



March 22, 2020

Governor Chris Sununu
Office of the Governor
State House
Concord, NH 03301

Governor Sununu:

On behalf of the more than 6,800 New Hampshire REALTORS®, we commend you and all of our state leaders during this ongoing COVID-19 pandemic. We also thank your department directors and state government workers for their hard work and dedication during this unprecedented time.

The timeline of the COVID -19 pandemic and its effects are still unknown. In addition to health and safety, New Hampshire Association of REALTORS® is also concerned about the impact that we are already seeing on homeowners and businesses in the process of buying and selling property, and therefore a primary driver of New Hampshire's economy.

With the potential of more shutdowns and limitations on local and state government services, we respectfully request that you minimize the potential interruptions to the real estate market by declaring real estate services as essential.

Many ongoing real estate transactions are linked to one another; a failure for one transaction to close can lead to a cascading effect on other rentals, leases and transfers of real properties. Many individuals could be caught without adequate housing if their existing residence has been sold or leased and their transaction on their new residence fails to close.

With new digital technology currently used in the industry, these transactions can be completed and still follow the CDC guidelines on social distancing and limited gatherings so as to not put New Hampshire residents at risk.

These steps have been taken by other states to recognize and include essential operations vital to a real estate transaction. These services include, but are not limited to: permitting, financial, appraisal, inspections, construction, title work, and especially the transfer and recording of deeds and other instruments.

The ability to close real estate transactions includes certain requirements and deadlines. The impact, both on the lives and finances of property owners, is substantial and can be avoided if these essential services are allowed to continue.

We look forward to working together to limit the negative effects on New Hampshire's citizens.

Best regards,

Marc Drapeau
2020 President, New Hampshire REALTORS®