<u>What's Upp With I.T.?</u>

I am a frequent user of "What's App" for international telephone calls (when not using Facetime with I-Phone contacts) but it does not always work. Even I.T. stumbles at times.

The internet protocols around the world are an awesome advance in communication and we are all thrilled by the immediacy of news, friends and loved ones. I also just discovered the benefits of the Virtual Privacy Network (VPN) for accessing international sports and news, as well as securing privacy in public wi-fi areas.

In Real Estate, similar speed and virtual technologies are here to stay. Once you have listed your home for sale, even a peasant farmer in remote Siberia knows that your property is for sale if he is on the internet. Homebuyers find properties to view after dinner in the comfort of their own homes.

Documents and processing of your transaction are also channeled through invisible, remote employees preparing lunch for the kids and handling your purchase or sale simultaneously. They might even be located overseas.

Following the Pandemic, the speed of internet communication and business dealings has gone from "Fast" to "Zoom". At least you can see the face of your business associate - but you may never meet them.

In my practice I have clients who do not take telephone calls or meet with me anymore - and that's okay. However, this article is a plea that we all not lose the time-tested behavior of direct and personal communication, preferably unmasked in the near future. Your local Realtor has direct, personal and intimate knowledge of the market, and of all the neighborhoods.

There is no substitute, unless you yourself are a robot, for the face-to-face connection with a real estate professional. Zestimate algorythms are no substitute for a real human being, and it feels better too. Let's use technology but not let it control us.

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