

# Selling and Leasing Real Estate and the Coronavirus Shift

We don't know how long the Coronavirus will continue to limit our personal contact and keep us staying at home. 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 we reach the other side.

We understand, if thinking of selling or leasing your property during the Coronavirus outbreak, 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?

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

The Scarce Real Estate Team are focusing on strategies which will provide you with the confidence to move forward with either the sale or lease of your property.

## Technology Meets Tradition

All traditional methods of sale are still available to owners from Private Treaty to Offers Close and Auction options that are 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.

## Connect and Inspect

Real Estate Agents are no longer allowed to connect with buyers or tenants through open inspections therefore, we've made adaptations to that process too:

- 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](http://www.scarce.com.au)

## Reaching Out to Buyers and Tenants

Our Team can 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](http://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, slide shows, seamless virtual tours, 3D and standard floor plans together with a detailed description of your property's benefits.

## Finalising the Sale or Lease

Once the right committed buyer or tenant has been found:

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

## 60+ Years of Commitment

We want to assure you the traditions and strong commitment of our 60+ year-old business are continuing.

From our Scarce Family to yours – We hope you all stay safe and well throughout this time.



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REAL ESTATE