

The background features a dark, textured surface with a large, irregularly torn piece of gold-colored paper layered on top. The gold paper has a subtle, organic pattern. The text is contained within a white rectangular area on the left side of the gold paper.

Wyoming REALTORS®

Economic Survey

Survey 2: May 19, 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.

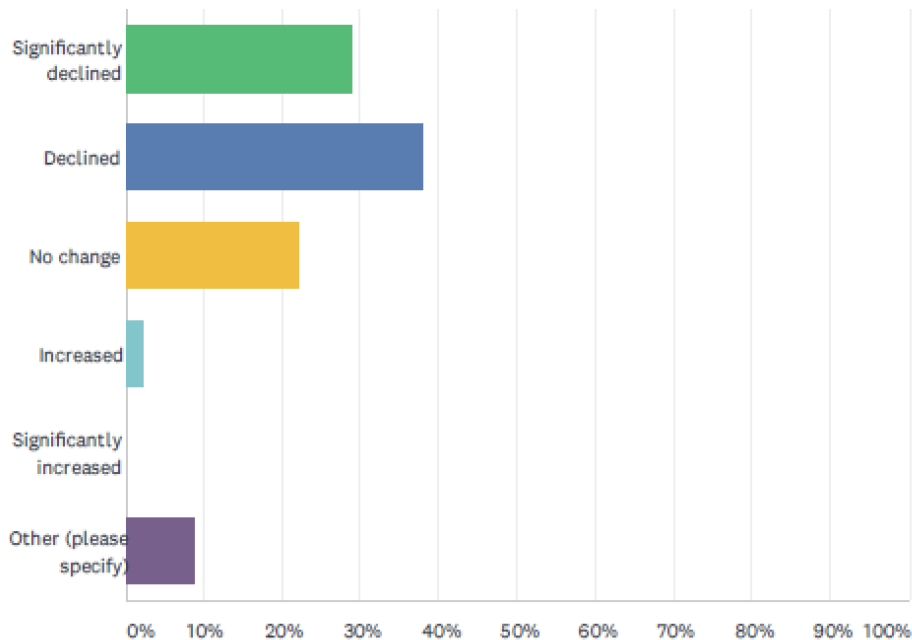
Working to be the voice for real estate in Wyoming, the Wyoming REALTORS® continues to provide resources for our members, research and communicate information within the membership, public and government for the purpose of being the leading advocate of the real estate industry, private property rights,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

Survey 1: May 5, 2020

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

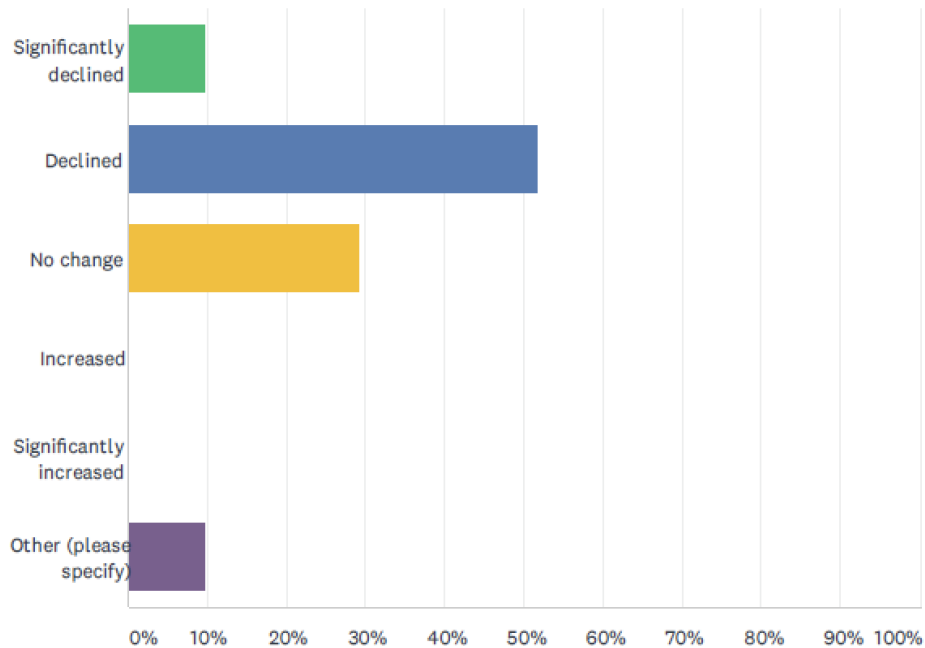
Nothing yet

I don't usually work in Commercial RE

Survey 2: May 19, 2020

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

Answered: 31 Skipped: 4



ANSWER CHOICES	RESPONSES	
Significantly declined	9.68%	3
Declined	51.61%	16
No change	29.03%	9
Increased	0.00%	0
Significantly increased	0.00%	0
Other (please specify)	9.68%	3
TOTAL		31

Other (please specify): Commercial not my area

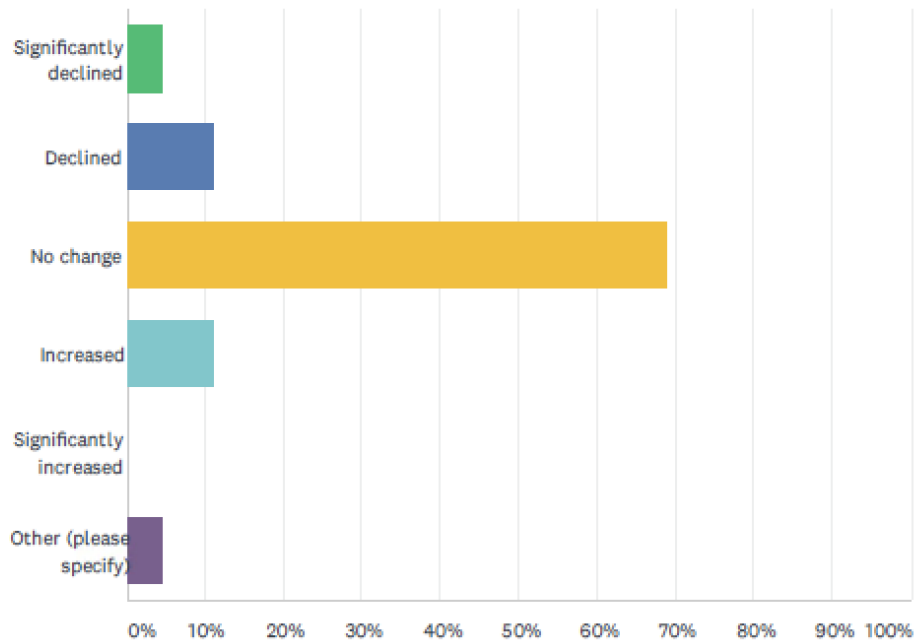
Unknown, I don't work in commercial

I do little in that area

Survey 1: May 5, 2020

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

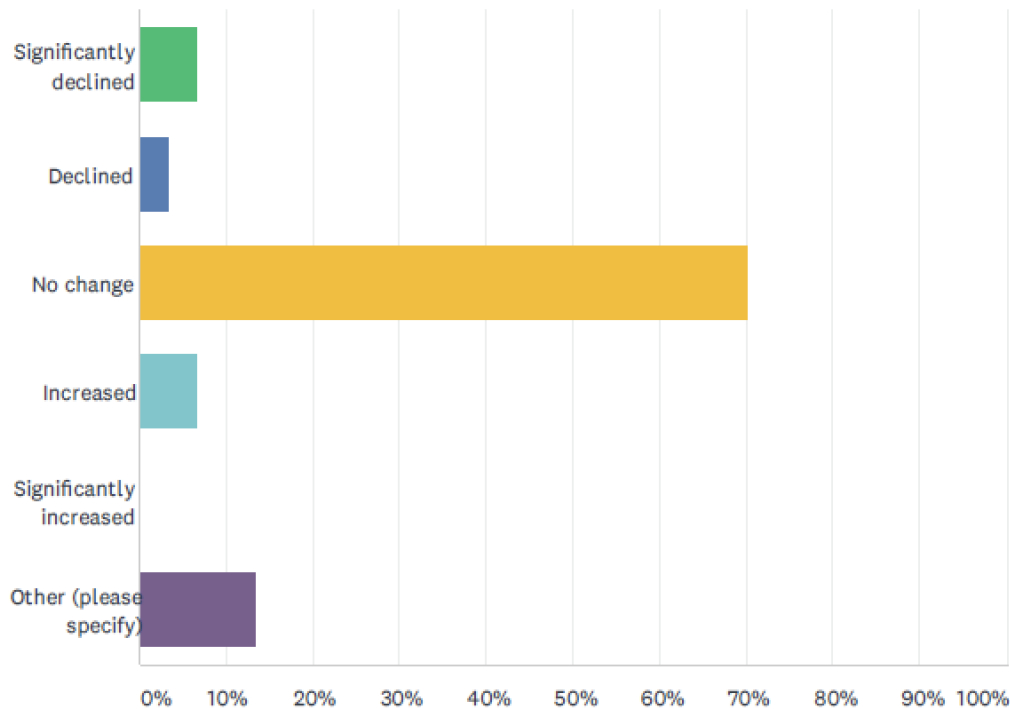
Other (please specify): I don't sell commercial

N/A

Survey 2: May 19, 2020

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

Answered: 30 Skipped: 5



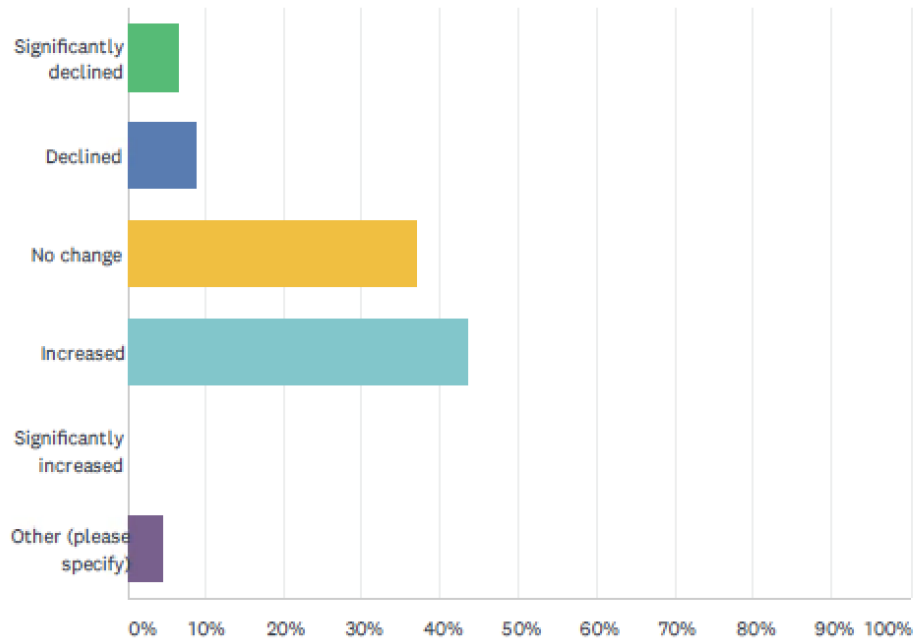
ANSWER CHOICES	RESPONSES	
Significantly declined	6.67%	2
Declined	3.33%	1
No change	70.00%	21
Increased	6.67%	2
Significantly increased	0.00%	0
Other (please specify)	13.33%	4
TOTAL		30

Other (please specify): Do not have anyone currently looking at Commercial Property
 Not my area
 Unknown, I don't work in commercial
 Id o little in that area

Survey 1: May 5, 2020

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

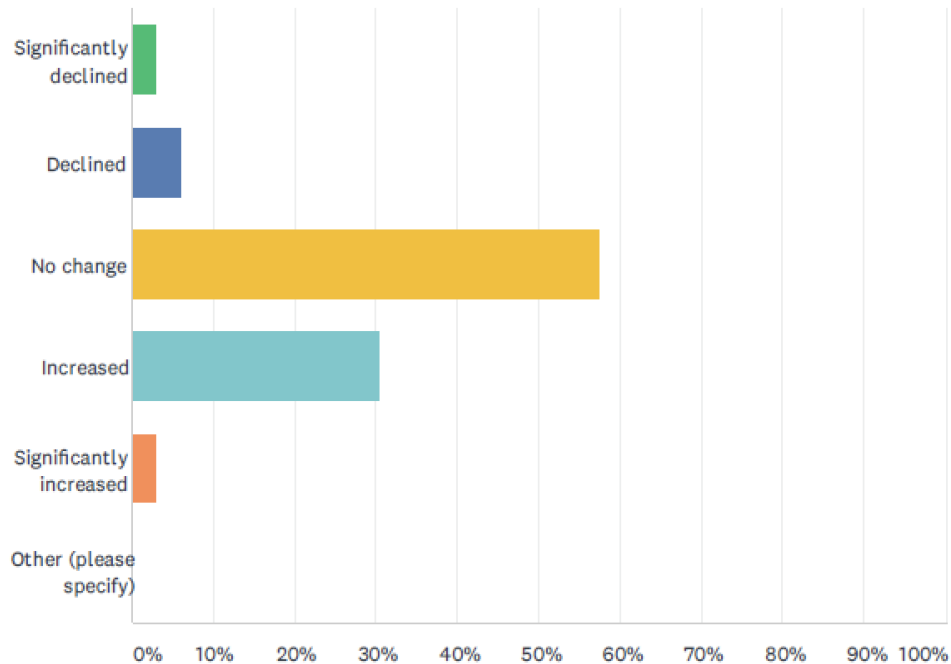
Other (please specify): Lenders busy with re-fi, less focus on new loans.

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

Survey 2: May 19, 2020

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

Answered: 33 Skipped: 2



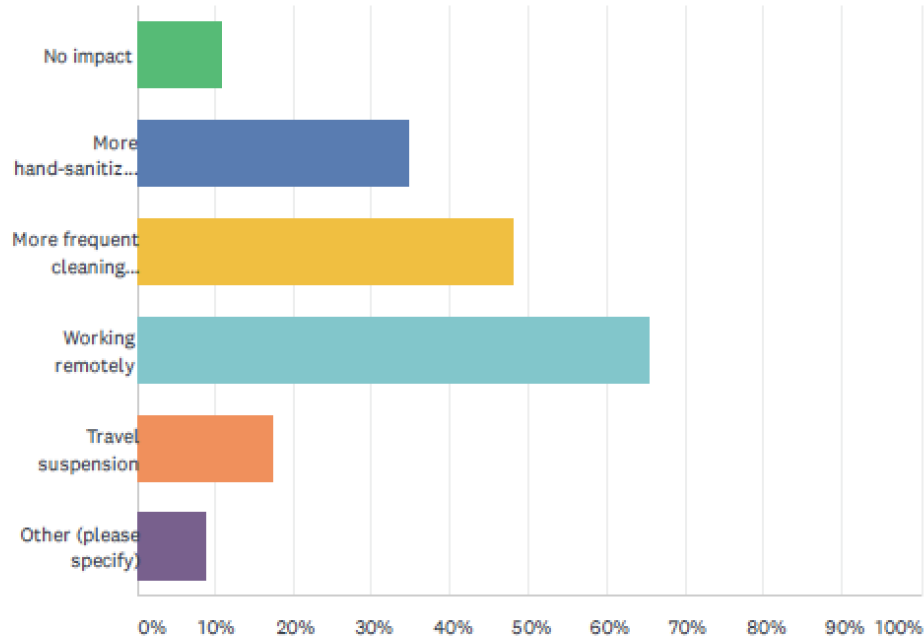
ANSWER CHOICES	RESPONSES	
Significantly declined	3.03%	1
Declined	6.06%	2
No change	57.58%	19
Increased	30.30%	10
Significantly increased	3.03%	1
Other (please specify)	0.00%	0
TOTAL		33

Other (please specify):

Survey 1: May 5, 2020

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

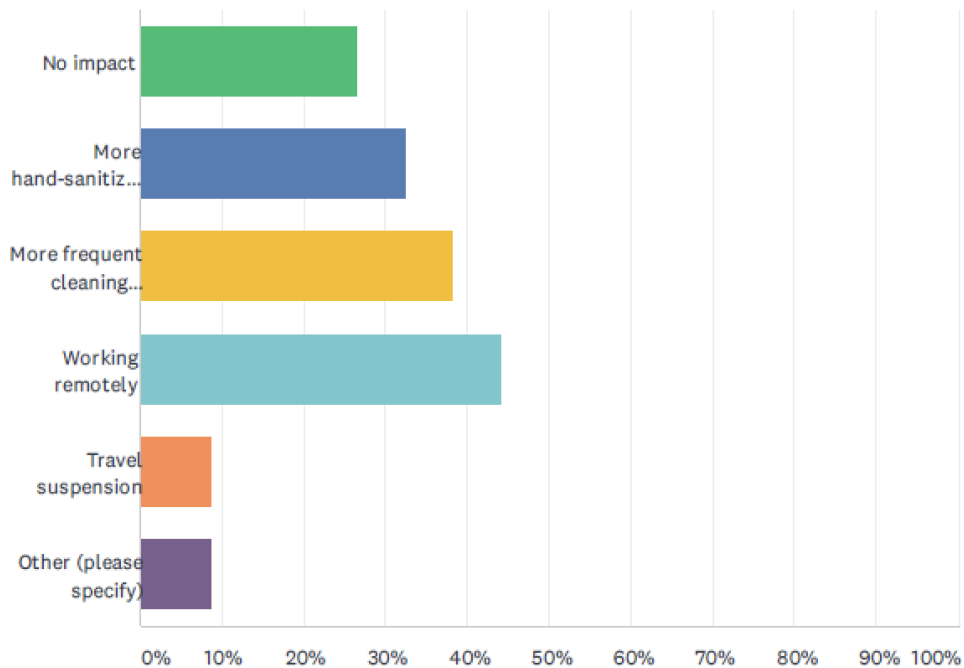
Virtual tours, more education, routine calls with vendors to accommodate timelines and new requirements added safety measures

Severe drop in activity

Survey 2: May 19, 2020

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

Answered: 34 Skipped: 1



ANSWER CHOICES	RESPONSES	
No impact	26.47%	9
More hand-sanitizer offered	32.35%	11
More frequent cleaning required	38.24%	13
Working remotely	44.12%	15
Travel suspension	8.82%	3
Other (please specify)	8.82%	3
Total Respondents: 34		

Other (please specify): Installed drop box outside office for rental payments

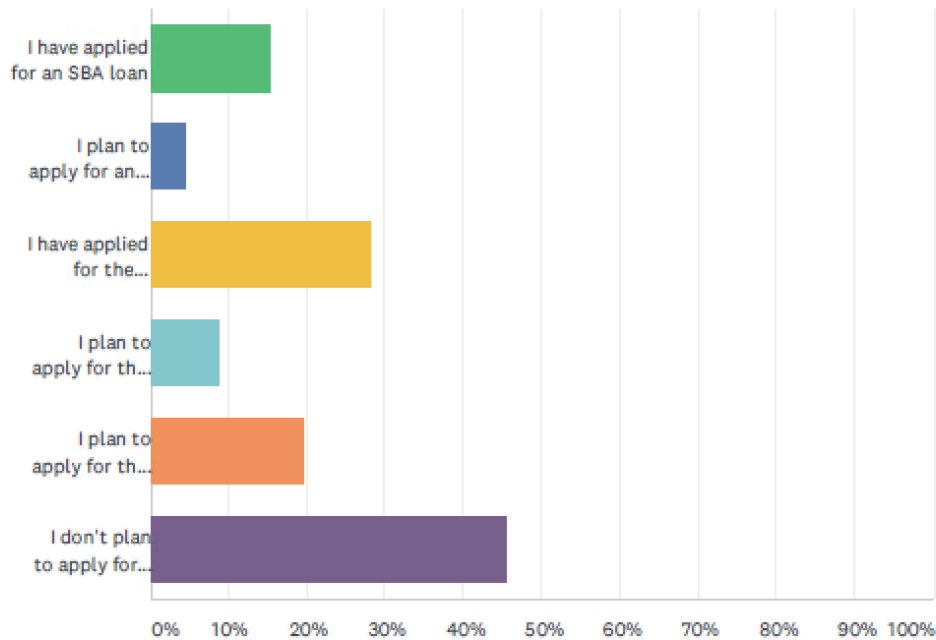
Overall decline and lack of focus

I am not in the construction business

Survey 1: May 5, 2020

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

Answered: 46 Skipped: 0

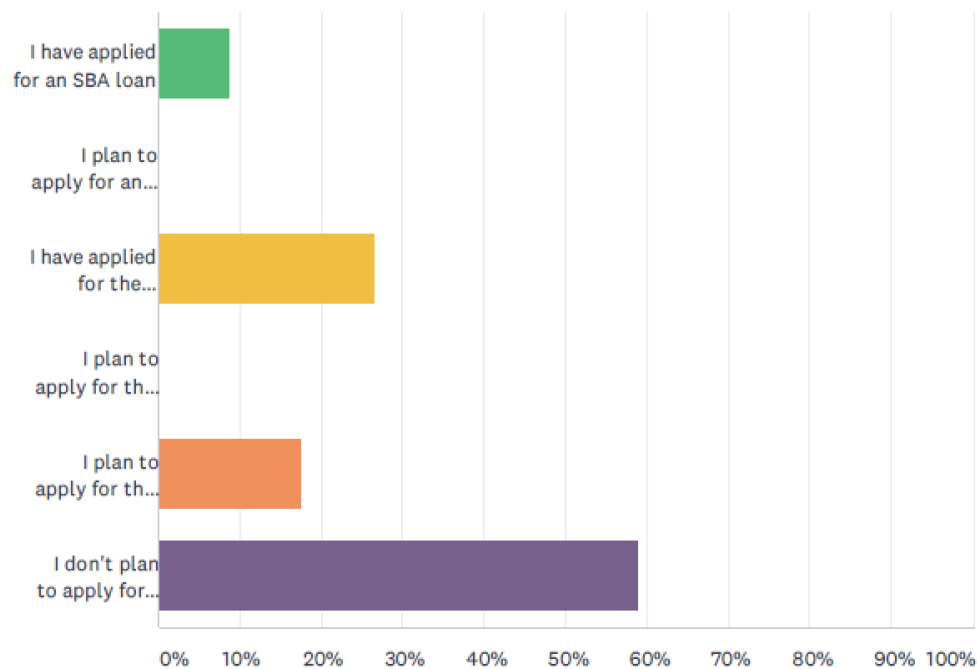


ANSWER CHOICES	RESPONSES	
I have applied for an SBA loan	15.22%	7
I plan to apply for an SBA loan	4.35%	2
I have applied for the Paycheck Protection Program	28.26%	13
I plan to apply for the Paycheck Protection Program	8.70%	4
I plan to apply for the Pandemic Unemployment Assistance for Independent Contractors,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

Survey 2: May 19, 2020

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

Answered: 34 Skipped: 1

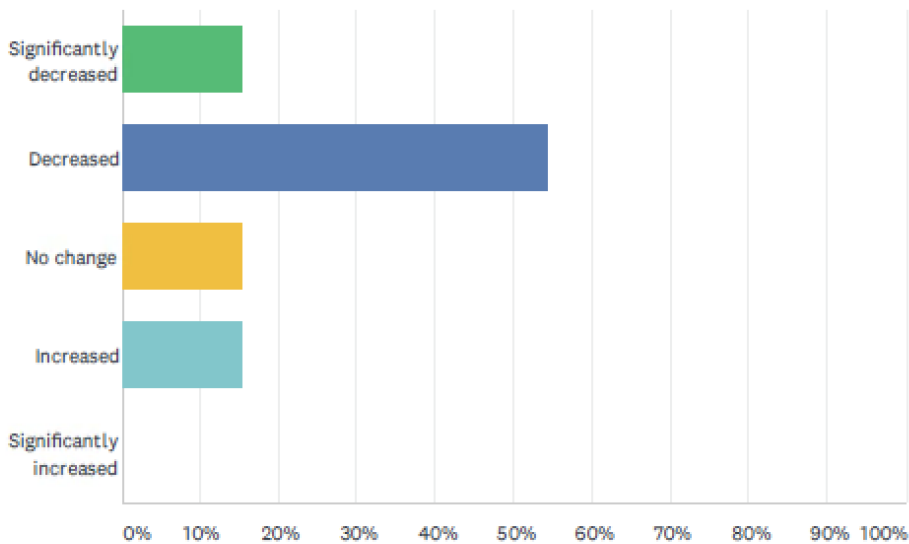


ANSWER CHOICES	RESPONSES	
I have applied for an SBA loan	8.82%	3
I plan to apply for an SBA loan	0.00%	0
I have applied for the Paycheck Protection Program	26.47%	9
I plan to apply for the Paycheck Protection Program	0.00%	0
I plan to apply for the Pandemic Unemployment Assistance for Independent Contractors, when available	17.65%	6
I don't plan to apply for any government programs	58.82%	20
Total Respondents: 34		

Survey 1: May 5, 2020

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

Answered: 46 Skipped: 0

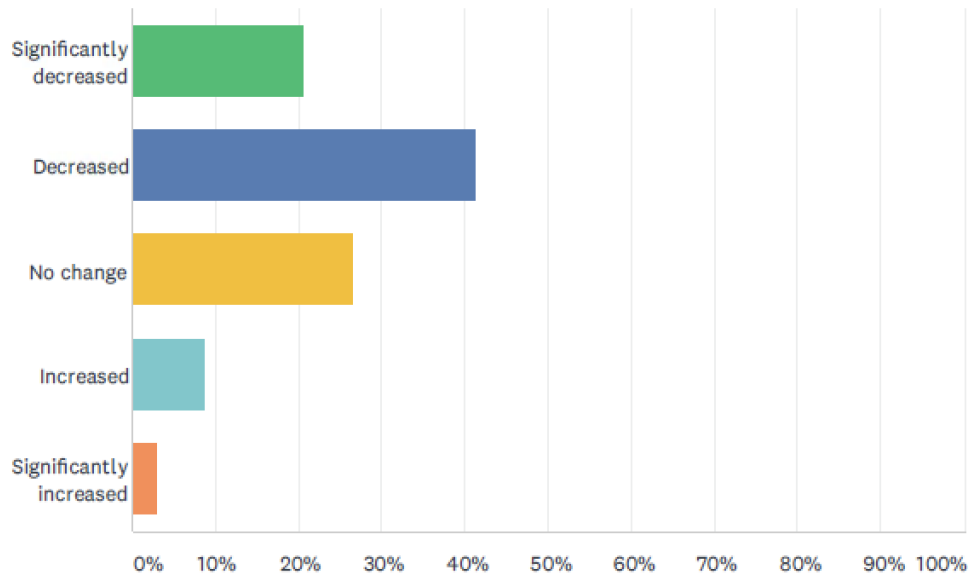


ANSWER CHOICES	RESPONSES	
Significantly decreased	15.22%	7
Decreased	54.35%	25
No change	15.22%	7
Increased	15.22%	7
Significantly increased	0.00%	0
TOTAL		46

Survey 2: May 19, 2020

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

Answered: 34 Skipped: 1

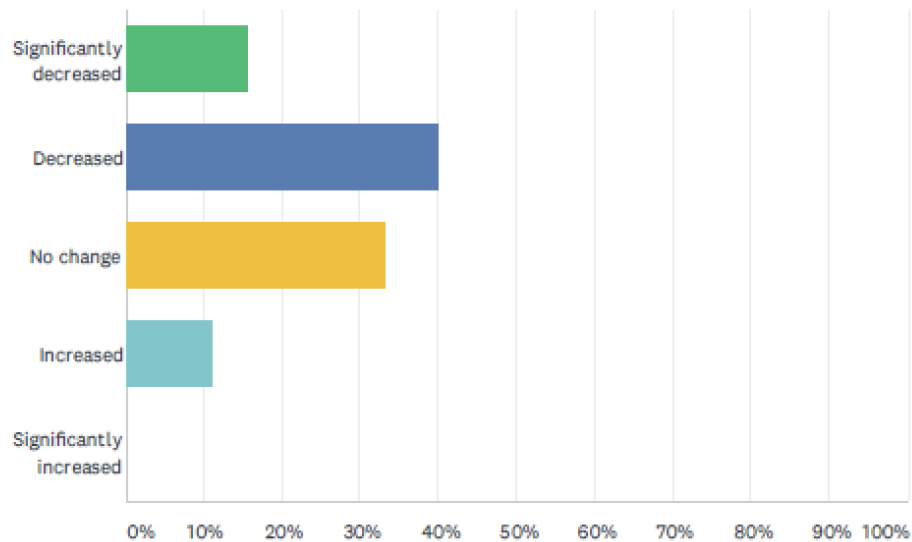


ANSWER CHOICES	RESPONSES	
Significantly decreased	20.59%	7
Decreased	41.18%	14
No change	26.47%	9
Increased	8.82%	3
Significantly increased	2.94%	1
TOTAL		34

Survey 1: May 5, 2020

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

Answered: 45 Skipped: 1

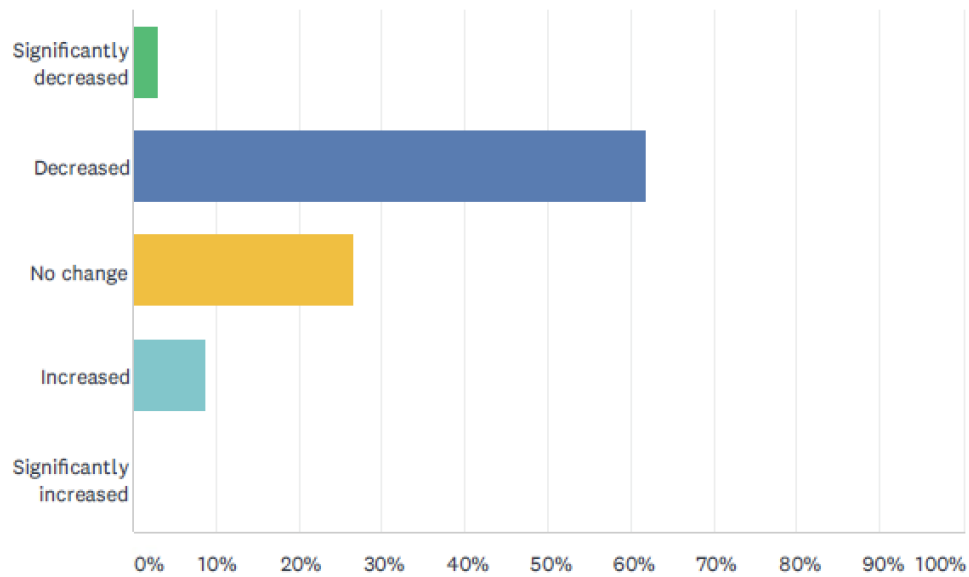


ANSWER CHOICES	RESPONSES	
Significantly decreased	15.56%	7
Decreased	40.00%	18
No change	33.33%	15
Increased	11.11%	5
Significantly increased	0.00%	0
TOTAL		45

Survey 2: May 19, 2020

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

Answered: 34 Skipped: 1

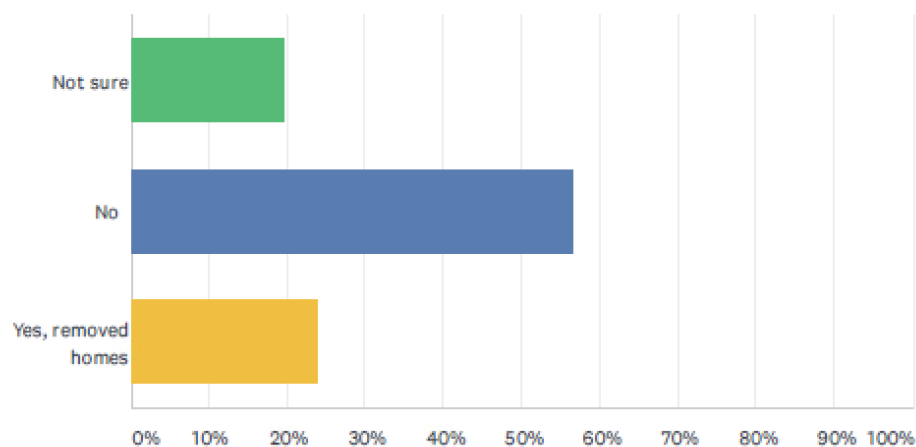


ANSWER CHOICES	RESPONSES	
Significantly decreased	2.94%	1
Decreased	61.76%	21
No change	26.47%	9
Increased	8.82%	3
Significantly increased	0.00%	0
TOTAL		34

Survey 1: May 5, 2020

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

Answered: 46 Skipped: 0

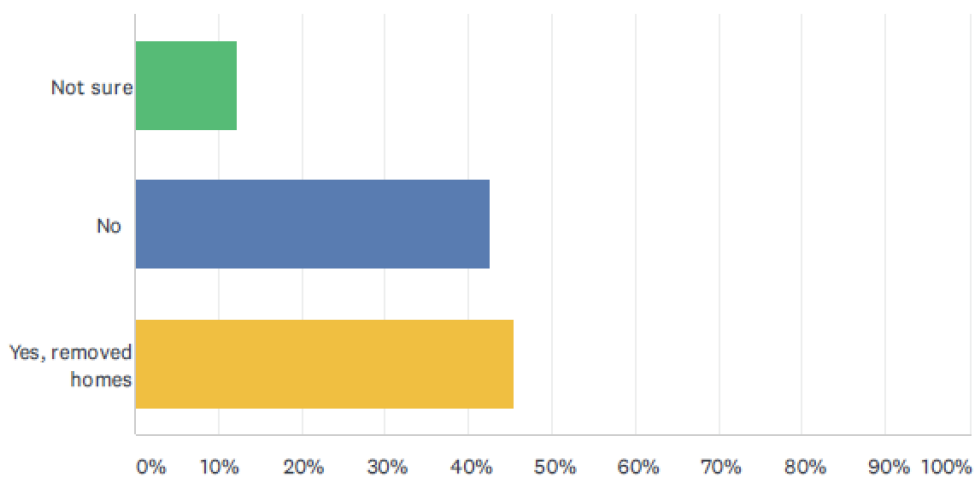


ANSWER CHOICES	RESPONSES	
Not sure	19.57%	9
No	56.52%	26
Yes, removed homes	23.91%	11
TOTAL		46

Survey 2: May 19, 2020

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

Answered: 33 Skipped: 2

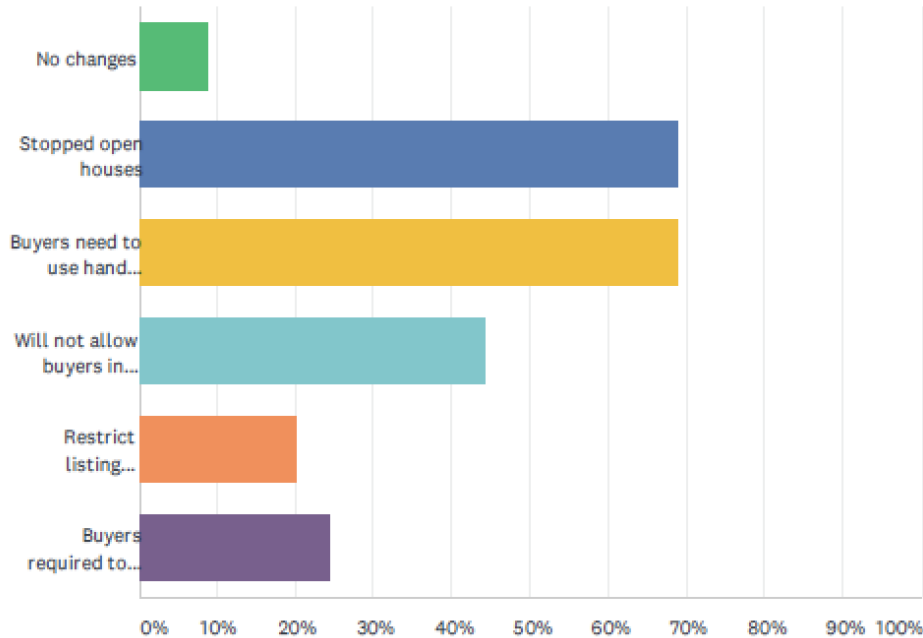


ANSWER CHOICES	RESPONSES	
Not sure	12.12%	4
No	42.42%	14
Yes, removed homes	45.45%	15
TOTAL		33

Survey 1: May 5, 2020

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

Answered: 45 Skipped: 1

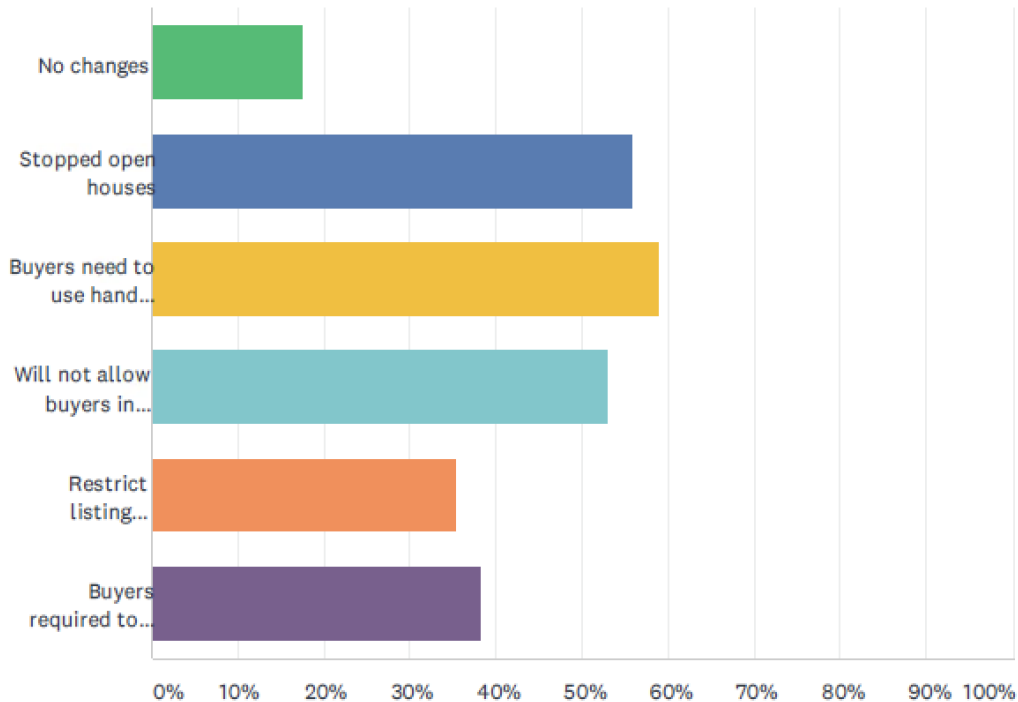


ANSWER CHOICES	RESPONSES	
No changes	8.89%	4
Stopped open houses	68.89%	31
Buyers need to use hand sanitizer/wash hands upon entering	68.89%	31
Will not allow buyers in w/shoes/need to wear footies	44.44%	20
Restrict listing presentations	20.00%	9
Buyers required to wear gloves	24.44%	11
Total Respondents: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

Survey 2: May 19, 2020

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

Answered: 34 Skipped: 1

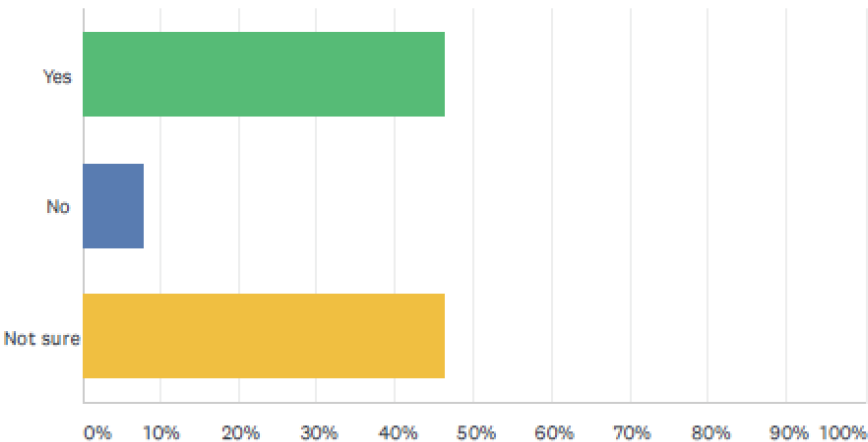


ANSWER CHOICES	RESPONSES	
No changes	17.65%	6
Stopped open houses	55.88%	19
Buyers need to use hand sanitizer/wash hands upon entering	58.82%	20
Will not allow buyers in w/shoes/need to wear footies	52.94%	18
Restrict listing presentations	35.29%	12
Buyers required to wear gloves	38.24%	13
Total Respondents: 34		

Survey 1: May 5, 2020

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

Answered: 39 Skipped: 7

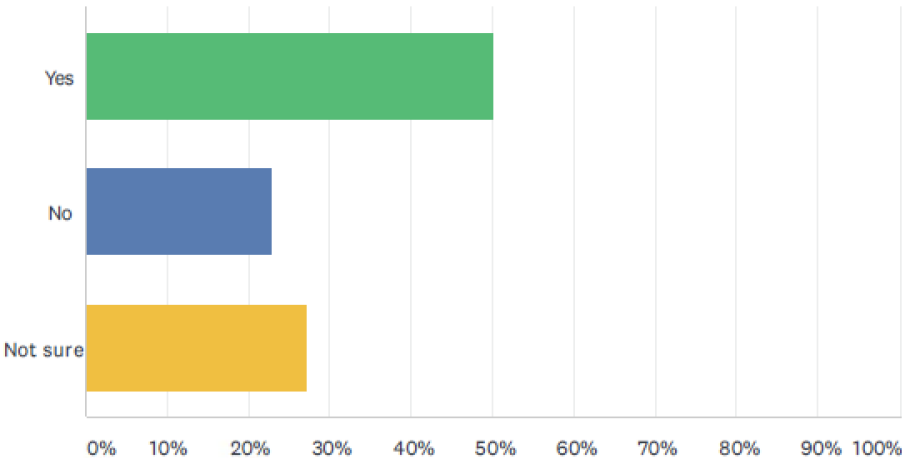


ANSWER CHOICES	RESPONSES	
Yes	46.15%	18
No	7.69%	3
Not sure	46.15%	18
TOTAL		39

Survey 2: May 19, 2020

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

Answered: 22 Skipped: 13

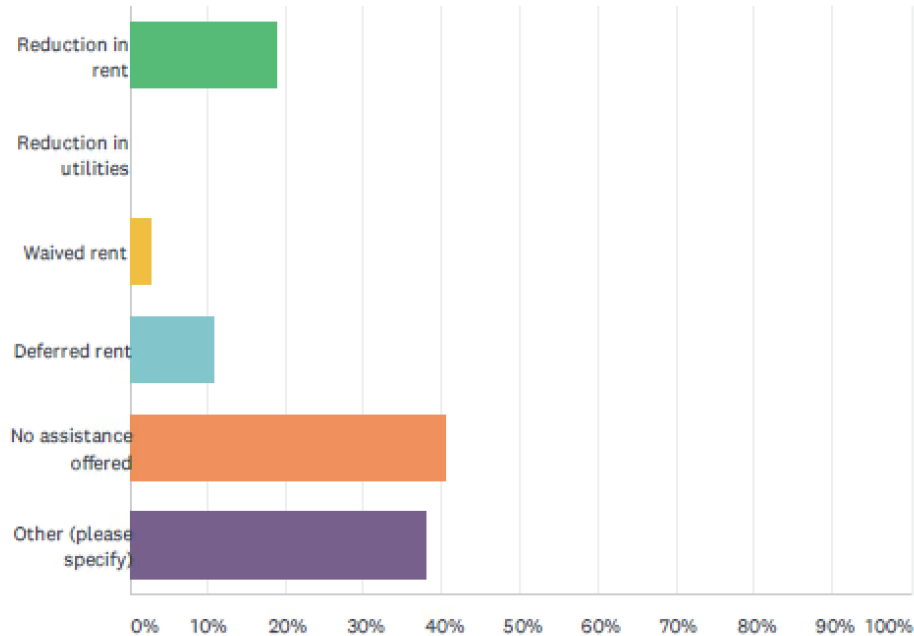


ANSWER CHOICES	RESPONSES	
Yes	50.00%	11
No	22.73%	5
Not sure	27.27%	6
TOTAL		22

Survey 1: May 5, 2020

Q11 Have landlords offered assistance to tenants?

Answered: 37 Skipped: 9



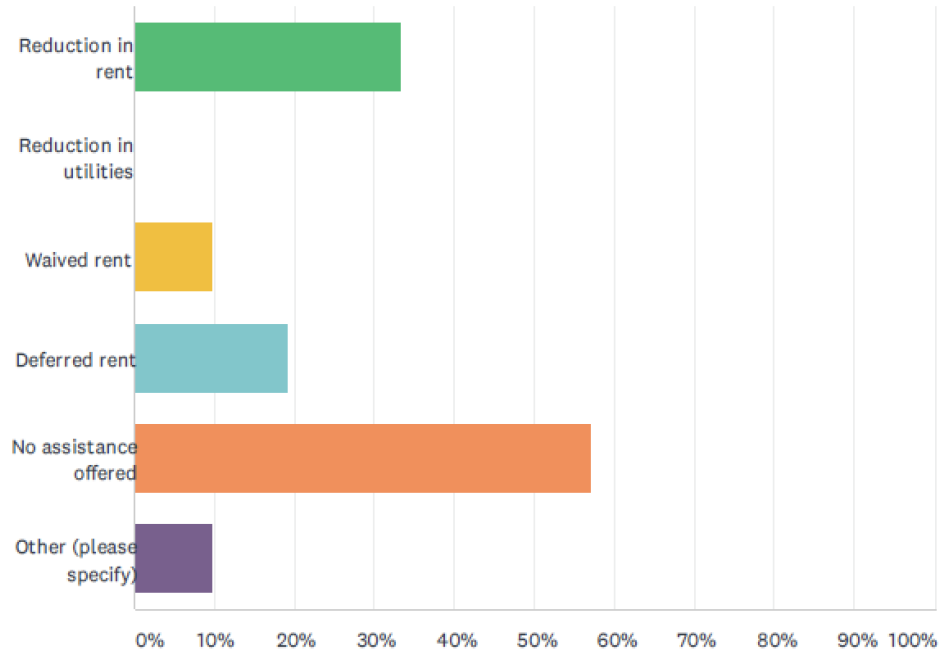
ANSWER CHOICES	RESPONSES
Reduction in rent	18.92% 7
Reduction in utilities	0.00% 0
Waived rent	2.70% 1
Deferred rent	10.81% 4
No assistance offered	40.54% 15
Other (please specify)	37.84% 14
Total Respondents: 37	

Other (please specify): Na Waived Late Fees Not in that area Unsure
 Rent assistance was available on an as needed basis Depends on the homeowners who we represent
 Accepting late payments with no late charges invoked Not sure No late penalties
 Not property manager not a rental manager I don't know as I don't manage rental property
 Few, but some Don't know

Survey 2: May 19, 2020

Q11 Have landlords offered assistance to tenants?

Answered: 21 Skipped: 14



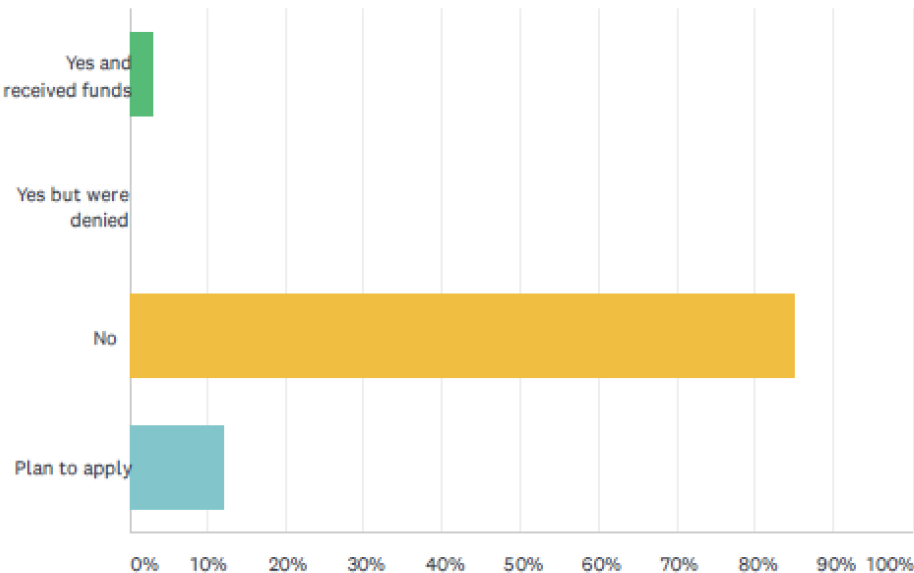
ANSWER CHOICES	RESPONSES	
Reduction in rent	33.33%	7
Reduction in utilities	0.00%	0
Waived rent	9.52%	2
Deferred rent	19.05%	4
No assistance offered	57.14%	12
Other (please specify)	9.52%	2
Total Respondents: 21		

Other (please specify): Do not do Property Management
In vacation rentals, homeowners offered future use credit

Survey 1: May 5, 2020

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

Answered: 33 Skipped: 13

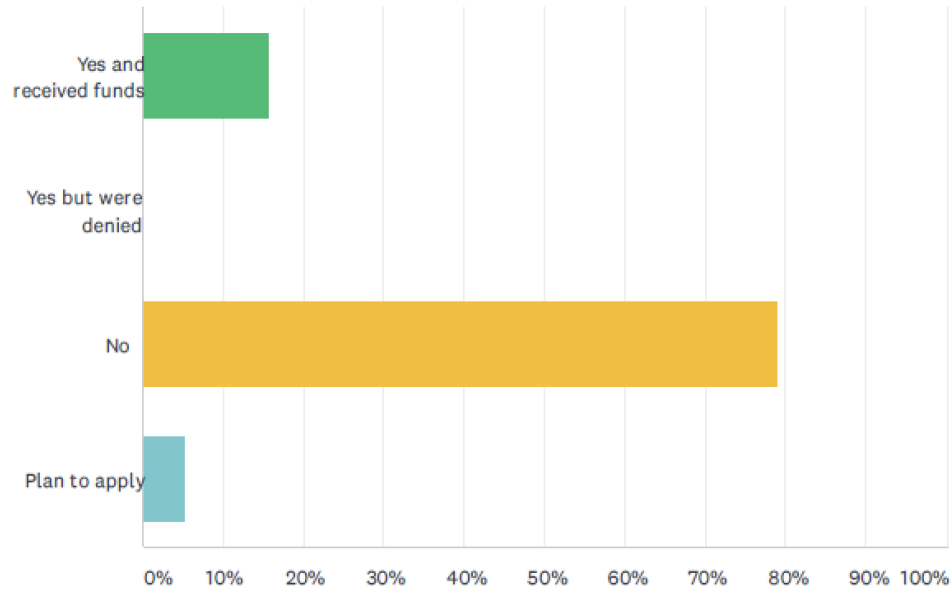


ANSWER CHOICES	RESPONSES	
Yes and received funds	3.03%	1
Yes but were denied	0.00%	0
No	84.85%	28
Plan to apply	12.12%	4
TOTAL		33

Survey 2: May 19, 2020

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

Answered: 19 Skipped: 16



ANSWER CHOICES	RESPONSES	
Yes and received funds	15.79%	3
Yes but were denied	0.00%	0
No	78.95%	15
Plan to apply	5.26%	1
TOTAL		19