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## Things Have Certainly Changed in Real Estate

Back in the day...

When I first got my real estate license back in January 1983, things certainly were different in my industry. Here's a sampling of some of the changes that have taken place from when I was (gulp) 19!

Real estate offices weren't staffed on Sundays and we could NOT have our clients accept an offer on Sundays or statutory holidays as we would in fact be breaking the law. If the buyers and sellers wanted to make the transaction legally binding, we would all have to wait with our respective clients until after midnight to make sure it was a legal transaction.

Photocopiers were so expensive, that very few offices had one. Therefore, the IBM "Selectric II" typewriter was how we prepared offers. We used five pieces of legal sized paper and 5 pieces of legal sized carbon paper (and lots of "whiteout") so we would have enough copies for everyone involved in the transaction.



We sometimes even did offers by long hand. Yes, we actually wrote out every single word of every single clause. Having a great memory was essential.

Facsimile machines had just been introduced, but weren't very common as they were so expensive and initially, could only do one page at a time. Because of this, frequently just about everything had to be hand delivered to our real estate board or to a co-operating brokerage who didn't own one.

If a client was out of town and wanted to agree to an offer, we could have it accepted by "Telex". Later, original signatures would be obtained. Telex charges were billed by the word.

Lock boxes were not common until the 90's, so we'd have to drive around (often to as many as five different offices) to pick up the keys for homes we wanted to show. As soon as we were finished with our showings, we would then have to return them promptly to the correct five offices. That way, someone else could show the property if the owners weren't home to let you in.



There were no pagers or cell phones (until the late 80's), so messages had to be taken

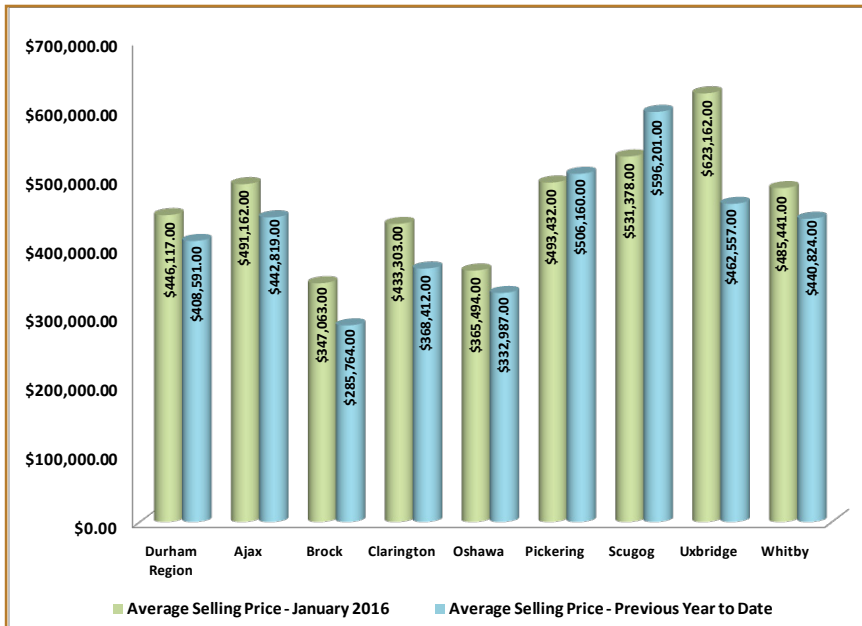
by the secretarial staff and picked up by us if staff were too busy to try to track us down somehow.

There was no such thing as a digital camera, so offices typically had a Polaroid Instant camera that you could sign out. You were allowed to take five photos of the outside of the house and the best one would be put in the front window of your office.

The real estate boards had their own full time photographers that would, for a price, provide you with extra prints.

There was no such thing as personal computers, so every feature sheet had to be typed up and then colour photographs glued to them. You could go to a copy place and have them printed up - but that was considered very expensive at the time.

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Hmmm . . .  
 A healthy (non-colorblind) human eye can distinguish between 500 shades of gray.  
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