

April 2020

Dear Reader,

How are you and your family? Like so many others, I am doing my very best to stay put and work from home. My one must-do every day is a walk. I try to be out by 6:30 every morning since there are fewer people out. My step goal is at least 18,000 steps a day. Do you walk and track your steps? There are lots of free apps for your phone if you don't want to spend the money on a Fitbit or similar tracker.

Dasher has decided to start gardening. She is now 3 months old, and to be honest with you, her gardening skills are not that great, but she sure can dig some holes if I want to plant bulbs.

I'd like to talk a bit more real estate with you this month since there is so much uncertainty out there right now. First, beware of scams, from mortgage help to utility assistance, the scams are popping up everywhere. If you need mortgage assistance, there are legitimate websites for Freddie Mac and Fannie Mae. Please call if you need the info to determine if your loan is serviced by either of the above.

On Saturday, March 28th, the California Association of Realtors announced that Real Estate is an essential business. Believe it or not, new listings are coming on the market every day. Also, homes are still selling in several days. However, moving forward, I personally will be taking numerous precautions to protect myself and my clients. Thank goodness for technology. Client meetings are being held on-line, showings are going virtual, open houses will take place through appointment only virtual meetings. Right now vacant homes are a highly sought after commodity. Vacant homes will also have strict, showing protocols in place. Moving forward, many of these changes will be permanent marketing options for sellers. I think some sellers may actually have a better sense of security and privacy when they go to sell.

Please stay safe. May I also add a huge **THANK YOU** to all our healthcare workers, grocery workers, first responders, everyone on the frontlines protecting us from COVID-19. **#SaferAtHome**

Respectfully,



Robbyn Battles

