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Methodology

Sample
The survey was delivered to 77,598 commercial members. The survey had 663 useable responses.

Dates
The survey was deployed on Wednesday, March 11th, and was closed on Thursday, March 12th.

The margin of error for overall results is +/-3.79 percent. This response rate is high enough and the margin of error is low enough that the results can be considered quantitative and reflective of all members within this margin of error.
Survey Questions
The majority of commercial members reported there has been no change in clients who want to lease properties due to the coronavirus (COVID-19). However, 18 percent of commercial members saw a decline in commercial leasing clients.

**HOW MUCH OF AN IMPACT IS THE CORONAVIRUS (COVID-19) HAVING ON NEW COMMERCIAL CLIENTS WHO WANT TO LEASE PROPERTIES?**

- **Significantly declined** 4%
- **Declined** 14%
- **No change** 82%
- **Increased**
- **Significantly increased**
Coronavirus (COVID-19)

The majority of commercial members reported there has been no change in client purchase interest due to the coronavirus (COVID-19). However, 17 percent of members cited interest has decreased nationwide in purchasing commercial properties.
The majority of commercial members reported there has been no change in leasing interest due to the interest rate decline. However, 30 percent of commercial members cited interest has decreased nationwide due to the interest rate change.

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

- Significantly declined
- Declined
- No change
- Increased
- Significantly increased

NAR Flash Survey: Economic Pulse March 11-12, 2020
The majority of commercial members reported there has been no change in buyer purchase interest due to the drop in interest rates. However, 13 percent of commercial members saw a decline in purchase interest and 30 percent saw an increase in purchase interest.

**HOW MUCH OF AN IMPACT IS THE INTEREST RATE DECLINE HAVING ON NEW COMMERCIAL CLIENTS WHO WANT TO PURCHASE PROPERTIES?**

<table>
<thead>
<tr>
<th>Significantly declined</th>
<th>Declined</th>
<th>No change</th>
<th>Increased</th>
<th>Significantly increased</th>
</tr>
</thead>
<tbody>
<tr>
<td>2%</td>
<td>10%</td>
<td>58%</td>
<td>28%</td>
<td>2%</td>
</tr>
</tbody>
</table>

NAR Flash Survey: Economic Pulse March 11-12, 2020
Building Practices

The majority of commercial buildings have adopted a change of practices due to the coronavirus. The most common practices are more hand sanitizer offered, more frequent cleanings of the space, tenants are working remotely, and travel suspension.

**WHAT IMPACT IS THE CORONAVIRUS HAVING ON YOUR BUILDING PRACTICES?**

- 37% No Impact
- 39% More hand-sanitizer offered
- 34% More frequent cleaning required
- 26% Tenants working remotely
- 22% Travel Suspension
- 7% Other

NAR Flash Survey: Economic Pulse March 11-12, 2020
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