

From the Home Inspector:

“From the Outside Looking In” – a series of observations about REALTORS®

Do you rely on ignorance?

We all know that unfortunately some business people rely upon the ignorance of their customers in order to function. I don't have any actual facts here and don't mean to impugn any particular occupation, but some examples that come to mind based on urban legend are telemarketers, used car salesmen, rental centers, pay check advance lenders, insurance salesmen, etc...

Allow me to digress a moment here. This is not specifically a Home Inspector / REALTOR issue, but Associate members of the WSRAR are in a unique position to observe and understand the real estate profession from the outside looking in – some of us for many years. This ability to see the “forest in spite of the trees” can give us some interesting observations. Add to this that Home Inspectors tend to be outspoken and occasionally blunt, and we arrive at today's article.

At a recent WSRAR committee meeting I said, “Based on what I know, If I listed my house for sale and my REALTOR put a combo box on my door, I would fire them on the spot.” An experienced and politically active REALTOR member said, “boy, I wish you would put that in writing!” So here it is.

I said it because I know from years of experience that I can open most combo boxes out there, uninvited, and so can very many others. I also know that when I open an E-Box, I'm leaving tracks and I can't open it at all if the WSRAR doesn't know me. Lastly I know that the difference between the two is about \$65.00.

If a home seller were not ignorant of these facts, if a home seller knew that the vast majority of REALTORS use E-Boxes, and if a home seller knew how much protection an E-Box afforded their family and their property, wouldn't they say the same thing I did?

So I ask again, Do you rely on ignorance? Think about it.

Please note that it is not the intention of these articles to embarrass or offend anyone; but rather to provide an opportunity to see various business practices from an outside point of view and to evaluate them before experiencing the harm possible from a real episode.

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If you are interested in serving on the 2008 Home Inspection Committee, please contact

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