

Selling and Leasing Real Estate and the Coronavirus Shift

Updated 10th September 2020

We don't know how long the Coronavirus will continue to limit our personal contact and the activities we normally like to undertake. What we do know is we adapt well to change.

Scarce Real Estate has cleverly adapted our tools of the trade to cater for owners, buyers and tenants that don't want their plans and dreams put on hold until a vaccine is possibly found.

We understand, if thinking of selling or leasing your property alongside the Coronavirus, you will have a multitude of questions such as – how will the process work now and how will my property be inspected while complying with Government guidelines?

We have adopted a COVID-Safe Plan to assist in the protection of the health and safety of everyone attending our property inspections, during appointments or visiting our Tasmore office.

Through advances in technology, Scarce Real Estate are also able to proactively market property to a wide audience as well as assist purchasers and tenants to connect, inspect and buy or rent while navigating through these unprecedented times.

The Scarce Real Estate Team have focussed on strategies that provide confidence for our clients to move forward with either the sale or lease of their property no matter the status of the Coronavirus.

Our COVID-Safe Plan

We are aware of the current infection control and precautionary measures recommended by the health authorities and comply with all general and specific obligations in relation to:

Density requirements (1 person per 2sqm); physical distancing (1.5m); our COVID-Safe Plan; capacity limits; attendance records; online booking; cleaning and disinfection; hand sanitiser; soap and running water; signage with instructions for the public. The duration of our open inspections due to COVID-19 are also well considered by our team.

Our staff stay at home if sick, go home if unwell and isolate until obtaining a COVID-19 test result. All our team have been trained to minimise contact between themselves and others, are aware of our COVID-Safe Plan, how to implement the plan and understand the response to a case of COVID-19 in our workplace.

Scarce Real Estate will check, review and risk assess our COVID-19 safety measures while our contingency plans also remain in place.

Connect and Inspect

Real Estate Agents are allowed to connect with buyers and tenants through open inspections, however we've made and retained adaptations to that process:

- Individual buyer and tenant inspections
- Personalised live streamed inspections using FaceTime and WhatsApp
- Comprehensive 3D Virtual Tours
- Inspect 24/7 on www.scarce.com.au

Reaching Out to Buyers and Tenants

Our team are able to create a customised digital marketing strategy that will reach out to local, interstate and overseas buyers and tenants, and can include the following:

- Online inspection through premium Real Estate portals - www.scarce.com.au, Realestate.com.au, Domain.com.au plus 7 others
- Our Social Media Platform
- A database of qualified active buyers and tenants
- A range of digital marketing elements such as professional photography, seamless virtual tours, 3D and standard floor plans together with detailed descriptions of a property's benefits.

Technology Meets Tradition

All traditional methods of sale are available to owners from Private Treaty to Offers Close and the Public Auction process or Auctions hosted live online.

- With a live online Auction, buyers remotely view, competitively bid and purchase under Auction conditions while still in an open forum.
- Using phone, email and digital meeting platforms such as Zoom our agents are able to negotiate with buyers for a sale through a Private Treaty or Offers Closing campaign.

Finalising the Sale or Lease

Once the right committed buyer or tenant has been found:

- The signing of a contract or lease and other documentation may be done electronically.
- The deposit can be electronically transferred into our Trust Account.

60+ Years of Commitment

The traditions and commitment of our 60+ year-old business will continue throughout 2020 and beyond. We are steadfast in providing our high levels of service and assistance to current and future clients, our broader community and our contribution to the Real Estate Industry overall.

Please feel free to contact our Company Director - Matt Scarce (0411 185 205 or matt@scarce.com.au) to discuss your requirements or any of the above information.

