

# HANDLING COVID REALATED CONCERNS

Please chat in one or two questions  
you'd like to discuss today as you  
enter the meeting

KNIPE | REALTY 

# Market Conditions Concerns

- 1. Are people still even buying houses?**
- 2. I heard prices will drop. I want to wait to sell so I can get a good deal on my next home**
- 3. I want to wait and see what the stock market does**

# **Seller Concerns**

- 1. My friend listed her house and isn't getting many showings**
- 2. What if I lose my job, can I cancel my sale?**
- 3. I want you to find out what job the buyer has**
- 4. How do I protect my family from Corona?**

# Buyer Concerns

- 1. I should wait – prices are going to drop**
- 2. We all want to see the house together (WA)**
- 3. I want repairs done before closing (WA)**
- 4. I want to be at the inspection (WA)**

**WE HOPE THAT YOU  
ENJOYED TODAY'S KLASS.  
THANK YOU!**