



**BERKSHIRE
HATHAWAY**
HomeServices

New Jersey
Properties

March 19, 2020

Dear Berkshire Hathaway HomeServices New Jersey Properties Seller Client:

As a company, our top priority continues to be the safety and health of our agents, employees, and clients. Because coronavirus (Covid-19) has continued to spread to areas throughout our market area, I wanted to update you personally on the steps we are taking to ensure your safety and a successful real estate transaction. This week, we moved all employees and sales agents to a “work from home” program in order to better contain the virus. The timing of our new technology platforms could not have been any better. We launched the MoxiWorks suite of services over a course of 4 months starting last October and completed the transition in mid-February. Our new technology tools are geared towards a better client experience when working with our sales professionals.

We are still open for business and fully prepared to service all of your home selling needs. The main challenge during this interim period is that we recognize that there is concern over bringing buyers into listed properties. Most, if not all of the public open houses in the market area have been cancelled for the time being. As an alternative, our team is reviewing how we are presenting your home virtually to the public and to be certain your property stands out in the crowd. We have been conducting “screen share” remote sessions with our buyers to view your property and others on the MLS. This remote way of doing business is available 24/7 and being done right in the comfort of our buyers’ home.

There are tremendous opportunities right now due to historical low mortgage interest rates, making homes the most affordable in years. We have been in constant touch with our mortgage partner, Prosperity Home Mortgage about all that they are doing to insure a smooth transaction. Our Title Insurance partner, Associated Title has anticipated some potential challenges in obtaining searches in selected counties and they are communicating with us daily as to any potential impact.

Now more than ever, you need a “trusted advisor” and we are confident that our team of sales professionals can guide you through these unsettling times. We have instituted a daily Zoom Video meeting with our entire management team to discuss any challenges and brainstorm solutions daily. We are committed to riding out the storm and being here for you as needed.

With information regarding coronavirus rapidly changing, please know that we will continue to monitor the situation and adjust our course of action as needed to support your needs, as well as to minimize business disruption.

Thank you for placing your trust and confidence with our Sales Professionals at Berkshire Hathaway HomeServices New Jersey Properties.

Yours truly,

William O. Keleher, Jr.
Chairman & CEO