



Wyoming REALTORS®

Economic Survey

Week 1: May 5, 2020

ABOUT

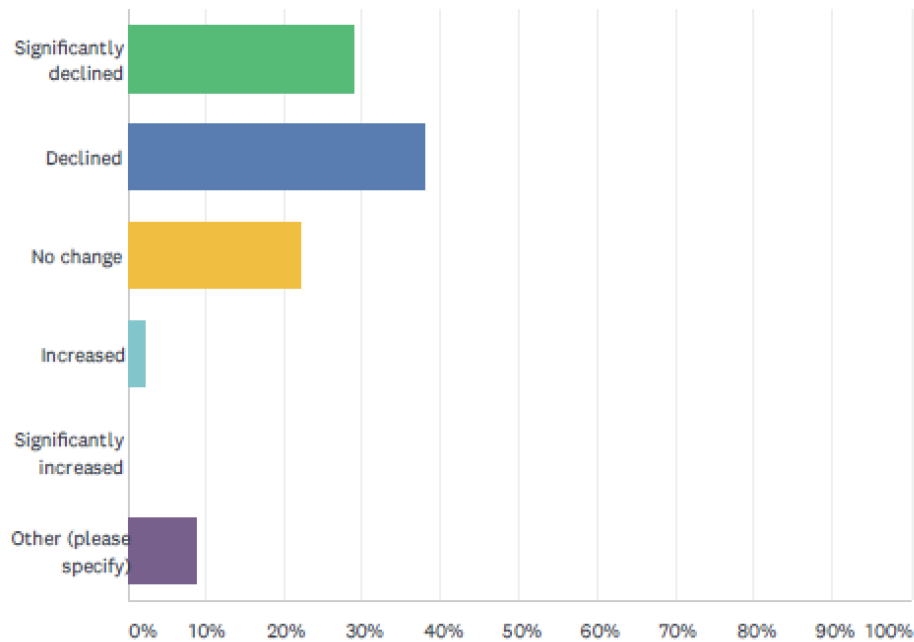
The Wyoming REALTORS® is Wyoming's largest trade association, the association represents 2,300 members, including real estate agents and affiliates. The membership includes brokers, salespeople, property managers, appraisers and others engaged in both residential and commercial real estate.

Working to be the voice for real estate in Wyoming, the Wyoming REALTORS® continues to provide resources for our members, research and communicate information within the membership, public and government for the purpose of being the leading advocate of the real estate industry, private property rights, home ownership, and the issues that most affect the Association's members.

The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict Code of Ethics.

Q1 How much of an impact is the Coronavirus (COVID-19) having on new commercial clients who want to purchase properties?

Answered: 45 Skipped: 1



ANSWER CHOICES	RESPONSES	
Significantly declined	28.89%	13
Declined	37.78%	17
No change	22.22%	10
Increased	2.22%	1
Significantly increased	0.00%	0
Other (please specify)	8.89%	4
TOTAL		45

Other (please specify): Banks need to get the ball rolling soon

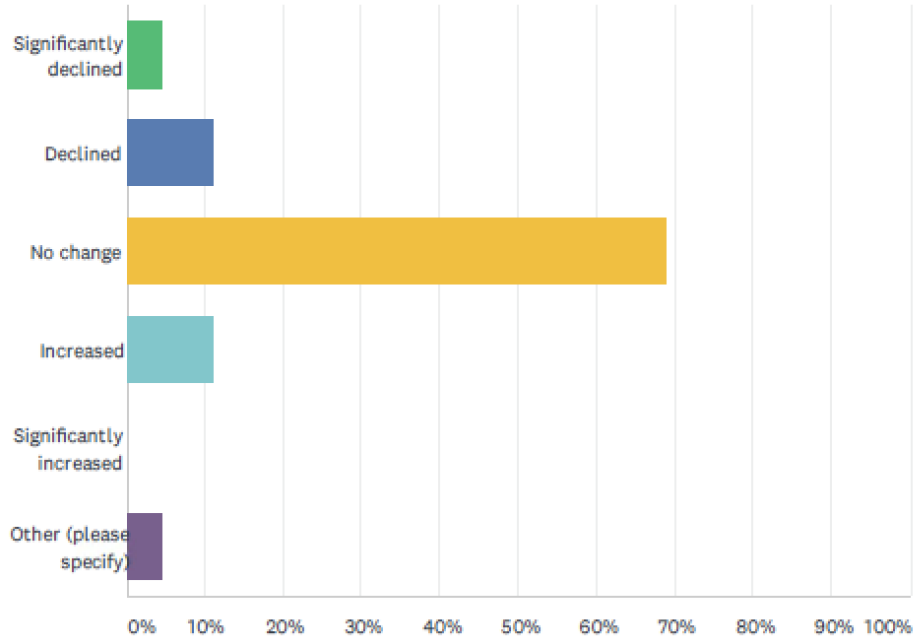
I do not know– I don't sell commercial

Nothing yet

I don't usually work in Commercial RE

Q2 How much of an impact is the interest rate decline having on new commercial clients who want to purchase properties?

Answered: 45 Skipped: 1



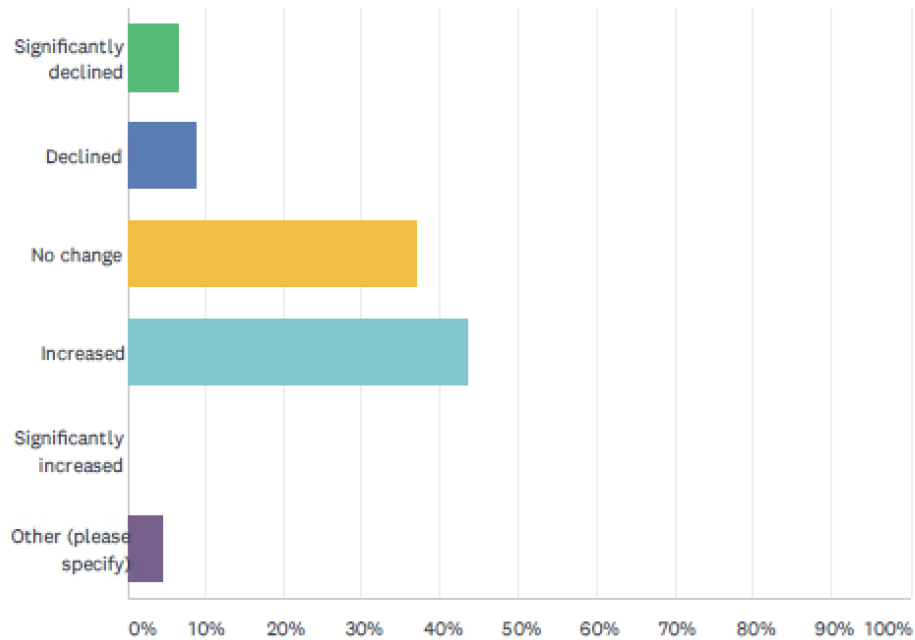
ANSWER CHOICES	RESPONSES	
Significantly declined	4.44%	2
Declined	11.11%	5
No change	68.89%	31
Increased	11.11%	5
Significantly increased	0.00%	0
Other (please specify)	4.44%	2
TOTAL		45

Other (please specify): I don't sell commercial

N/A

Q3 How much of an impact is the interest rate decline having on new residential clients who want to purchase properties?

Answered: 46 Skipped: 0



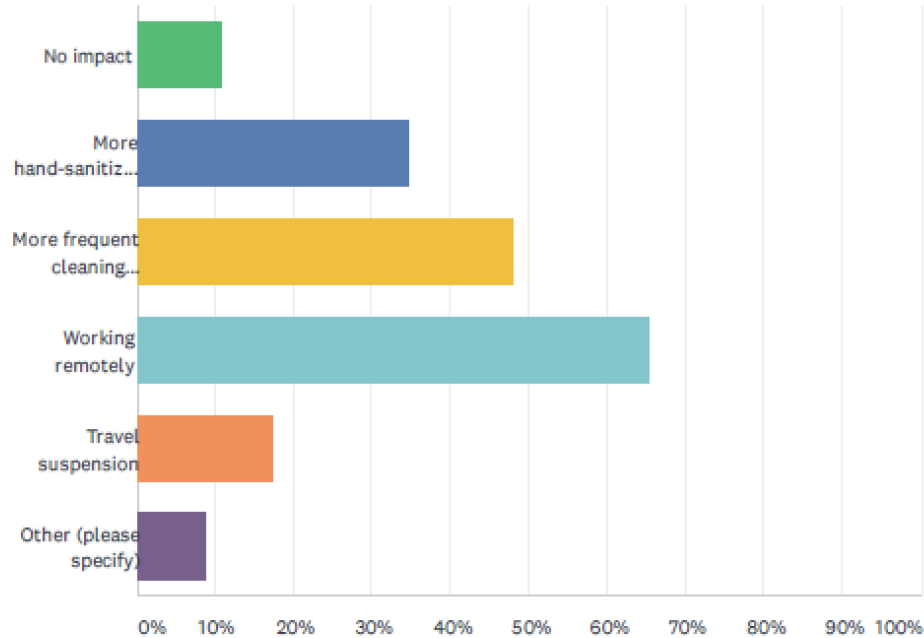
ANSWER CHOICES	RESPONSES	
Significantly declined	6.52%	3
Declined	8.70%	4
No change	36.96%	17
Increased	43.48%	20
Significantly increased	0.00%	0
Other (please specify)	4.35%	2
TOTAL		46

Other (please specify): Lenders busy with re-fi, less focus on new loans.

I'm not sure, maybe slight increase. Hard to tell.

Q4 What impact is the Coronavirus having on your building practices?

Answered: 46 Skipped: 0



ANSWER CHOICES	RESPONSES
No impact	10.87% 5
More hand-sanitizer offered	34.78% 16
More frequent cleaning required	47.83% 22
Working remotely	65.22% 30
Travel suspension	17.39% 8
Other (please specify)	8.70% 4
Total Respondents: 46	

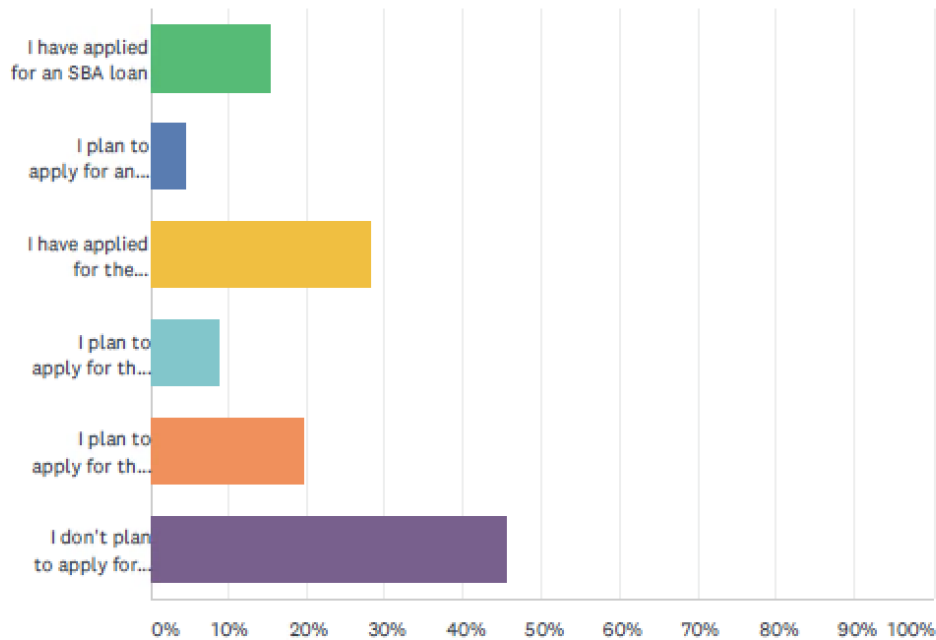
Other (please specify): Door locked, appointment only, wash hands upon entry

Virtual tours, more education, routine calls with vendors to accommodate timelines and new requirements added safety measures

Severe drop in activity

Q5 With regard to new government programs as a result of the Coronavirus, check all that apply

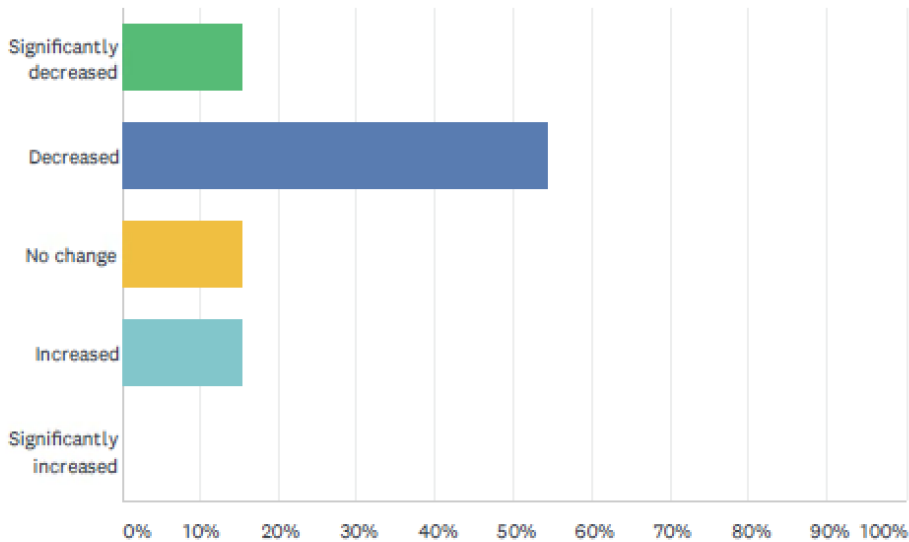
Answered: 46 Skipped: 0



ANSWER CHOICES	RESPONSES	
I have applied for an SBA loan	15.22%	7
I plan to apply for an SBA loan	4.35%	2
I have applied for the Paycheck Protection Program	28.26%	13
I plan to apply for the Paycheck Protection Program	8.70%	4
I plan to apply for the Pandemic Unemployment Assistance for Independent Contractors, when available	19.57%	9
I don't plan to apply for any government programs	45.65%	21
Total Respondents: 46		

Q6 How has coronavirus affected home buyer interest in your market?

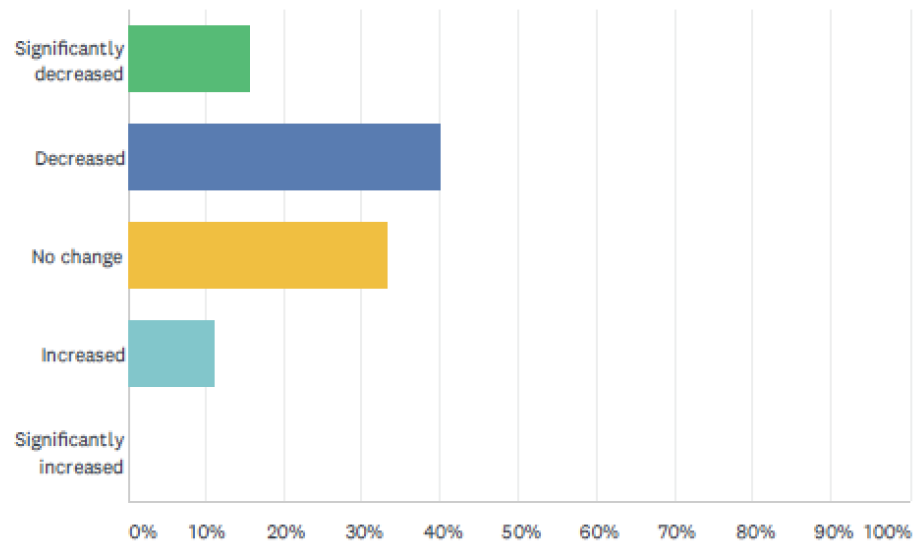
Answered: 46 Skipped: 0



ANSWER CHOICES	RESPONSES	
Significantly decreased	15.22%	7
Decreased	54.35%	25
No change	15.22%	7
Increased	15.22%	7
Significantly increased	0.00%	0
TOTAL		46

Q7 How has Coronavirus affected the number of homes on the market?

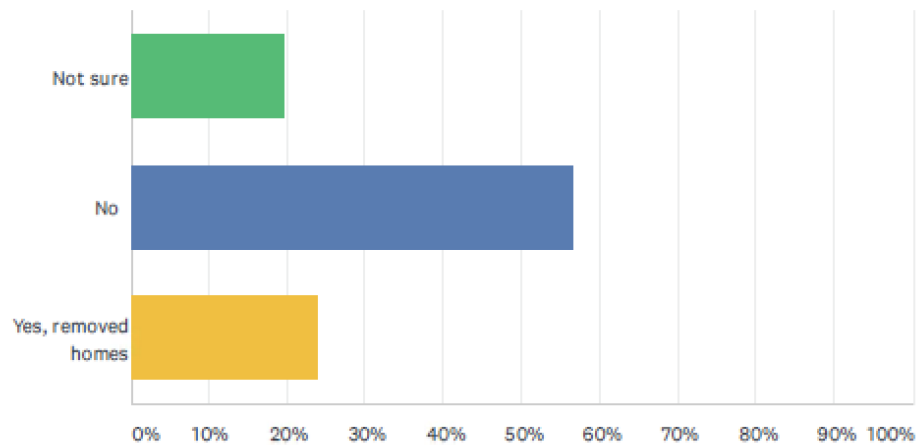
Answered: 45 Skipped: 1



ANSWER CHOICES	RESPONSES	
Significantly decreased	15.56%	7
Decreased	40.00%	18
No change	33.33%	15
Increased	11.11%	5
Significantly increased	0.00%	0
TOTAL		45

Q8 Have you seen any sellers remove their home from the market completely due to Coronavirus?

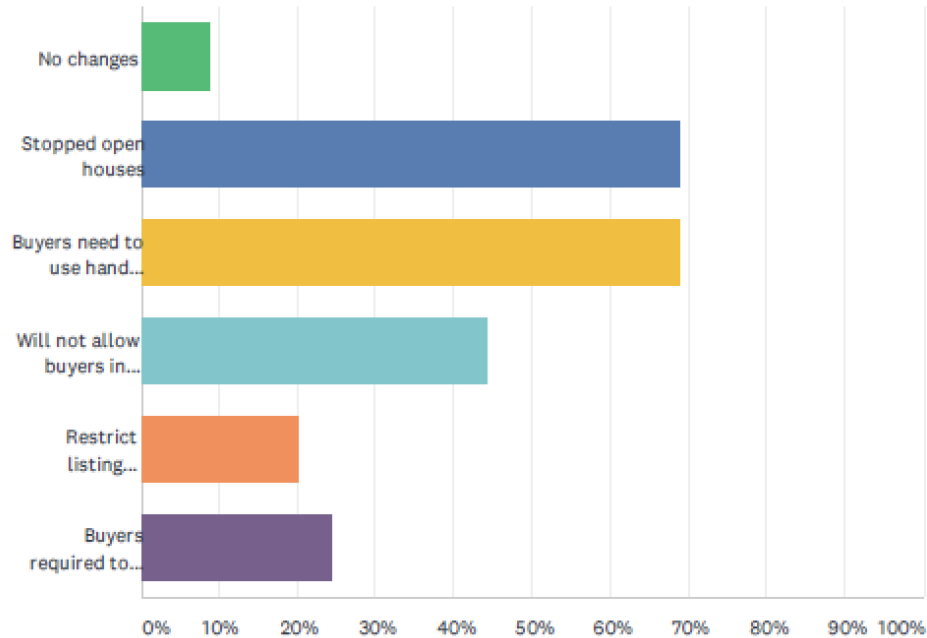
Answered: 46 Skipped: 0



ANSWER CHOICES	RESPONSES	
Not sure	19.57%	9
No	56.52%	26
Yes, removed homes	23.91%	11
TOTAL		46

Q9 In regards to Coronavirus, have you seen any of the following changes in home seller listing behavior?

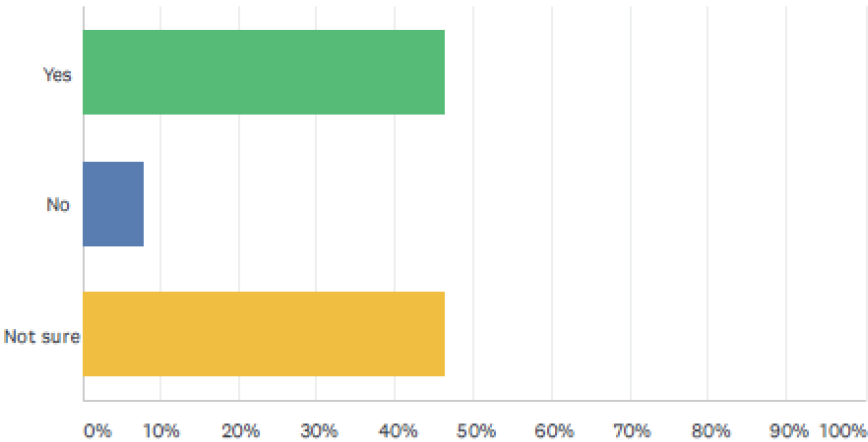
Answered: 45 Skipped: 1



ANSWER CHOICES	RESPONSES	
No changes	8.89%	4
Stopped open houses	68.89%	31
Buyers need to use hand sanitizer/wash hands upon entering	68.89%	31
Will not allow buyers in w/shoes/need to wear footies	44.44%	20
Restrict listing presentations	20.00%	9
Buyers required to wear gloves	24.44%	11
Total Respondents: 45		

Q10 If you are a property manager, have your tenants been able to pay rent?

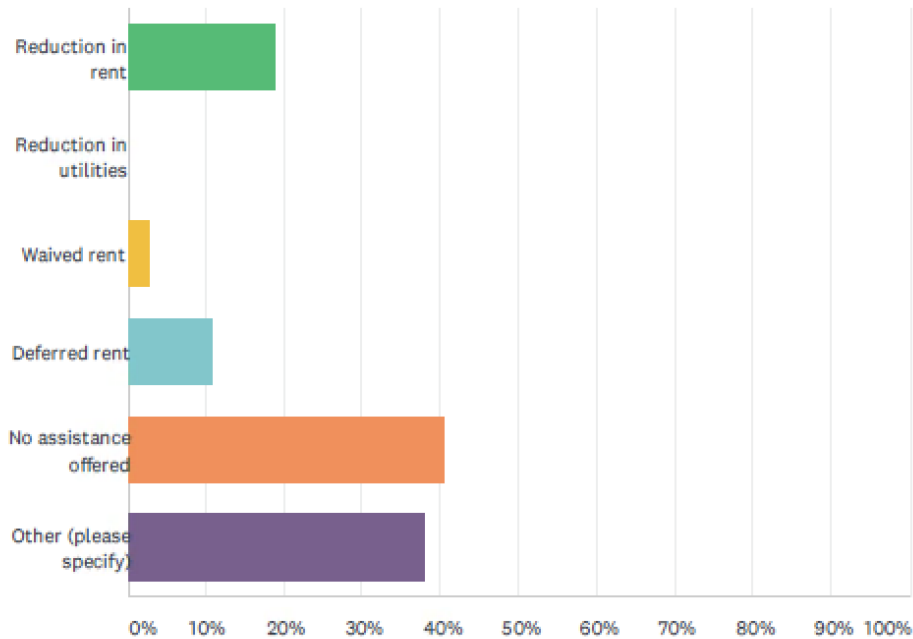
Answered: 39 Skipped: 7



ANSWER CHOICES	RESPONSES	
Yes	46.15%	18
No	7.69%	3
Not sure	46.15%	18
TOTAL		39

Q11 Have landlords offered assistance to tenants?

Answered: 37 Skipped: 9



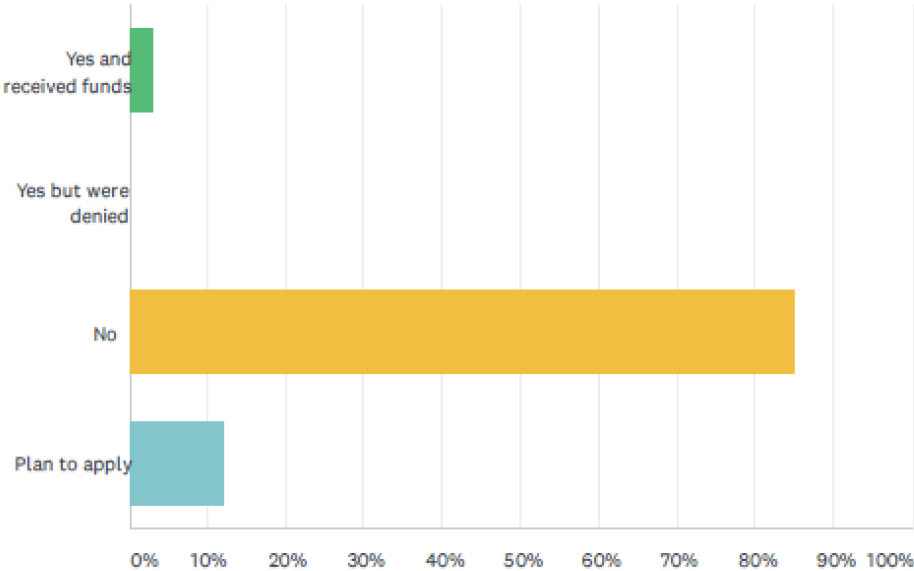
ANSWER CHOICES	RESPONSES	
Reduction in rent	18.92%	7
Reduction in utilities	0.00%	0
Waived rent	2.70%	1
Deferred rent	10.81%	4
No assistance offered	40.54%	15
Other (please specify)	37.84%	14
Total Respondents: 37		

Other (please specify): Na
 Rent assistance was available on an as needed basis
 Accepting late payments with no late charges invoked
 Not property manager
 Few, but some
 Waived Late Fees
 not a rental manager
 Don't know

Not in that area
 Depends on the homeowners who we represent
 Not sure
 I don't know as I don't manage rental property
 Unsure
 No late penalties

Q12 With rentals, have landlords applied for EIDL or other assistance programs?

Answered: 33 Skipped: 13



ANSWER CHOICES	RESPONSES	
Yes and received funds	3.03%	1
Yes but were denied	0.00%	0
No	84.85%	28
Plan to apply	12.12%	4
TOTAL		33