



Guam Association of REALTORS®
“Voice for Real Estate”

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April 24, 2020

The Honorable Joe S. San Agustin
Senator
Chairman, Committee on Appropriations, General Government Operations and Housing
I Mina' Trentai Singko Liheslaturan Guahan
Guam Congress Building

Hafa Adai Senator San Agustin,

We are in receipt of your letter dated April 21, 2020. The Guam Association of REALTORS® (GAR) support you in your request to Governor Lou Leon Guerrero regarding the real estate industry on Guam. The members of GAR are hoping to get our industry open again, but we wish to do so in the safest and most effective means possible. Currently the governor has assembled an Economic Recovery Panel to prepare the island's government agencies and businesses to get back to work. We are fortunate to have given our input of recommended safety practices and guidelines to this panel and hope that it will be received with positive results. In part, our recommendations include the handling of property listings, meeting with clients, in-office protocols, and phases when we do return to work. We believe these protocols will promote and support the CDC's guidelines and the governor's health mandates.

GAR had also asked the governor to consider opening the recording window at the Department of Land Management for the sole purpose of deed recordation. We, along with the title companies have offered suggestions on how this can be safely and effectively done. We are still hoping that this request can be done at the soonest possible time.

Senator, we appreciate your being an advocate to the REALTORS® and appreciate you taking the time to personally call me. We believe open communication and a working partnership is the most effective way to making our return to work a reality. The Guam Association of REALTORS® believes the health and safety of the members, our clients and the public come first. Our suggestions have this in mind along with promoting the adherence to the Center of Diseases Control and Prevention (CDC) guidelines. As much as we need to get our economy going in this trying time, we want to do so responsibly.

On behalf of over 500 members of the Guam Association of REALTORS®, I thank you for the opportunity to provide to let our voices be heard on this regard.

Si Yu'os Ma'ase,

Sinceramente,

Clare Delgado
2020 President

Peggy Araullo-Llagas
CEO and Government Affairs Director

cc. Guam Association of REALTORS® Board of Directors