLOSURE DOCUMENTS

Discussing COVID-19 with your buyer client. *Continued.*

POTENTIAL EXPOSURE TO COVID-19

1. Have you, or anyone in your house, travelled internationally within the past two weeks? YES NO
2. Have you been in contact with anyone in the past two weeks that has tested positive for COVID-19? YES NO
3. Do you currently have any symptoms of COVID-19? Including but not limited to a fever, dry cough, or flu like symptoms? YES NO
4. Have you or anyone in your house tested positive for COVID-19? YES NO
5. Are you or anyone in your household awaiting test results for COVID-19? YES NO

IF YOU HAVE ANSWERED YES TO ANY OF THE ABOVE QUESTIONS IT IS STRONGLY ENCOURAGED YOU DO NOT VIEW ANY HOMES UNTIL TWO WEEKS HAVE PASSED SINCE: THE DATE THE PERSON WHO HAS TRAVELLED INTERNATIONALLY ARRIVED BACK, YOU WERE IN CONTACT WITH SOMEONE WHO TESTED POSITIVE FOR COVID-19 OR THE DATE YOUR LAST SYMPTOMS PRESENTED THEMSELVES, ALONG WITH ANY ADDITIONAL DIRECTION FROM HEALTH SERVICES.





DISCLOSURE DOCUMENTS

Discussing COVID-19 with your buyer client. *Continued.*

1. DO YOU WANT YOUR BROKER TO ASK THE SELLER:

- a. Has anyone occupying the property travelled internationally within the past two weeks? YES NO
- b. Has anyone occupying the property been in contact with anyone in the past two weeks that has tested positive for COVID-19? YES NO
- c. Does anyone occupying the property have any symptoms of COVID-19? Including, but not limited to, a fever, dry cough, or flu like symptoms? YES NO
- d. Has anyone occupying the property tested positive for COVID-19? YES NO
- e. Is anyone occupying the property awaiting test results for COVID-19? YES NO





DISCLOSURE DOCUMENTS

Discussing COVID-19
with your buyer client.
Continued.

**2. IS THERE ANYTHING ADDITIONAL THAT YOU WOULD LIKE
DONE OR CONFIRMED THAT WOULD MAKE YOU FEEL
COMFORTABLE VIEWING HOMES DURING THIS TIME?**

I/We, _____, acknowledge all statements are truthful,
to the best of our knowledge as of today's date _____.

Given this extraordinary time period, if any of the first five questions
asked regarding potential exposure to COVID-19 changes, I will notify
my Broker immediately.

INITIALS

BUYER

WITNESS

BUYER

WITNESS

SIGNED AND DATED AT _____, THIS _____ DAY OF _____, 20_____.



Discussing COVID-19 with your seller client.

At this time, we all need to do our part in reducing the spread of COVID-19. When someone is in search of a new home, they are visiting many different properties and it is important for brokers to understand some important information to best serve their clients during this unprecedented time.

SELLER ONE

SELLER'S REPRESENTATIVE

SELLER TWO

ADDRESS BEING SOLD

DATE



DISCLOSURE DOCUMENTS

Discussing COVID-19 with your seller client. *Continued.*

POTENTIAL EXPOSURE TO COVID-19

1. Has anyone in the house being sold, travelled internationally within the past two weeks? YES NO
2. Has anyone in the house being sold, been in contact with anyone in the past two weeks that has tested positive for COVID-19? YES NO
3. Does anyone in the house currently being sold, have any symptoms of COVID-19? Including, but not limited to, a fever, dry cough, or flu like symptoms? YES NO
4. Has anyone in the house being sold tested positive for COVID-19? YES NO
5. Is anyone in the house being sold awaiting test results for COVID-19? YES NO

IF YOU HAVE ANSWERED YES TO ANY OF THE ABOVE QUESTIONS IT IS STRONGLY ENCOURAGED YOU DO NOT ALLOW ANY VIEWINGS OF YOUR HOUSE UNTIL TWO WEEKS HAVE PAST SINCE: THE ARRIVAL HOME OF THE PERSON WHO HAS TRAVELLED INTERNATIONALLY, WHEN YOU WERE IN CONTACT WITH SOMEONE WHO TESTED POSITIVE FOR COVID-19, OR THE DATE YOUR LAST SYMPTOM PRESENTED THEMSELVES, ALONG WITH ANY DIRECTION FROM HEALTH SERVICES.



Discussing COVID-19
with your seller client.
Continued.

1. DO YOU WANT YOUR BROKER TO ASK THE BUYER:

- a. Whether or not anyone in their house has travelled internationally within the past two weeks? YES NO
- b. Whether or not they have been in contact with anyone in the past two weeks that has tested positive for COVID-19? YES NO
- c. If anyone currently in the house has any symptoms of COVID-19? Including, but not limited to, a fever, dry cough, or flu like symptoms? YES NO
- d. Have you or anyone in your house tested positive for COVID-19? YES NO
- e. Are you or anyone in your house awaiting test results for COVID-19? YES NO





DISCLOSURE DOCUMENTS

Discussing COVID-19
with your seller client.
Continued.

**2. IS THERE ANYTHING ADDITIONAL YOU WOULD LIKE
DONE OR CONFIRMED THAT WOULD MAKE YOU FEEL
COMFORTABLE VIEWING HOMES DURING THIS TIME?**

If the property currently has a tenant in it, I/We, _____,
acknowledge we have confirmed the above questions with our tenant
on this date _____.

I/We, _____, acknowledge all statements are truthful,
to the best of our knowledge as of today's date _____.

Given this extraordinary time period, if any of the first five questions
asked regarding potential exposure to COVID-19 changes, I will notify
my Broker immediately.

INITIALS

SELLER

WITNESS

SELLER

WITNESS

SIGNED AND DATED AT _____, THIS _____ DAY OF _____, 20_____.

