



GOING REMOTE:

What It Means for Agents

A REAL ESTATE EBOOK FROM



INTRODUCTION



As the effects of COVID-19 ripple throughout the country, one thing is for certain: working remotely is the new norm for many. Already, major companies like Facebook have committed to going fully remote, meanwhile, others are realizing that their employees are more productive and happier working from home. It's a perk that will likely remain for those who can complete their job remotely, but what does that mean for real estate?

IN TERMS OF HOMEBUYING/SELLING

New remote work opportunities have some people reconsidering their living situation. Many buyers choose a location with their commute in mind, but now that people can work remotely they are looking to move to places where they can get more square footage for less, set up their own workspaces, and get more yard for their pets.

"Companies that weren't offering remote work options previously were sort of forced into it and found that it was effective. Which means that they don't have to be in the office every day and it gives them the opportunity to live in further distances," New York real estate agent Michelle Pfeffer told ABC.

The hottest commodity of 2020 is the home office. According to a new [REALTOR.com](https://www.realtor.com) survey, 45% of 2,000 potential home shoppers said that they converted an existing room into a home office and over 20% cited a home office as their next house's must-have feature.



IN TERMS OF HOMEBUYING/SELLING

Next in desirability was a garage, and an updated kitchen, followed by an open concept floor plan and a larger yard. In other words, expect new builds to boom in the coming months and years.

There's also evidence to suggest that some remote workers are looking to make their vacation spots their full-time digs. In Colorado, mountain towns are currently determining how to take on the influx of new residents and their families.

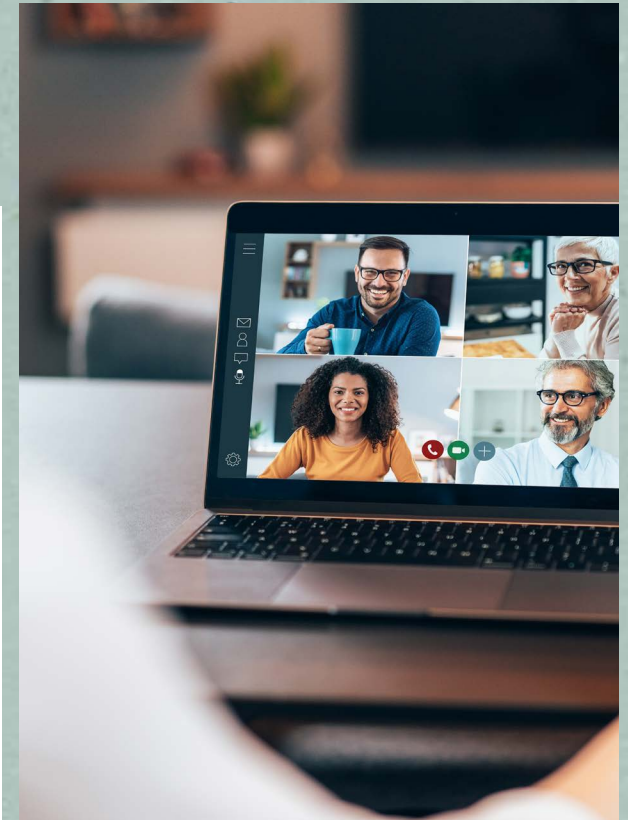
"There is no question their sense of urgency has changed. If someone has ever said they wished they could spend more time in Telluride, well now they are committed," George Harvey, a Telluride-based real estate agent, told [*The Colorado Sun*](#). "Instead of back home being their base, this is their new base and back home is a place they might visit."



IN TERMS OF WORKING REMOTELY



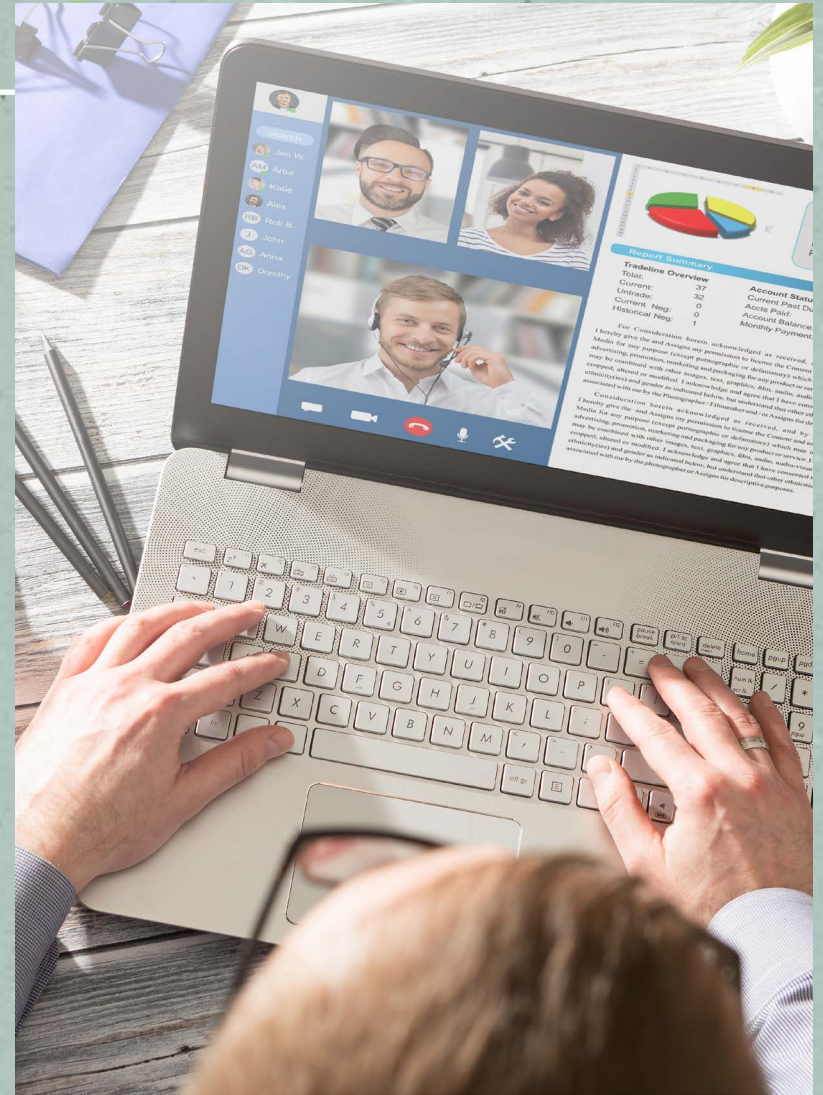
For the modern real estate professional, working on the go is nothing new. Modern technology has made working wherever there's an internet connection possible, but that doesn't mean there aren't ways to optimize your set up.



1.

UPGRADE YOUR TOOLS

If you've been considering upgrading your phone or your laptop, now might be the time. [Computer Hope](#) says that you should consider getting a new computer every four years. Even if many of the performance features are the same, new units are often slimmer and more portable.



2. BACK EVERYTHING UP ON THE CLOUD

Whether you choose to use Apple's Time Machine, Google Drive, or any other service, it's always smart to back important information up on both your laptop and mobile device. That way if you have a mishap on the road, your hard work is saved.



3. MAINTAIN REGULAR HOURS



While real estate agents often work “flexible” hours, creating a routine is critical to your success as an agent. It doesn’t matter where you are in your career, refining your routine and sticking to it can help you manage your work-life balance and create more business.



4.

CHANGE THINGS UP

Changing where you work every now and then can help you look at things in new ways and be more creative. So while you might have a great home office setup, working from a coffee shop now and then can help give you a fresh lens.

"Changing places can boost stimulation and creativity," says Gretchen Spreitzer, a management professor at the University of Michigan's Ross School of Business, in a conversation with Quartz.

5. ENJOY THE PERKS OF WORKING REMOTE

While we all miss our coworkers, a survey conducted by IBM shows that the [majority of Americans actually prefer to keep working remotely](#) after the pandemic is over. Much of that has to do with the fact that workers don't have to commute, saving us all time, but it also has other perks, like being around your pets, having your own kitchen/refrigerator, and being able to do 15 minutes of yoga if you need to clear your mind.



IN TERMS OF REMOTE EDUCATION



Like working remotely, studying remotely definitely has its advantages. At [The CE Shop](#) we've put a lot of thought into making our online courses straightforward and user friendly without compromising the quality of instruction. The best part? Both our Pre-Licensing and Continuing Education courses can be completed anywhere you have an internet connection. They're even mobile-friendly, which is especially helpful for those on the go

BENEFITS OF REMOTE EDUCATION WITH US INCLUDE:



Saving time, money, and resources by not having to commute to a physical location.



Study at your own pace, on your own schedule.



Online student support groups that connect you with other students.



Resources that keep you up to date on the latest real estate trends.



STUDY TIPS GREAT FOR ANY STUDENT

If you have children who are currently receiving their education via the internet, why not study alongside them and help them employ effective study habits? Who knows, maybe your work ethic will rub off on them. Either way, these study tips are worth nothing.

1. Spaced Practice

According to the [UC San Diego Department of Psychology](#) website, revisiting what you just learned once every couple of days (rather than cramming right before the exam) is the most effective way to retain information. Since we've already mentioned the importance of creating a routine, be sure to work revisiting past lecture notes/information into your schedule.

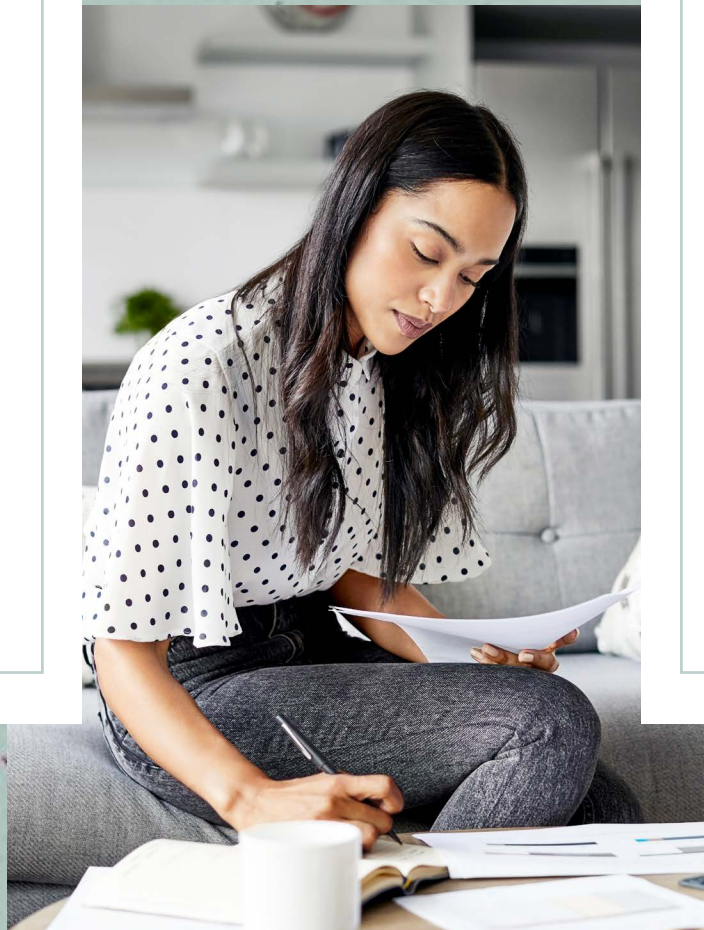
2. Practice Exams

Like anything you try to accomplish in life, studying and passing exams takes practice. Again, the UCSD Department of Psychology recommends practicing recalling the information you just learned in the form of practice tests. At The CE Shop, [we've got all the practice resources you need](#), but for the younger people in your life, simple flashcards will do.

STUDY TIPS GREAT FOR ANY STUDENT

3. Set Your Focus

Depending on the individual, some prefer to work in absolute silence with no distractions. Meanwhile, others might prefer some background noise. Either way, a good set of noise-canceling headphones can be your best friend.



4. Limit Distractions

[The Learning Center at the University of North Carolina](#) says that multitasking can hinder study sessions. Even something as simple as answering text messages or having social media within reach can adversely affect the intensity of your study sessions. Be sure to limit distractions wherever possible.



5.

DON'T SKIP BREAKS

Concentration takes energy, which is why it's important to take breaks. The United States Army Research Institute recommends taking a break in 90-minute cycles, however, if that doesn't work for you, then you should shoot for every 50 minutes, then break for 15-20. After all, [The Atlantic](#) says the formula for "perfect productivity" is achieved by working for 52 minutes and breaking for 17 after that.

About Us

Founded in 2005, The CE Shop has become the leading provider of online real estate education. With industry-leading pass rates and support from Pre-Licensing through CE, our students are better prepared to set themselves up for success.

Our ever-expanding course catalog of Pre-Licensing, Exam Prep, and Continuing Education products are trusted throughout the industry and offer agents across the country the education they rely on.

With products available in all 50 states and D.C., we're driven by a desire to constantly improve, both for ourselves and our students.

