



**TO:** Collin County City Councils, Mayors, and Commissioners Court  
**FROM:** David Long, CCAR President  
Mary Leidy, Chief Executive Officer  
Adam Majorie, Chief Advocacy Officer  
**DATE:** March 23, 2020  
**SUBJECT:** COVID-19: Real Estate is Essential

Thank you for your leadership and dedication during this unprecedented time. The Collin County Association of REALTORS® shares your concerns regarding the health and safety of our communities. As you contemplate further necessary limitations on our residents and businesses, we seek to minimize potential interruptions within the real estate industry by respectfully requesting that business related to the purchase or lease of residential property be deemed an essential business in any declarations made by your city and Collin County during the ongoing COVID-19 pandemic. The ability to secure shelter is “essential”, particularly for the families in the Collin County area that are currently in the process of purchasing a home and the families who currently have their home listed for sale.

As you’re issuing any orders related to shelter in place requirements, please include the following definitions in the essential businesses excluded from the order:

***Residential Real Estate Transactions, Recordings, and Transfer:*** Essential services related to real estate transactions including, but not limited to, marketing, selling, showing, purchasing, title searches, appraisals, permitting, inspections, construction, MLS, real estate licensing and servicing thereof, moving and the recording, legal, financial and other services necessary to complete the transfer of real property.

***Residential Lease Execution and Renewal:*** Business related to the execution and renewal of residential leases.

***Residential Property Management:*** Repairs and maintenance related to ensuring the health and safety of tenants in occupied rental property.

These front-line and support services should be deemed essential services to ensure our residents have access to housing in these uncertain times.

In addition to serious matters of health and safety, our Association is concerned about the potential impacts the pandemic will have on property owners and residents who are in the process of buying, selling, and leasing homes and other property across our community. The impact of real estate on the Collin County economy is significant and meeting the current needs of today’s market is critical. REALTORS® across North Texas are actively working with clients who are reliant on our members to achieve a successful closing.

Equally noteworthy, REALTORS® are independent contractors and not currently eligible for many of the support programs being offered. We are concerned for REALTORS®, their families, and their businesses. We appreciate your leadership in supporting Collin County’s independent contractors and are here to work with you as you continue to make these difficult decisions.

We believe that essential services related to real estate transactions including, but not limited to, title searches, appraisals, permitting, inspections, construction, MLS, real estate licensing and servicing thereof, moving and the recording, legal, financial and other services necessary to complete the transfer of real property fall under the umbrella of essential. Should you consider the construction of residential property as essential, please include the services of inspectors and permitting offices necessary to maintain continuity in the projects underway. These front-line and support services should be deemed "essential services" to ensure our citizens have access to safe housing in these uncertain times. The States of Ohio and Illinois have both moved to include these functions in their definitions of “essential services” as they enacted their Shelter in Place orders.



Thank you for protecting homeowners, tenants, independent contractors, the real estate industry, and our membership.

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*Cc: Collin County City Councils and Mayors  
Collin County Commissioners Court*

The Collin County Association of REALTORS® is the fifth largest real estate association in the State of Texas, serving more than 8,500 REALTOR® and Affiliate members. As a primary source of real estate information and influence, CCAR is affiliated with the Texas Association of REALTORS® and the National Association of REALTORS®. Our team of specialists is dedicated to connecting you with the services, tools, and programs that enhance your career, while also working in the community to promote the importance of home ownership and private property rights.