2011 Realtor Safety Report
examining a year of attacks on Realtors

a joint report compiled by:
REALTOR SAFETY

"The past 12 months have been the most violent I have seen in twenty six years working in the real estate industry. We've seen an increase in attacks, murders and suicides." - Andrew Wooten, S.A.F.E.

This past year has been a difficult year for the real estate community, not only because of the struggling economy with no agreement on when housing will hit bottom, but because several Realtors were attacked, kidnapped and murdered.

These professionals were innocent and unprovoked, and their victimization has left a dark cloud over the real estate community. Some are turning to safety training, others are pressing for harsher punishments in their state, while others turn to prayer.

At AGBeat, we worked in conjunction with personal safety service provider, Moby, which is best known for their smartphone apps that have live monitoring for real estate professionals. We also worked with Andrew Wooten, the president of Safety Awareness Firearms Education (S.A.F.E.) who is well known in the industry for his expertise in Realtor safety, having spent over 25 years coaching real estate professionals.

Our goal in analyzing the data from the recent attacks was to discover potential trends, but moreover to raise awareness in the Utopian hope that if one person is helped through this study and one life saved, the mission the three companies have set out to do has been complete. Thank you for reading and sharing.
Vacant Homes
leave Realtors vulnerable
HANDGUNS
were the most common weapon used in assaults on Realtors in 2011
REaltOR ASSAULTS

What day is the least safe? Should Realtors look out for guns or knives? Should Realtors carry guns or knives? Are women the only victims? Are these attackers striking agents out of revenge?

By analyzing each of the assaults on real estate professionals since September 2011, we were seeking potential trends. We looked at what the victims possibly had in common, what their attackers and attacks had in common, and if any circumstances surrounding each case presented a viable thread between them that could help the industry to be aware of any particular reason for the rise in violence. We started by looking at the nature of each attack. Is there a time or day that is the least safe to show houses? Is there a city that is a hotbed of violence? Is there a common weapon type or reason for the attacks? We looked at all of this and the results may be surprising to some.
ASSAULT STATS

Summer 2011 saw a rise in attacks on real estate professionals. More attacks occurred on a Thursday than any other day of the week.

Incidences against Realtors

Day of week incident occurred

- Thursday
- Friday
- Sunday
- Wednesday
- Tuesday
- Monday
MISPERCEPTION

It is commonly believed that danger only lurks in the dark, but looking at the assaults on Realtors over the last year, most were afternoon attacks.
VICTIM PROFILES

Picture in your mind what you believe to be a Realtor who has been attacked—do you picture an older man or a younger woman? Is there one specific type of person victimized over others?

Some people stereotype victims of crime as helpless or unaware of their surroundings, but the truth is that all real estate professionals are vulnerable, especially when entering a vacant home alone with strangers.

While women are more frequently the target of crime against real estate professionals, men are vulnerable as well. It is also possible that some assaults on male real estate professionals have gone unreported.

Age of victims

- Over 60
- Under 30
- 30 to 40
- 40 to 50
- 50 to 60
CASE CIRCUMSTANCES

There are no obvious trends regarding age, and more women are attacked than men, but why? What do the 2011 cases have in common with each other?

We looked not only at how many assailants were involved in each case, but whether or not the victim was alone. We also looked to what weapons were used as an indicator of victim compliance, but what was the most shocking to us was how different the intent of each crime was with the ultimate result.
CASE CIRCUMSTANCES

Victim alone?

In most cases, assaults on Realtors took place when the victim was alone. The most common guise of getting a Realtor alone is requesting a tour. Many of the attacks were planned out by the attackers, several of whom used fake names.

Number of assailants

Most cases were one-on-one crime, but in a handful of cases, more than one assailant was documented as part of the attacks.
Guns were the most commonly used weapon in attacks against Realtors, followed by physical force without any weapon. Guns are easily the most intimidating of weapons and are unfortunately used on a frequent basis in assaults on Realtors.
In the majority of cases, Realtors were targeted with the intention of robbery, especially in cases where individuals made careful plans to meet the Realtor in a vacant home.

The unfortunate and most shocking part of this entire study is that many assaults started out as a robbery but ended in murder.
SEXUAL ASSAULTS

With Andrew Wooten’s help, we have data on sexual assaults across the nation. It is a sensitive subject which is why it is separated out.

Sexual assaults are a particularly heinous crime, and many, many assaults go unreported. In preparing to produce this report, AGBeat, Moby and S.A.F.E. opted to devote a section strictly to sexual assaults given the sensitivity on the topic. Any attack on a person can leave a person scared, but sexual assaults have a lasting psychological impact that can be life altering. We are particularly sensitive to this fact.

We are of the school of thought that no woman or man asks to be sexually assaulted, and no one deserves to be raped, no matter what their chosen profession or fashion sense. We also believe that there are many more sexual assaults that have gone unreported not only because of personal shame but because of how complicated many states make reporting.
SEXUAL ASSAULTS

Number of sexual assaults

- Pennsylvania (6)
- Ohio (9)
- North Carolina (5)
- New York (3)
- Michigan (5)
- Indiana (5)
- Illinois (2)
- Georgia (8)
- Tennessee (11)
- Texas (28)
- Washington (4)
- Arizona (7)
- California (14)
- Colorado (4)
- Florida (42)

Percentage of assaults on Realtors vs. total in state

- Pennsylvania (0.18%)
- Ohio (0.20%)
- North Carolina (0.20%)
- New York (0.09%)
- Michigan (0.09%)
- Indiana (0.27%)
- Illinois (0.04%)
- Georgia (0.37%)
- Tennessee (0.51%)
- Texas (0.33%)
- Washington (0.15%)
- Arizona (0.36%)
- California (0.15%)
- Colorado (0.19%)
- Florida (0.65%)
DISCOVERING TRENDS

Our goal as originally stated, was to discover potential trends amongst the assaults on Realtors in 2011. Did we find any?

Among the statistics shared in this report, we also looked at how long each victim had been in the industry, the average sales price in their area, the average days on market, and other factors like whether or not the Realtor knew the attacker and even unemployment.

We analyzed these factors to see if perhaps Realtors are more commonly attacked in upscale listings, or if attacks occurred by strangers. We wanted to know if there was a factor of desperation in the area and if attackers could commonly be motivated by a down economy.

We had hoped to provide the industry with answers that would help trainers and agents pinpoint the primary causes behind the rise in attacks, but there is no commonality between the cases. Men and women were targeted, luxury agents that knew their attackers and foreclosure experts that didn’t were attacked. Guns were used by attackers, but many attacked Realtors without any weapon. Some agents were targeted as part of a plan, others were attacked more spontaneously.

Crime against Realtors is just like crime in the rest of the nation - unpredictable and almost always unprovoked.
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