

**Common themes used to advocate for real estate as an essential service:**

1. Necessary to help consumers with immediate housing needs such as pending transactions or housing uncertainty due to job loss, furlough, or other sudden change in consumer circumstances. Shelter-in-place is meaningless without the shelter.
2. Real estate is essential to the future stability of any city, state, or federal economy. Housing is the backbone of the economy and letting it lapse now will make it much harder for us to rebound in the near future.
3. With the designation of financial services as essential services, including mortgage, title and insurance services - the driver of all these businesses is real estate services. Real estate services directly support and facilitate the essential work of the mortgage, title and insurance sectors.
4. There are currently X number of pending listings and real estate contracts in the jurisdiction at issue. Without designating real estate services as an essential service, these citizens will have no clear path or direction on what happens with their pending legal contracts, financial commitments and where they will be sheltering.
5. With commercial and residential construction likely included as an essential service (per most Shelter-In-Place orders in other jurisdictions), real estate services are the only means by which those commercial and residential construction projects are brought to market.
6. Where legal and financial services are considered essential, closings could go forward. Not including real estate services, would be leaving out the one market participant that gets the transaction going in the first place.
7. Real estate services can be conducted safely and without large gatherings. Showings are usually less than three or four individuals, closings are typically 3 or less. The real estate industry has implemented aggressive CDC and local health official guidelines on social distancing other practices, including:
  - a. Adhering to safe practices when interacting with consumers.  
See: [cdn.nar.realtor/sites/default/files/documents/...](https://cdn.nar.realtor/sites/default/files/documents/...)
  - b. Virtual showings. See: [www.nar.realtor/coronavirus-a-guide-for-realtors](https://www.nar.realtor/coronavirus-a-guide-for-realtors)
  - c. Remote work policies, where all real estate agents are working remotely from home. Minimal staff (2 to 3 persons) remain in the office to process transactions under strict social distancing requirements. See: [www.nar.realtor/covid-19-workplace-re-entry-checklist](https://www.nar.realtor/covid-19-workplace-re-entry-checklist)
  - d. Policies and procedures in place to address instances of COVID-19.  
See: [www.nar.realtor/...](https://www.nar.realtor/...)
  - e. All real estate contracts between buyers and sellers are executed with electronic signatures minimizing unnecessary physical contact. (Working on remote online notarization, too!)
8. U.S. Department of Homeland Security's Cybersecurity & Infrastructure Security Agency (CISA) Essential Critical Infrastructure Workers Guidance doc lists "Residential and commercial real estate services, including settlement services" under the OTHER COMMUNITY- OR GOVERNMENT-BASED OPERATIONS AND ESSENTIAL FUNCTIONS: [www.cisa.gov/sites/default/files/publications/...](https://www.cisa.gov/sites/default/files/publications/...)