

Safety Incident Lessons Learned Bulletin



Bulletin #21-002

Sharing experiences – staying safe.

Sharing information about events that impact Realtor® safety is one of the most important things we can do for each other. Please share this bulletin with Realtors® in your organization.

TITLE: CAUTION – BUYER WITH ULTERIOR MOTIVES!

DESCRIPTION OF EVENT: We have been notified by some female Realtors® in the GLAR service area that a buyer contacted them to express interest in the purchase of a large parcel of land for hunting. **He stated his name was “Jeff Farthing”** and his interest was in the Henry – Shelby county area. (We do NOT know if this is his real name.) **The number he called from was 502-667-3430.** He said he was 59 yrs. old. He also stated that he had recently received a very large, cash settlement and was ready to make a million-dollar plus purchase. The buyer also mentioned a ‘large bonus’ being offered to the Agent who ultimately found him the right property. (The phone number he called from is not traceable to anyone in particular, but comes from a Sulphur, KY network. He refused to provide an email to THIS agent.)

The first agent that filed the Safety Incident Report did ultimately meet the buyer to tour an available farm. However, because he used 2 different names in conversations prior to the tour, and refused to provide an email address, she had a ‘gut feel’ about the buyer. So before leaving to meet him, she asked her office to contact her periodically throughout the showing. Upon meeting the buyer for the tour, he proceeded to make very sexually suggestive and offensive remarks. This Realtor® immediately left and notified her office of what had occurred.

By making this quick notification, another agent in her same brokerage that had received a very similar phone call from a ‘Nelson Holbrook’ – using the same 502 number, was able to avoid a similar situation. **This time, the buyer DID provide an email address of ‘needland26@gmail.com.’**

It is important to know that the second Realtor® stated that, had she not already known of the first event, she may not have thought anything was wrong. She stated the buyer seemed pretty normal.

LESSON LEARNED: Both agents involved stated that taking someone along on a tour of vacant land or remote properties is critical to your safety. Especially when you get a gut feel that things may not be as they are presented. The Realtor® that met the buyer was very careful to keep in touch with her office during the tour. This may have prevented a more serious incident!

Listen to your gut! Human instincts are very strong indicators that things may not be as they seem.

Always notify your office and local or state law enforcement immediately regarding situations like this!

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