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1455 Pine Ridge Road  
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Your Leading Resource for Business.

March 18, 2020

Dear Members:

In response to the unprecedented national crisis, NABOR® is reaching out with an update on what we are doing to support you as you navigate personal and business implications of COVID-19. Serving your needs in a safe manner is of paramount importance to us. We have implemented the following procedures to help keep you, your family and your business healthy and safe.

In accordance with the recommendations and directives from the CDC, along with local, state and federal regulators, and in order to minimize the spread of the Coronavirus (COVID-19), we have augmented our in-house cleaning procedures, increased frequency of cleanings and canceled or postponed member events. While the decision to postpone some of our highly anticipated annual events was difficult to make, we are looking forward to rescheduling them in the future and we anticipate your participation. Additionally, we are stressing the importance of social distancing through the end of March.

We also understand that working environments have been dramatically impacted and many of you are now working from home. It is important for each of you to reach out to your Broker for guidance on office policies. It may be recommended that you speak to your customers in advance of any showings and explain there may be challenges when scheduling showings. It is imperative we follow the Code of Ethics regarding how we treat our fellow members and members of the public.

The Naples real estate market over the past 2 weeks has shown resilience to COVID-19. In a recent article in the News Press, dated 3/11/2020, it was reported; The number of interested buyers putting in contracts for homes was up 16.9% from Feb. 24 through mid-day Tuesday March 10, as compared to last year, according to statistics compiled by the Naples Area Board of REALTORS® for the Naples Daily News. Pending sales totaled 824. In 2019 for the same date range, it was 705. In addition, closed sales were up during that time by 20%. Comparing February to the same month a year ago, average showings per listing was also better than last year. And that's despite Wall Street's wild ride this year. The five showings per listing increased by 35% over February 2019's 3.7

NABOR® realizes the MLS is the lifeblood of your business. To be supportive through these trying times, your NABOR® Board of Directors has voted to extend the deadline for MLS subscriber fees beyond April 1, 2020 to ensure all members have uninterrupted access to their most important tool, the MLS. Detailed information to follow.

We must work together, contain our fear and remain positive during this challenging time. I thank you for your membership and am honored to be your 2020 President.

Sincerely,

Lauren Melo, President  
Naples Area Board of REALTORS®

P.S. Additional information about COVID-19 can be found at [floridarealtors.org](http://floridarealtors.org), [nar.realtor](http://nar.realtor), and [cdc.gov/coronavirus](http://cdc.gov/coronavirus).