



309 Inverness Way South  
Englewood, CO 80112-5818  
T 303-790-7099 / 800-944-6550  
F 303-790-7299 / 800-317-3689  
www.ColoradoREALTORS.com

April 21, 2020

Governor Jared Polis  
Patty Salazar - Executive Director, Department of Regulatory Agencies  
Phil Weiser - Colorado Attorney General  
Marcia Waters - Director, Colorado Division of Real Estate

First and foremost, we want to share our sincere appreciation for your collective leadership and management of the ongoing COVID-19 crisis in our state and the value and emphasis you have placed on both public safety and the health of Colorado's economy and vast array of businesses. We believe in and support your measured, thoughtful approach to allow Coloradans to continue to facilitate business while also ensuring citizens across Colorado remain as safe and healthy as possible.

As you prepare to deliver any additional amendments and clarity to the various permitted business activity and social activities, we submit the following recommendations related to essential real estate buying, selling and leasing activities performed by our state's real estate licensees. These activities would only be conducted with strict adherence to both required and recommended social distancing, public safety and health guidelines as detailed by the state of Colorado and/or more restrictive policies from municipal or county offices in the location of the real estate activity.

Under the Stay at Home order, the exception for "real estate transactions" has allowed for existing contracts to be completed. Unfortunately, it has made it incredibly difficult for new real estate transactions to enter the market. As such, we believe that necessary real estate Business Services under your new Safer at Home policy must, at a minimum, include the following activities:

- Scheduled listing appointments with prospective buyers, sellers, landlords or tenants where virtual meetings are not feasible.
- Placement of lockboxes and signage on property.
- Furniture staging and real estate still and virtual photography by licensees or professional photographers.
- Private, scheduled showings with no more than 3 people present in-home at any one time.

Your office has repeatedly recognized the importance of real estate to Colorado's economy and housing as a necessary component to the lives of all Coloradans. Implementation of the above business services will allow not only existing contracted transactions to be completed, it will facilitate appropriate and much needed opening of a pipeline of new real estate transactions to serve the demand and needs of a wide range of consumers, many of whom remain in delicate situations as a result of financial impacts, employment changes, family dynamic, and much more.

Again, on behalf of Colorado real estate industry professionals, we thank you for your thoughtful and well executed leadership during this crisis and appreciate the opportunities we've been given to share our voice with you and your teams to achieve the best outcomes for our state's citizens and businesses.

With appreciation,

Tyrone Adams  
Chief Executive Officer  
Colorado Association of REALTORS®

