



25 July 2016

I just wanted to comment on the news item today where a former Kitchener Real Estate agent was arrested for Break and Enter, Theft, Fraud and Identity Theft.

Your security and your property are the highest priority to me and I go to great lengths to verify that the agent showing is bonafide and not an impersonator. It is one of the major benefits of a using a good full service agent. This service is not available in a "for sale by owner" program or most discount listing brokerages where the consumer is left to organize their own showing appointments with no way to vet that the agents are real or that the people are who they say they are. A major security risk in my opinion. I and my brokerage vet each and every Agent's showing request that comes in.

In today's news case the person was posing as a Toronto Real Estate agent showing a client homes in our area. A very common occurrence this year. As a former agent she could talk the talk and walk the walk and was quite convincing. In some cases the listing agents sent the lockbox and showing info directly to this person by text or email without verifying and vetting their status. This is how she gained access to the properties she robbed.

I will only release this information to the agent's brokerage office to ensure the agent is who they say they are and that the info goes only to the bona fide agent. I also back this up with my own online search to make sure any out of town agent is actively doing business under the brokerage they say they represent. It takes time and energy but it is done...every time.

Just one of those background tasks that is often not known and undervalued in a full service brokerage. Thanks for your support.

Regards,

A handwritten signature in black ink, appearing to read "Kevin Kalbfleisch".

Kevin Kalbfleisch