

PROSPECT or PREDATOR? Reduce The Risk of Being Targeted!

Dave Legaz

REALTOR®, ABR®, CIPS, CRS, GRI, SRES®, AHWD®, e-PRO®, ITI, RSPS
Broker, Keller Williams Realty Landmark

Retired NYPD Sergeant

Immediate Past Chair NAR REALTOR® Safety Advisory Committee

2021 President NYS Association of REALTORS® (NYSAR)



2020 Member Safety Report
National Association of REALTORS®

The Survey was sent to over 45,000 REALTOR® members approximately 3,000 responded

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NATIONAL ASSOCIATION OF REALTORS®

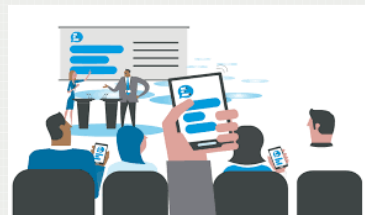
1

2

Polling Question #1

While working in the real estate industry, over the past 12 months, have you ever experienced a situation that made you fear for your personal safety?

- ☐ Yes
- ☐ No



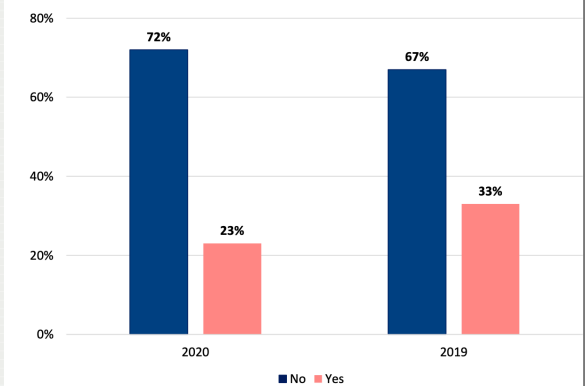
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How Often REALTORS® Felt Unsafe?

23% Work in Fear

322,000 REALTORS® based on 1.4 million NAR members

14,000 REALTORS® based on the 60,000 members in NYSAR



25% Females & 15% Males



2020 REALTORS® and Member Safety Report

Women in Suburban Or Metro / Urban Areas



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Predator Attacks Upon REALTORS®



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DO NOT DUPLICATE OR DISTRIBUTE
WOWT-TV Omaha, Neb., NBC 6. (2020, Dec. 30).
VIDEO: Douglas County Sheriff has Omaha realtor
homicide suspect in custody
Retrieved from <https://www.wowt.com>.



5

REALTOR® SAFETY ALERT

Aug 23, 2019

REALTORS® BEWARE!

LIBOR has received two reports that may affect the safety of our members.

It was reported that both a man and woman identifying themselves as a wealthy family with children from Charlotte, North Carolina were looking to purchase homes in excess of 1 million dollars in the Garden City area. These "buyers" ask to see vacant homes stating they need a quick move due to a business relocation.

It was reported that the "buyers" tried to establish trust through several texts and email communications, but when the members tried to verify information and/or requested financial documents prior to the showing, the "buyers" ceased all communication.

One incident occurred in July and the second in August. These reports came from two separate firms.

If you receive a similar request, no matter what area you work in, please verify information, obtain proper identification, and follow your company's protocol for REALTOR® safety.

Visit www.librealtor.com/safety for comprehensive safety information and tips.

LIBOR is committed to the safety of its members and the community at large!

Share 198 Tweet

**SAFETY
ALERT**



REALTOR® Safety Alert - REALTORS® Beware!

LIBOR has received an incident report that could affect the safety of our members.

It was reported that a man contacted a REALTOR® to schedule a showing of a vacant property located on the North Shore of Nassau County. At the first showing, the man arrived with his sister, his pregnant fiancé, and a young boy around 7 years old. The man contacted the REALTOR® for a second showing. During the second showing, the man arrived alone and attempted to lure the REALTOR® into the basement and attic of the vacant property. The man also forced the REALTOR® to view inappropriate pictures on his phone.

Please be reminded that when attending a listing presentation or showing a house you believe to be vacant, DO NOT GO ALONE!

If you have to show it alone, use safety apps or safety solutions to let trusted contacts know where you are and how long you plan to be gone. Have an emergency number, such as 9-1-1, on speed dial.

Follow your instincts if you feel unsafe or uncomfortable in any situation.

LIBOR encourages all REALTOR®s to verify information received from potential buyers or sellers, obtain proper identification, and follow your company's protocol for REALTOR® safety.

Visit www.librealtor.com/safety for comprehensive safety information, tips, and instructions on how to access the Real Safe Agent app for free (a LIBOR member benefit).

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Predator Attacks Upon REALTORS®



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DO NOT DUPLICATE OR DISTRIBUTE
WEWS-TV Cleveland, Ohio, ABC 5. (2020, Aug. 26).
VIDEO: 2-men-arrested-in-connection-with-
attempted-abduction-of-realtor-in-north-ridgeville
Retrieved from <https://www.news5cleveland.com>.



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DO NOT DUPLICATE OR DISTRIBUTE
WITI-TV Milwaukee, 6 Fox. (2016, May. 5).
VIDEO: Realtor showing home pistol whipped,
robbed at gunpoint in broad daylight: [Video file]
Retrieved from <https://fox6now.com/>.



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Predator Attacks Upon REALTORS®



DO NOT DUPLICATE OR DISTRIBUTE
WFTS-TV Tampa, ABC 28. (2016, Jan. 16).
VIDEO: Man wanted for targeting, sexually
harassing female real estate agents [Video file]
Retrieved from www.ABCActionNews.com.



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DO NOT DUPLICATE OR DISTRIBUTE
KOCO-TV Oklahoma City, 5 News. (2017, Jan. 12).
VIDEO: Man accused of sexually assaulting real
estate agent while showing his home [Video file]
Retrieved from <https://www.koco.com/>.



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Polling Question #2

2. In what situation have you feared for your personal safety?
(Please check all that apply)

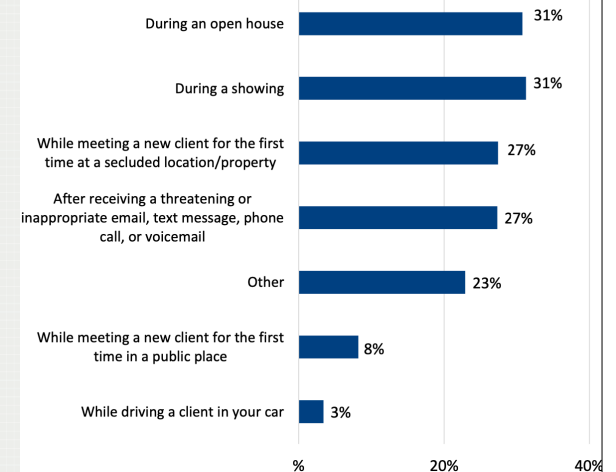
- ☐ During an open house
- ☐ During a showing
- ☐ Driving a client in your car
- ☐ Meeting a new client for the first time in a public place
- ☐ Meeting a new client for the first time at a secluded location/property
- ☐ After receiving a threatening or inappropriate email, text message, phone call, or voicemail
- ☐ Other (please specify) _____



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Situations That Made Them Unsafe?



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WDBJ Roanoke, Virginia, CBS 7. (2020, Jun. 22).
VIDEO: [realtor-didnt-know-attacker-who-assaulted-her-at-open-house-company-says](#) [Video file]
Retrieved from <https://www.wdbj7.com>.



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DO NOT DUPLICATE OR DISTRIBUTE
KTNV Las Vegas, ABC 13. (2019, Sept. 24).
VIDEO: [Man shoves real estate agent outside California home](#) [Video file]
Retrieved from <https://www.ktnv.com>.



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DO NOT DUPLICATE OR DISTRIBUTE
WRC-TV Washington, DC, NBC 4. (2018, Dec. 9).
VIDEO: [Teen Arrested in Killing of Maryland Real Estate Salesman at Model Home](#) [Video file]
Retrieved from <https://www.nbcwashington.com/>.



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DO NOT DUPLICATE OR DISTRIBUTE
WTTG-TV Washington, DC, Fox 5. (2019, Aug. 23).
VIDEO: [Video shows Anne Arundel County REALTOR's killer before murder](#) [Video file]
Retrieved from <https://www.fox5dc.com>.



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Predator Attacks Upon REALTORS®



DO NOT DUPLICATE OR DISTRIBUTE
KUSA-TV Denver, NBC 9. (2019, Aug. 7).

VIDEO: Realtor says having a firearm saved her life during an attack at an open house [Video file]
Retrieved from <https://www.9news.com>.



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NAR on Firearms...

“



“The National Association of Realtors® doesn’t have a position on the legal use of firearms or any other personal safety device used by agents. However, NAR recommends that before agents arm themselves with any self-defense weapon, including firearms, sprays or Tasers, that they know their local and state laws and brokerage’s policies to ensure they are conforming to all applicable rules and regulations. Also, homeowners always have the right to prohibit agents from carrying guns onto their property.”

Sara Wiskerchen , NAR Managing Director of Media Communications

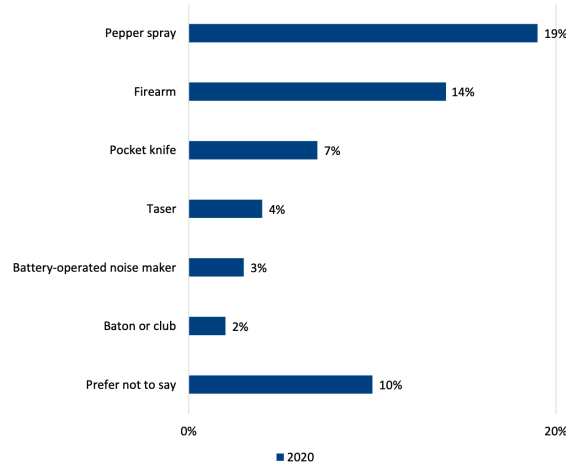
April 3, 2018



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Self-Defense Weapons

49% Carry a Weapon



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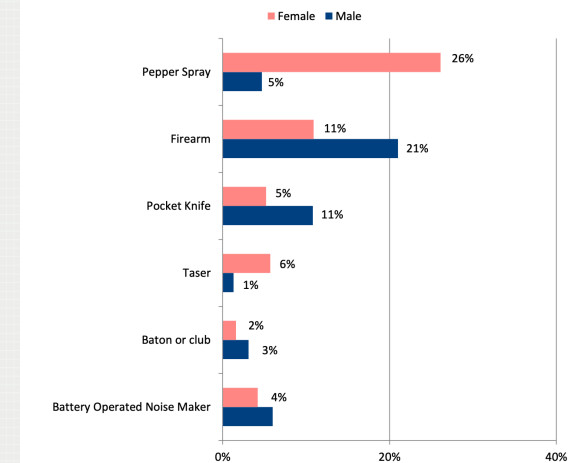
19

Self-Defense Weapons

50% Females
46% Males

26% Females
Pepper Spray

21% Males
Firearms



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Self Defense Weapons Laws

Pepper Spray

- Must be a minimum of 18 years old
- Cannot have any convicted felonies on record
- For self defense purposes only
- Cannot be shipped to a NYS address
- Firearm Dealer or Authorized Pharmacist

Stun Guns & Tasers

- In 2019 a Federal Court struck down the NYS law that made it illegal to possess as violated the Second Amendment right to keep and bear arms

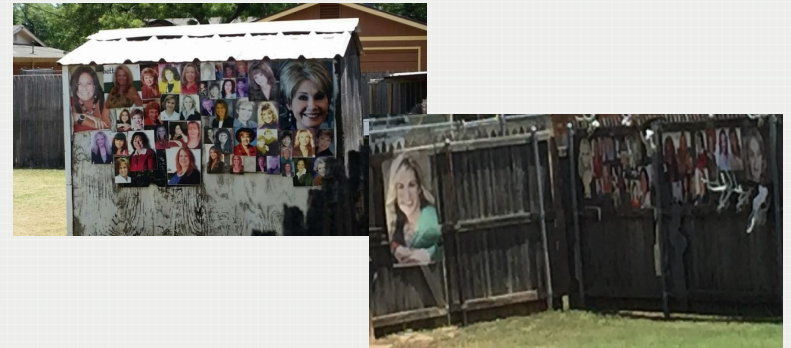


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Shrine to Female Agents in Abilene, TX July 2017



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KTAB/KRBC Abilene. (2017, July.19).
Creepy' shed making Abilene realtors uncomfortable
[Copyright 2020 Nexstar Broadcasting]
Retrieved from <https://www.bigcountryhomepage.com>.



22

Dragnet 1967: The Missing Real Estate Broker



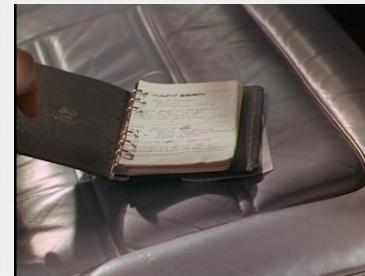
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DO NOT DUPLICATE OR DISTRIBUTE
"The Missing REALTOR". *Dragnet* 1967.
Writ. Robert C. Dennis, Jack Webb. Dir. Jack Webb. NBC, 1967. Amazon.



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Dragnet 1967: The Missing Realtor



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DO NOT DUPLICATE OR DISTRIBUTE
"The Missing REALTOR". *Dragnet* 1967.
Writ. Robert C. Dennis, Jack Webb. Dir. Jack Webb. NBC, 1967. Amazon.



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Beverly Carter Story



Beverly Carter
Arkansas REALTOR®

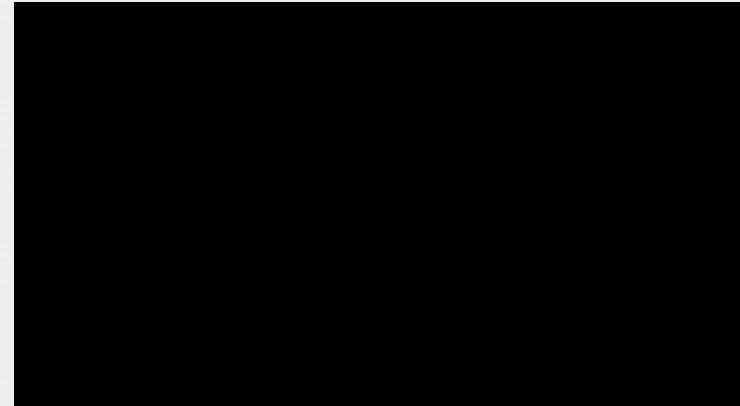


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“Because She Was A Rich Broker Working Alone”



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DO NOT DUPLICATE OR DISTRIBUTE
VIDEO: COBRA Real Estate Safety & Self-Defense
Training. Staying Safe on the job. (2018, Aug. 8).
Retrieved from <https://www.YouTube.com/>.



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A Dangerous Profession

According to the U.S. Dept of Labor:

- High-Risk Occupation
- Since 2011 averaging 20 homicides per year

*There are more agents killed nationwide
each year than NYPD officers?*



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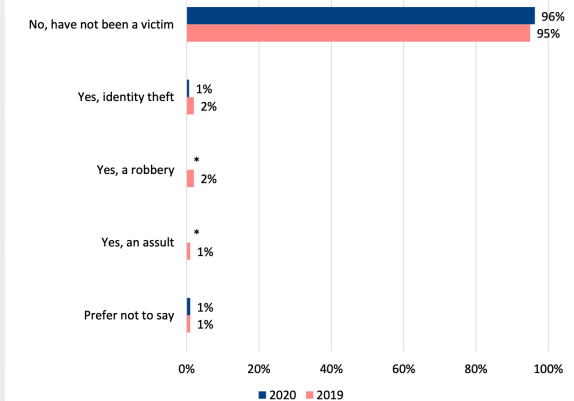
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Victim of a Crime

4% Were Victims

56,000 REALTORS®
based on 1.4 million
NAR members

2,400 REALTORS®
based on the 60,000
members in NYSAR



*- Less than 1%
2020 REALTORS® and Member Safety Report



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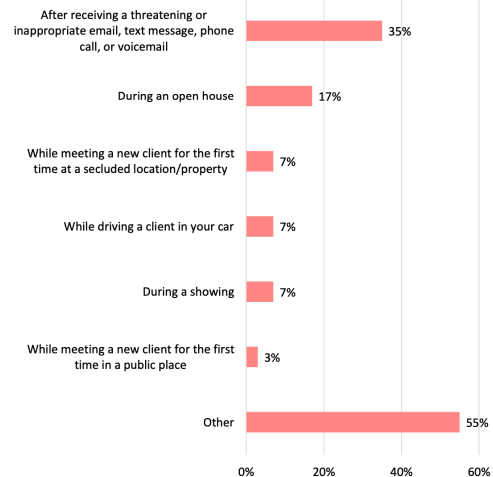


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Where and / or When The Crime Occurred

35% Received a Threatened / Inappropriate Message

17% During an Open House



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Polling Question #3

Does your real estate brokerage have and are you familiar with standard safety procedures?

☐ Yes

☐ No

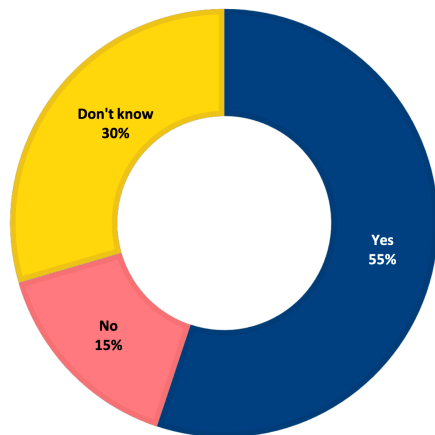


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Brokerages with Standard Safety Procedures



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THE UNIVERSITY OF
TEXAS
— AT AUSTIN —

Behavioral Differences

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| | PREDATOR | THIEF |
|---------------------|---|-----------------------------------|
| MOTIVE | Power Control | Profit |
| CRIME | Assault Rape Murder | Burglary Steal from you |
| EMOTIONAL COMPONENT | Yes | No |
| ATTRACTORS | Weakness Subservience Vulnerability | Valuables Ease |
| GOAL | Isolate You! | Be Isolated! |
| DECISION MAKING | Fill an Emotional Need | Potential Gain vs. Potential Risk |

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Timeline of a Thief

- Need Decision
- Target Selection - Agent or Property
- Planning
- Execution

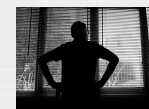


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Identifying Thieves Behavior

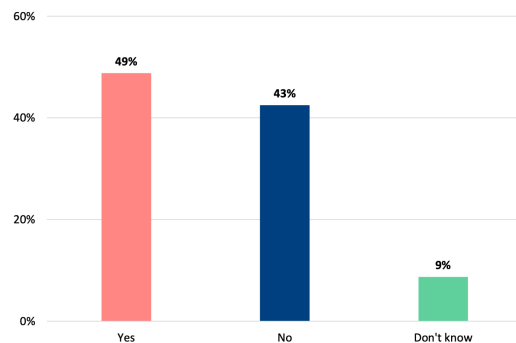
- The Split Play
- The Dust Check
- Windows & Doors Gaze
- about Dogs, Alarms, Cameras, etc



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Agents Who Understand That Crimes Upon REALTORS® Are Predatory Crimes



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Timeline of a Predatory Crime Obsessive - Compulsive Cycle Getting Their High!

1. Initial Focus - Photographs
2. Focusing Behavior - Research Stage - Professional Image / Website
3. Fantasy - Inserting Elements of Agent's Life - Stalking

The Predator Will Be Focusing on Several Agents Simultaneously !



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Timeline of a Predatory Crime

Obsessive - Compulsive Cycle

Getting Their High!

4. Plan the Meeting - How to Isolate You - Fantasy No longer a “High”
5. Execute the Plan - First Opportunity to Show Your Strength in Person
6. Meet - May Not Show - Depending on State of Mind & Urges

The Predator Will Repeat This Stage on Several Agents!

This is the Victim Shopping!



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Timeline of a Predatory Crime

Obsessive - Compulsive Cycle

Getting Their High!

7. Stage Setting - Will Isolate You - Bathroom, Basement, Garage
8. Attack - Predator will display signs of increased adrenaline



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Commercial Background Checks May Be Ineffective

- Database may only contain approx 13% of the convictions
- 30% Error Rate
- Habitual & Serial Rapists attack 11 victims before getting arrested
- 70% Do Not Have Any Felony Convictions



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How To Deter a Predator

Removing Weakness, Subservience & Vulnerability

Smart Marketing

- Do Not Share Personal Information
- No Alluring or Provocative Photography



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How To Deter a Predator

Removing Weakness, Subservience & Vulnerability



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How To Deter a Predator

Removing Weakness, Subservience & Vulnerability



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How To Deter a Predator

Removing Weakness, Subservience & Vulnerability

At the buyer's initial call:

- Use neighborhood & property info
- Establish power and control
- Set expectations



*By doing this at the initial inquiry,
you will not appear weak, subservient or vulnerable!*

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How To Deter a Predator

Removing Weakness, Subservience & Vulnerability

At the buyer's initial call:

"Thank you for inquiring on 123 Main St. It is one of our most popular listings. This home has plenty of windows accenting the natural sunlight."

- Uses neighborhood & property info

"Instead of meeting at your requested time of 5pm, we will meet at 5:30pm."

- Establishes power and control

"We will be spending no more than 15 minutes at the showing as the sellers will be returning at 5:45pm."

- Sets Expectations



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How To Deter a Predator

Removing Weakness, Subservience & Vulnerability

At The Showing:

- Empowered Greeting
- Firm Handshake
- Bring a Buddy



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Polling Question #4, 5 & 6

Over the past 12 months, have you shown vacant properties alone?

Over the past 12 months, have you shown properties in areas with poor or no cell phone coverage?

Over the past 12 months, have you shown properties even after you had an uncomfortable feeling prior to the appointment?



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How To Deter a Predator

Removing Weakness, Subservience & Vulnerability

Bring a Buddy:

You **should always** bring someone when:

- There is poor cell service at the property
- The property is vacant
- You haven't closed a deal in a while
- You have an uncomfortable feeling prior to the appointment



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WFTS-TV Tampa, ABC 28. (2015, Aug. 10).
VIDEO: Search on for man who attacked real estate agent [Video file]
Retrieved from www.ABCActionNews.com.



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Setting The Stage - The Bathroom Attack!



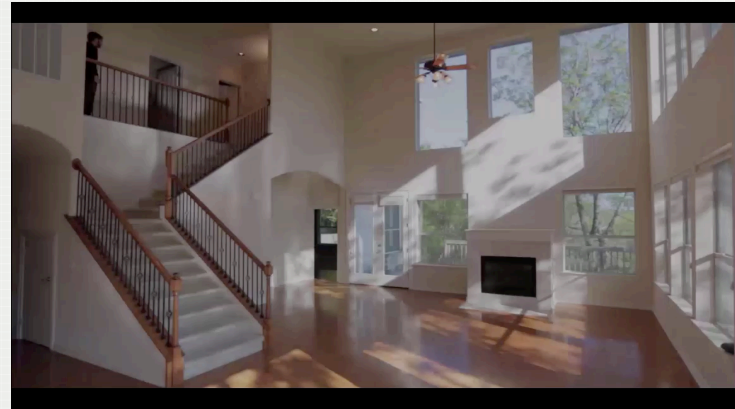
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Real Safe Agent
Safe Selling Online Class
Retrieved from <https://www.realsafeagent.com>.



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Setting The Stage - The Hallway Attack!



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Setting The Stage - The Look-Up Attack!



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Best Real Estate Safety Tool



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Best Real Estate Safety Tool

Your
 GUT feeling
 is ALWAYS
 RIGHT

Trust
 your gut
 intuition

Sixth Sense

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Distress Signal!

“Hi, this is Dave, I’m at (address)
 could you email me the **DISCLOSURE** file?”

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Polling Question #7

Over the past 12 months, have you hosted an open house alone?

☐ Yes
☐ No

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Host Open House Alone

51% Hosted Alone

32% Felt Unsafe

| Response | Percentage |
|----------|------------|
| Yes | 51% |
| No | 49% |

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Open House Best Practices



- Door Knock Prior
- Never Host Alone
- Plan Escape Routes
- Control The Traffic!
- Ask for ID and **YOU** Sign Them In
- Obtain Their Phone Number and Email



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Open House Safety



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Open House Safety



Available at
www.libor-store.com for \$6



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Open House Safety



Always walk behind the prospect
“Direct Them - Don’t Lead Them”

Avoid attics, basements, and getting trapped in small rooms (bathrooms)

Notify someone that you will be calling in

Inform a neighbor and ask if they would keep an eye & ear open



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Open House Safety



Has everyone left at the end of an open house?

Check all of the rooms & the backyard prior to locking the doors.

Be prepared to defend yourself, if necessary.

**THE MOST DANGEROUS TIME IS
AT THE OPEN HOUSE IS AT THE END!**



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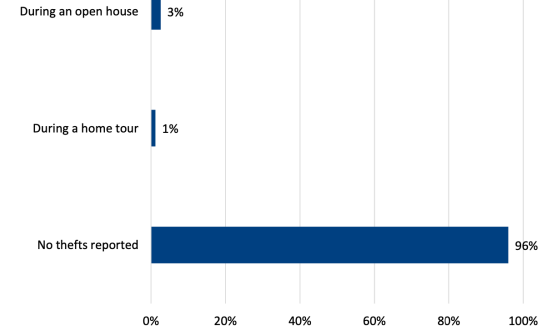


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Prescription Drugs Stolen

42,000 REALTORS®
Reported theft at an
Open House

28,000 @ Home Tour



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**Safety tips that every
seller should know**

1. **Prescription Drugs:** Remove or Lock Them Up
2. **Stow Away Valuables:** Mail, Cell Phones, Jewelry, etc.
3. **Remove Family Photos:** Staging & Stalking
4. **Make The House Safe:** Remove hazards, Butcher Block Knives, etc.
5. **Keep The House Locked:** Deadbolts, Sliding Glass Doors, Motion Sensor Lighting, etc.
6. **Beware Of Unexpected Visitors:** Buyers, Craigslist Rental Scam, etc



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Staying Safe At Home



[TheHotline.org](https://www.thehotline.org) (online chat)

Nearly 20 people per minute are physically abused by an intimate partner in the US.

> 10 million men and women each year. (1)

Murders by intimate partners increased almost 20% between 2014 and 2017. (2)

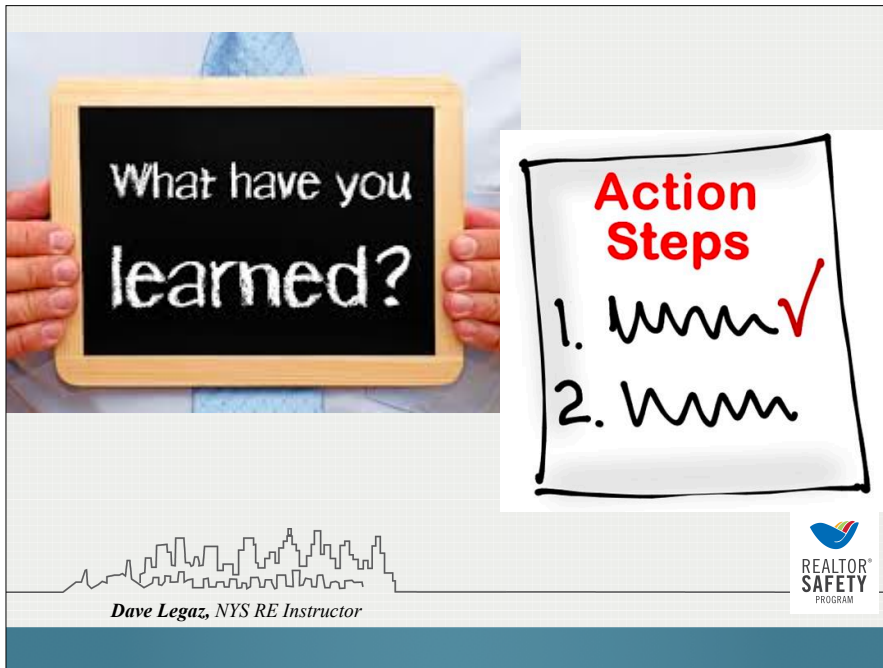
- 1) [National Coalition Against Domestic Violence](https://www.nacadv.org)
2) [NYTimes.com](https://www.nytimes.com)



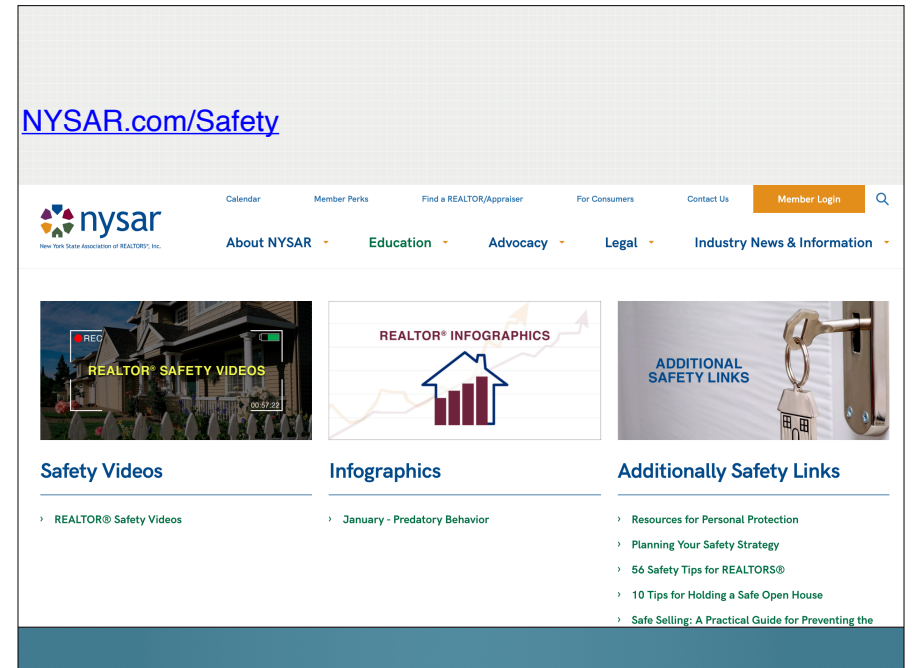
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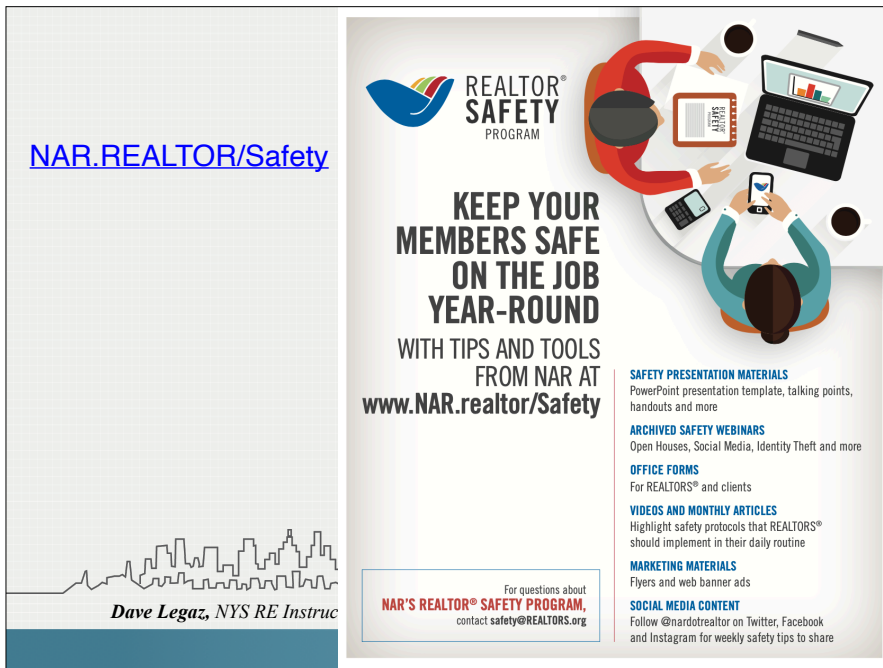
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