



# VIRTUAL SHOWINGS HOW THEY WORK

Just because we're all cooped up, doesn't mean the need to buy and sell homes has stopped. REX is allowing buyers to view their favorite homes from the comfort of their couch through our REX Virtual Showing platform. There are **three options** our customers can choose from. Each of the three Virtual Showing options have the same first three steps:

## STEP ONE

The buyer books a showing by phone, website or mobile app

## STEP TWO

The buyer is given the Virtual Showing options offered by the seller

## STEP THREE

The buyer picks a preferred option, and REX books the showing

### OPTION 1: REX HOSTED VIRTUAL SHOWING

With this option, a REX Agent physically comes to the seller's home to host the Virtual Showing. This means the REX Agent is the only physical attendee.

The REX Agent shows the buyer around via video chat at a time chosen by the buyer and confirmed by the seller. The buyer can ask questions and offer feedback.



### OPTION 2: SELLER & REX HOSTED VIRTUAL OPEN HOUSE

The buyer, seller and REX Agent attend the showing at a time chosen by the buyer and confirmed by the seller. The REX Agent is not physically present at the home, and the seller is the one providing a live video tour. The REX Agent still leads the conversation via video chat, but it is up to the seller to handle the camerawork on their cell phone or tablet.



The seller and REX Agent have a quick video chat before the showing to plan and prep for the tour



The showing begins. The seller shows the buyer around while the agent hosts via video chat



Afterwards, the REX Agent and the buyer have a separate call to discuss feedback and next steps



### OPTION 3: COMPLETELY REMOTE

The buyer and REX Agent attend the showing via video chat at a time decided by the buyer. However, the REX Agent is not physically present at the home, and the home isn't shown live.

Instead, the REX Agent shows the buyer content such as prerecorded video tours, 3D tours and photos. The buyer can ask questions and offer feedback.

**All three Virtual Showing options have the same final step.** If the buyer is interested in the home, they can fill out an IOI and schedule an in-person showing. If the buyer is not interested, REX can still show the buyer other homes while continuing to show the original seller's home to other potential buyers.