

April 29, 2021

Calling for a Re-Assessment of Government Self-Isolation Requirements

Dear Members,

As a follow-up to the two dispatches and the membership survey NBREA sent in the days following Friday's new travel restrictions announcements, this dispatch is intended to update members on the association's efforts to convey members' concerns to the Province about the effects of these restrictions on out-of-province buyers.

The association has reached out to the Premier, his senior staff, and several Cabinet Ministers to seek their urgent assistance with the consequences of the hotel-isolation mandate for travellers arriving in New Brunswick. While we support all efforts to protect the health and safety of New Brunswickers, the Province's unexpected decision is causing significant financial, logistical, and legal hardships for persons and families moving to recently purchased homes in our province, particularly those who have upcoming, firm possession dates. Those hardships are happening now on a daily basis.

Upon hearing the isolation mandate news last week, your association received a deluge of messages from the membership. The majority of the calls and emails have outlined specific concerns associated with recent and upcoming closing dates for clients moving to New Brunswick. It should also be noted that the April 24 membership survey by NBREA indicated that **45 to 50 per cent of all residential real estate sales in our province are currently being made to out-of-province buyers.** Our current conservative analysis suggests that, to the end of May 2021, over 1,198 individuals and possibly up to 192 pets (not including livestock) will be required to self-isolate in hotels designated by the Province. We submit that for most of these individuals, this travel is not for leisure or for business: it is essential travel.

Clearly, the new regulation is creating worry, stress, and additional financial burdens for both our members and their clients. Therefore, we have asked the Province to modify the isolation mandate for families **who had firm home deals in place (i.e., all conditions waived but not yet closed) by permitting these families to move into their newly purchased homes where they will self-isolate following all required protocols.** Some combination of **this recommendation clearly needs to be considered.**

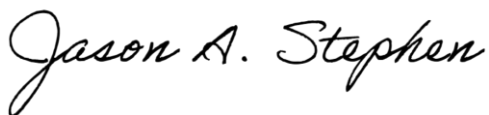
One other potential solution we suggested is for the Province to charge a more significant levy for anyone violating their pre-established self-isolation plan. We emphasized that REALTORS® wish to work with the Province of NB to keep New Brunswickers safe and we would be willing to communicate to their clients that they will face severe consequences if they do not adhere to the strict self-isolation requirements.

We also asked the Province to provide immediate clarity and assistance to address some of the critical issues families will need to manage, namely:

- Guidance on dealing with pets and livestock;
- Guidance for handling buyer's personal effects (furniture etc.)
- Financial considerations for the additional costs the new isolation restrictions have placed on families moving to NB.
- More clarity on the costs and process to book the designation isolation hotels. We are receiving reports from real-estate clients who have been unable to reach the Red Cross line provided.

If you have any other concerns, do not hesitate to email our Executive Officer Jamie Ryan, at jryan@nbrea.ca.

Sincerely,



Jason Stephen
Chair, NBREA Covid-19 Advisory Group

Sincerely,



André Malenfant
President, NBREA