

Protect Your Clients against Crime

Real estate professionals are not the only ones at risk when showing a property—follow these steps to help your clients protect themselves against crime:

1. Remind clients who are selling their house that strangers will be walking through their home. Tell them to hide any valuables in a safe, secure place. This includes prescription drugs.
2. At an open house, be alert to the pattern of visitors' arrivals, especially near the end of showing hours. In some areas, a group of thieves will show up together near the end of the open house and, while a string of supposed potential buyers distracts the REALTOR[®], the rest of the group walks through the house, stealing any valuables they come across.
3. Finally, when you leave a client's property, whether after an open house or a standard showing, make sure that all doors and windows are locked. Thieves commonly use open houses to scout for valuables and possible points of entry, then return after the agent leaves.
4. Let your clients know that you will take all of the above safety precautions, but that when they return home, they should immediately verify that all doors are locked and all valuables accounted for.

(Source: Nevada County Board of REALTORS[®] (CA))

This article is part of the NATIONAL ASSOCIATION OF REALTORS[®]' 2007 REALTOR[®] Safety Week Kit.