

Bluetooth Lockboxes, Best Practices for REALTORS®: Ask Technical Terry



Ask Technical Terry is a series RMLS™ aims to offer once a month. RMLS™ subscribers will drive the content—submit any question about RMLS™ to Technical Terry in the comments or by emailing communications@rmls.com. Don't be shy—we won't identify you by name.

Dear Technical Terry,

I'm a recent transplant to the Pacific Northwest. I was also a REALTOR® back in Atlanta and our MLS often gave us good, common sense tips about being a REALTOR®. Does RMLS™ do anything like that? As I've been reading some local chatter online, it seems like there is a real need for something like this!

Ethical Earlene in Estacada

Dear Earlene-

Your timing couldn't be better—RMLS™ just released a new document called Best Practices, Courteousness, and Great Tips for REALTORS®!

I hope you will find the new document helpful in your day-to-day activities as a REALTOR® in our market. While reading through the document you may find that some of the items are common sense or we've listed things you think every REALTOR® should already know. What I know from watching our industry for many years is that things that are logical to you or me may not be to others.

RMLS™ has always believed that education is the best way to create a predictable and ethical working environment for our subscribers, and we're hopeful that the new document will assist in doing that.

Technical Terry

Dear TT:

One of my coworkers claims that RMLS™ is going to be converting to a SentiLock lockbox that uses Bluetooth. When I asked him when it would happen, he didn't know. Can you tell me about this? And why would we be swapping out our SentiLock lockboxes already—didn't we just get these?

Imin U. Gene

Dear IUG:

The reason your coworker cannot give you a date is this: there isn't one to give! The RMLS™ Board of Directors has discussed the possibility of doing a conversion to SentiLock's Bluetooth lockboxes but nothing firm has been decided yet. Your view that we "just" transitioned to SentiLock NXT lockboxes is only partly true—it has been 4.5 years since we did our most recent conversion!

In fact, here are a few fun facts about SentiLock at RMLS™:

- Lockboxes currently in distribution at RMLS™: 56,450
- RMLS™ lockboxes per active/pending listing: 3.64 per listing
- Lockboxes per active RMLS™ subscriber: 4.04 per subscriber

That being said, the new SentiLock Bluetooth lockboxes really do offer a lot compared with the NXT lockbox. Two of the biggest benefits are that the lockbox can be opened via the

SentriSmart™ app on your smartphone even when you're out of cell range, as it uses Bluetooth instead of cellular; and many of the lockbox programming functions can be performed using SentriSmart™ instead of your SentriCard®. (If you haven't started using SentriSmart™ yet, get it on the Apple App Store or Google Play!)

If you have a lockbox that has suffered battery failure, you can simply plug in a "battery jumper pack" into the side of the Bluetooth lockbox to provide the power for it to open. If you've ever needed to use the Power Paddle to get an NXT lockbox open after its batteries have died, you'll realize what a benefit this is!

If this project moves forward, we'll surely inform RMLS™ subscribers through the RMLSweb desktop page, the RMLS™ Weekly Report, and our blog on RMLScentral. Keep your eyes toward us!

Technical Terry