

MEMBER COVID-19 Update – IMPORTANT INFORMATION FOR ALL AND INFORMATION IF MOVE TO A RED PHASE

Dear Members:

The Province of New Brunswick recently announced that at midnight on January 19, 2021, Zone 1 (Moncton region), Zone 2 (Saint John region), Zone 3 (Fredericton region) and Zone 4 (the Edmundston region) are all in the red phase of recovery. The most up-to-date red level rules can be found in the following [link](#). You may also wish to refer to this new [recovery level comparison](#).

REALTORS® and agents (firms) may continue to operate under their current up-to-date operational plans while in the red phase or while in any color phase. According to the current [Mandatory Order](#), real estate is considered an essential service and those providing real estate services have an added level of legal protection **PROVIDED** they are **conducting their essential services in accordance with all applicable emergency and public health guidance** (see Article 25 of Mandatory Order dated January 19, 2021).

For REALTORS® conducting business in a red or orange zone, we strongly suggest you review and update your operational plans, consider implementing some enhanced measures and confirm current measures are operating effectively as follows:

- Consider limiting real estate transactions to those which are essential. For further information on NBREA's guidance on essential real estate transactions see below.
- Minimize any face-to-face interactions.
- Consider utilizing virtual tools such as video technology for showings, meeting with clients virtually, utilize e-signature applications.
- Maintain physical distancing of 2 meters (6 feet) at all times.
- All persons attending an in-person showing **MUST** wear a non-medical mask both inside and outside during the showing.
- Do not travel together to the showing.
- When conducting in-person showings, consider limiting the number of people who attend the showing and restrict showings to serious buyers only.
- REALTORS® **should** obtain and confirm with other parties that they have an up-to-date Property Showing Acknowledgement form for their respective clients on file.
- Consider implementing more active COVID-19 screening methods when conducting any in-person showing. Active screening is already conducted with the Property Showing Acknowledgement forms, however, REALTORS® may want to consider adding temperature checks with a non-contact thermometer.
- Consider closing offices to the public and limit the number of staff within in the office.

Essential Real Estate Transactions

Although real estate is considered an essential service, not all services performed by REALTORS® may be considered essential by your agent (firm). Each agent (firm)'s or REALTORS'® operational plan should account for this and determine what services they feel are essential in either orange or red phases of recovery.

In the early days of the pandemic, NBREA released internal guidelines of what areas of real estate are considered essential. We want to remind you of these guidelines and ask you to consider implementing these if your zone enters or is in a red phase.

NBREA has identified 5 different areas of interaction for real estate:

1. Homes/properties with a pending sale with conditions to be satisfied;
2. Homes/properties with firm sale not yet closed (conditions are satisfied);
3. Sellers with homes/properties for sale;
4. Buyers looking to purchase homes/properties; and
5. Sellers wanting to list homes/properties.

Of the five items listed above, items 1 & 2 are considered essential per NBREA's internal analysis. Items 3 – 5 are generally considered non-essential except in specific situations. These specific situations are determined by each individual circumstance, but some examples may include:

- Job transfer/loss of job.
- If a buyer has already sold a previous home and needs to purchase another.
- Foreclosure/bankruptcy pending.
- Death in family and estate sale in progress.
- Divorce, separation, change in income level.

It is up to each individual agent (firm) and REALTOR® to consider the needs and comfort level of their business and consider the needs and comfort level of their clients when determining if an interaction should proceed in a red phase. The five different areas of interaction were helpful guides during the early stages of this pandemic and each agent (firm) must make their own determination in light of their own COVID-19 operational plans.

Travel information & Moving to NB.

While in the orange or red phase, travel within the province is restricted to essential purposes only. Travel may still occur for work, school, essential errands, bereavement, compassionate reasons and medical appointments.

We would also like to remind members that any non-NB resident may enter New Brunswick for purposes of attending showings or inspections of a property or for purposes of moving to New Brunswick **PROVIDED they first self-isolate in one location for fourteen (14) days.** This [letter outlines the documentation](#) that each individual traveling to New Brunswick requires in order to enter the province for this purpose. Registration for travel into New Brunswick, including

New Brunswickers returning home from travel, is also now mandatory. Travellers must register at www.gnb.ca/travelregistration. Failure to register can result in penalties.

Review and Update Operational Plans

NBREA also reminds all agents (firms) and REALTORS® that they should review, and if applicable, update their operational plans. **Peace officers are actively inspecting businesses and are distributing fines or closing down businesses that do not have an operational plan or that are not properly following their operational plan as outlined in the current [Mandatory Order \(click for link\)](#).**

[Please click here for helpful link on key highlights of the differences between red, orange and yellow zones as presented by the Province.](#)

We ask that all REALTORS® please continue to be vigilant by following all public health guidelines including:

- **stay home if you are sick.**
- wash your hands regularly.
- maintain physical distancing (2 meters or 6 feet apart).
- **wear non-medical masks.**
- complete COVID-19 screening.
- regularly clean and disinfect high touch areas.
- **retain proper contact tracing information.**
- consistently carrying out all the actions outlined in your up-to-date operational plan and keep a copy with you at all times (electronic or hard copy).
- **If you have COVID-19 symptoms, even if those symptoms are mild, please use the self-assessment tool available on-line to determine if you should be tested for COVID-19. [Self-Assessment Tool](#);** and
- Download the COVID-19 Alert App [Covid Alert App](#). If you have questions including **privacy concerns about the COVID Alert App**, please click [here](#).

Thank you for doing your part to protect your clients, your fellow REALTORS® and all New Brunswickers!