MLS & Rules Committee

Lawrence Board of REALTORS®
Tuesday, March 29, 2022 – 1:00 pm to 2:30 pm
IN-PERSON Meeting (a Zoom link is also available)

Call to Order

Approve previous meeting minutes

Report from MLS Staff

    Moved staff items to #11 and #11 on Agenda.

Consider

2022 MLS & RULES	
Bailey Stuart, Chairperson	*McG*
Cheri Drake	McG
Chris Earl	SRE
Claire Vowels *(Excused)*	PFR
Jill Ballew *(Excused for late arrival)*	SRE
Libby Grady	SRE
Lindsay Landis	McG
Michelle Roberts-Freeman *(Excused)*	SRE
Mohammad Aldamen	EXP
Nicholas Lerner	McG
Ryan Desch	R+K
Shelly Milburn	BHGKC
Vanessa Schmidt	KWI
Victoria Perdue	KWI
Zach Dodson *(Excused)*	SRE
Rob Hulse, Staff Liaison	LBOR

1. Add Convenience Calculations & Conditional Logic
    a. Total Acres (acres) and Lot Size (square feet) to auto calculate when 1 field value entered?
        i. Discussed at end of previous meeting with a motion that was rescinded.

2. Consider Items from Site Review of Paragon System –
    a. Features Categories to be Reviewed/Updated/Expanded – example of Flooring
    b. Consider Green Features – Green the MLS

3. Add HERS Rating (Home Energy Rating System) as an MLS Field (Conditional Logic with New Construction). Suggested are 3 fields – HERS Rated Yes/No; HERS Year; HERS Rating (numeric field).

4. Enable Advanced Search Functionality
    a. Lookup Fields Contain: Equal and Not Equal To
    b. Free Form Fields Contain: Not Equal To, Contains, Contains All, Starts With, Not Starting With, and Does Not Contain

5. Enable Photo Labels and Descriptions in Paragon
    a. Predetermined Labels / Free Form / or a Hybrid offering both

6. Review Collaboration Center Options
    a. Display of Automated Valuation Methods: RPR AVM and Zestimate
    b. Display of Agent License Number

7. Enable CMA – Auto Adjustments for Numeric and Feature Fields

8. Consider IDX Fees (both setup and recurring)
    a. Current Rate: One-time setup fee of $25. No recurring fees.
    b. Staff Proposed: $75 at IDX Request (one-time setup fee of $25 plus data fee of $50).
    c. Consider: $75 at IDX Request (as proposed) plus annual recurring data fee of $50.

9. Consider Member Request to:
    a. Consider changing Central Middle School to Liberty Memorial
    b. Consider whether we should turn off schools and/or advise members how to complete given the current discussions regarding School Closures.
    c. Consider making 1st floor footage a required field.

10. Consider adding School District as a field in Paragon (we would need a full list of all districts, although we could add them as we go).

11. Consider update to the "Commission Based On" field in Paragon to reflect existing MLS Rules & Regulations by adding:

> Commission Based On: Percentage of the Gross Sales Price
> Percentage of the Net Sales Price
> Definite Dollar Amount

12. Consider timeline/suggestions for Sales Contracts/Forms to be updated.
    a. Suggested changes to be pulled together for discussion.

Old/Tabled Business

1. Update from IDX Subcommittee to Establish Definition for "reasonably prominent" in IDX Rules:
   a. Section 18.2.12: All listings displayed pursuant to IDX shall identify the listing firm in a <u>reasonably prominent</u> location and in a readily visible color and typeface not smaller than the median used in the display of listing data. (Amended 05/17) M
   b. Sub-Committee Members: Nicholas Lerner (McG), Cheri Drake (McG), Drew Deck (RN), Tanya Kulaga (HRE), Jill Ballew (SRE), Michelle Roberts-Freeman (SRE), Victoria Perdue (KW), and Lindsay Landis (McG).

2. Discuss Contingency on the Sale/Closing of Buyer's Property form and Notice to Remove the Contingency for the Sale/Closing of Buyer's Property.

3. Discuss submittals of a two-unit property on a single lot that is not well described as a duplex. Should a new category be added in multi-family, and should the Residential Class include an area for ancillary dwelling units?

4. Sellers choosing to Record Video and Audio at showings and/or open houses. Best practices shared by Danielle Davey, LBOR Legal Counsel.

New Business

Adjourn

MLS & Rules Committee Meeting Minutes

Lawrence Board of REALTORS®
Tuesday, March 22, 2022
1:00pm to 2:30pm

The meeting was called to order by Committee Chairperson Bailey Stuart. After review, **it was moved and seconded to approve the previous meeting minutes. Motion passed.**

LMLS Staff Report:
Staff reported to the Committee that there is a growing concern, and numerous complaints/calls from members about Listing Agents that are not making their listings readily available to show. In some

2022 MLS & RULES		
Bailey Stuart, Chairperson	*McG*	*Present*
Cheri Drake	McG	Present
Chris Earl	SRE	Present
Claire Vowels	PFR	Excused
Jill Ballew	SRE	Excused
Libby Grady	SRE	Present
Lindsay Landis	McG	Present
Michelle Roberts-Freeman	SRE	Present
Mohammad Aldamen	EXP	Excused
Nicholas Lerner	McG	Present
Ryan Desch	R+K	Present
Shelly Milburn	BHGKC	Present
Vanessa Schmidt	KWI	Absent
Victoria Perdue	KWI	Excused
Zach Dodson	SRE	Present
Rob Hulse, Staff Liaison	LBOR	Present

instances, "No show until…" language is used, and MLS staff has addressed these instances. In other instances, it's harder to identify if a listing's availability is being held off to a future date and being more restrictive by allowing showings only during certain days and time. After considerable discussion about whether the MLS policy should continue to prohibit "No show until…" availability, or whether the Listing Agent should just be held to a standard of fair and equal access, **it was moved and seconded to enforce a $1,000 fine to a Listing Agent who does not allow fair and equal access to listings in the MLS with a visibility type of "MLS Listing" (all MLS). Motion Passed on a vote of 7-2.**

Further, with continued discussion about whether or not a property is, or is not, readily available, **it was moved and seconded to override and modify the existing policy that listed property must be readily available to show (prohibition on "No show until…"), by allowing Listing Agents to be more restrictive with a listed property's showing availability, when the Seller has affirmatively directed the limited showing availability in writing. The threshold that requires a Seller's approval in writing will occur when a listed property's availability is reduced to 2/3 (or by 4 hours) in any given day, based upon the 8am-8pm window of opportunity to show. The Seller's directive in writing will be determined by the Seller/Listing Agent, and will be uploaded into Associated Docs in Paragon, prior to the Listing Agent's publishing of the more restrictive availability for showings. The Listing Agent can determine the visibility of the directive, at the Listing Agent's discretion. Motion Passed.**

As a result of the two actions taken above, the Committee discussed what the maximum amount of time that a Seller can direct showings to be withheld should be allowed. After discussion, **it was moved and seconded that regardless of the Seller's directive, the maximum amount of time that a listing can be withheld without being available to show is 5 days. Motion Passed.**

Having reached the end of the scheduled meeting time, a next meeting was established on March 29, 2022, at 1pm. Meeting Adjourned.

FEATURES UPDATE/SUGGESTIONS

Residential

Should sections be numbered (instead of using letters)?
Section ZC is kind of odd. Not a big deal but 've thought of it before so I thought I would just ask.

- Section A: Showing Instructions
    - There are two phone numbers labeled as ShowingTime. Is that still accurate info?
    - We still have "Virtual Showing Only" here. Remove it?
- Section C: Terms
    - Can't think of a time where I've seen Home Warranty selected and I didn't realize it was in this list. Not sure it's hurting anything but wonder if it's better maybe somewhere like section Z Land Data? Or removed completely from features since there's a text field you can fill in that is labeled Home Warranty? Is this useful when it's not such a crazy sellers' market.
- Section G: Roof
    - Add Solar Shingles or Solar Roof Tiles (I think that's Tesla's name for them)
    - Add Architectural
    - Possibly add "Impact Resistant Shingles" I know those are a complete upgrade that reduces insurance and many people really value. I'm not certain if they're still considered composition and if it'd cause confusion but that'd be an easy answer to find.
- Section I: Windows
    - Add Single Hung (and then educate that most of the ones we're calling Double Hung are Single Hung)
- Section J: Floors
    - Add Engineered Hardwoods
    - Add LVT (or Luxury Vinyl Tile if we don't want an acronym)
    - Instead of Ceramic maybe just tile? Or if not then add porcelain and stone.
- Section K: Heating
    - Add Geothermal
    - Remove Space Heater (just can't imagine this being used)
- Section L: Cooling
    - Instead of Window 1, 2, and 3 can we just make that line say Window Unit(s) and get rid of the other two lines?
    - Add Geothermal
- Section M: Appliances
    - Add Range Hood
    - Add Ice Maker
- Section N: Interior
    - Remove security alarm (going somewhere with this in a second)
    - Add Sump Pump
- Section O: Fireplace
    - Add Blower
- Section Q: Amenities
    - Add Fitness Center or Gym
- Section T: Driveway
    - This is so picky, but it has driven me crazy for years that Hard Surface is not the first one since I would venture to guess that 90%+ of our residential listings have a concrete driveway (87% of statistics are made up on the spot).
    - Does rock mean gravel? If so, can it just say gravel? Is there another "rock" driveway I'm not thinking of?

- Section U: Ponds
  - None is such an odd choice for me here. Is that necessary to include?
  - What does "Site Available" mean? There's a place to put a pond? Seems like such a strange thing to have here. Not something I've seen utilized but maybe I'm not understanding.
- Section V: Utilities to Property
  - Seems like we could remove Fiber Optic
- Section W: Utilities Available
  - Seems like we could remove Fiber Optic
- Section Y: Phone Service
  - I would be in favor of getting rid of this section completely as it no longer really applies.
- Section ZC: Associated Documents
  - Add Offer Instructions

Add the following

- Add a Section for Green Features as discussed
- Add a Section for Tech/Smart Home items
  - This is where I would move Security Alarm from Interior (and I would have two categories instead - Wired Security System, Wireless Security System)
  - Smart Thermostat(s)
  - Smart Doorbell
  - Exterior Cameras
  - Interior Cameras
  - Smart Home Controller
  - Smart LED lights
  - Audio System (or something to include things like in-celling and/or exterior speakers)
  - I'm sure there are more things I'm not thinking of

- Borrowing from Topeka, add HOA Fee Includes Section
- Borrowing from Topeka, add Water Heater Section

Pre-Release: Paragon v5.20 Release Enhancements

Agent

Search

Along with the following enhancements, several backend improvements have been made to Search functionality in order to provide improved performance and stability.

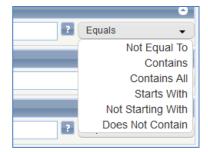**New operators for Search Lookup Fields and Freeform Fields**

New field operators are now available for display on Lookup fields which give the user the ability to filter specific criteria (i.e. Subdivisions, etc.) when executing a search. If the MLS elects to have this feature activated, depending on the Field types, the following will display.

- **Lookup Fields Contain:** Equals and Not Equal To
- **Free Form Fields Contain:** Not Equal To, Contains, Contains All, Starts With, Not Starting With, and Does Not Contain

The operators applied values will be retained when a search is saved.

These field operators when active will also be available in Hotsheet Search.

Date Ranges: Days Back and Months Back search ranges

New date range filters are now available for configuration for date fields. When configured, this functionality will be active on all system date fields.

- 24, 18, 12, 6, Months Back
- 90, 60, 30, 7 Days Back
- Last Month, Last Year, This Month, This Year, Year-to-Date, Next 7 Days, Next 30 Days

When active, these filters will also be available in Client Connect Searches (see Client Connect section).
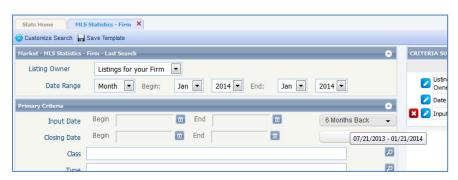
Contact your SSM to configure this option.

Quick Search

Statistical Reporting

When active on the MLS, the date range operators will also appear in Statistical Reporting Date fields that have been customized to the search screen.

Hover Tool Tip on filter for applied Date Range

When the filters are available, a hover over tool tip will display the equivalent date range on both the field display and within the list itself:

New! v

With the 5.20 release, arrow indicators and a hover over percentage have been added to the Price column in the Spreadsheet. By default, Red will indicate a decrease and Green will indicate an Increase.

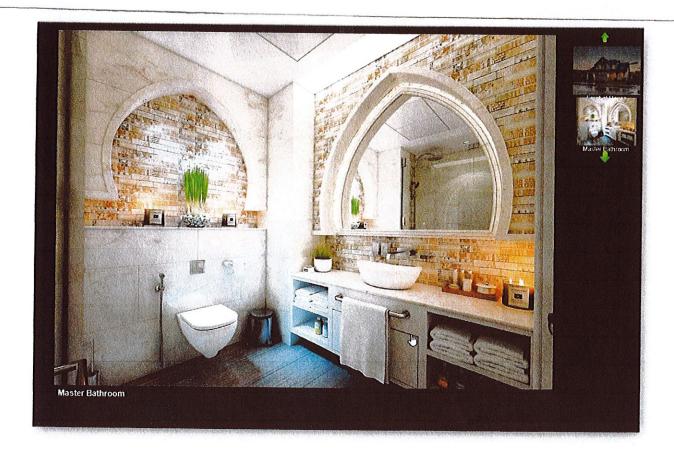On hover over of the arrows the increase/decrease percentage from the previous price will display

Here is what the label and description would look like with the description allowing 255 characters:

Front of House
Here is what the description would look like at the max number of characters. It does not take away from the photo; there is a pop up that appears over the photo when a user mouses over it but when they lower their mouse the box goes away. Transparency...

And here is one with just the label. As I mentioned in the description they both only appear when you mouse over the image:

Master Bathroom

Automated Valuations

Action Item: Verify AVM setup

To integrate more data analytics into Paragon, Paragon Connect, and Collaboration Center, we are introducing Automated Valuations from Black Knight, RPR, and Zillow. Automated Valuations are estimated market values based on mathematical modeling of a property's value at a specific point in time based on comparable properties and other available data. The AVMs will be available in the following three areas:
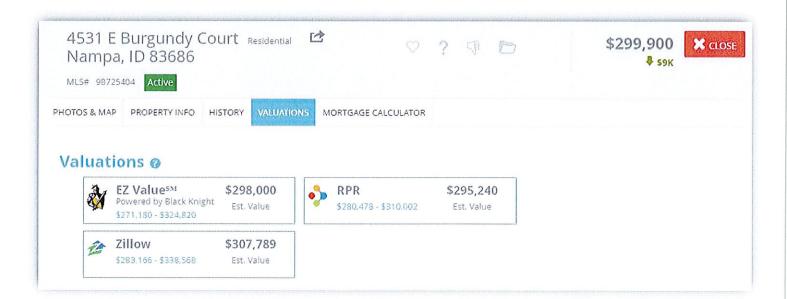1. The Property Detail Report in Paragon Connect and Collaboration Center
2. The Map Panel for Listings and Parcels in Paragon
3. The CMA Comparable Price Analysis Report in Paragon

The AVMs can be enabled/disabled at the MLS and Board levels by Black Knight. Once they are enabled, Agents will see a new User Preference for the Collab Center called Automated Valuations. This will give agents the ability to disable the AVMs so that they do not appear in the Collaboration Center.

NOTE: The new data and analytics that we are adding to Paragon including AVMs are provided as a courtesy to customers that license BK Public Record Data, either through Paragon Tax and CRS. If your MLS does not use Paragon Tax or CRS then please contact your Sales Representative to discuss options for enabling these new features in your Paragon system.

AVMs in Detail View of Collaboration Center and Paragon Connect
When enabled, a new "Valuations" tab will appear in the Detail View. Clicking on the tab will jump the user to the section of the report.
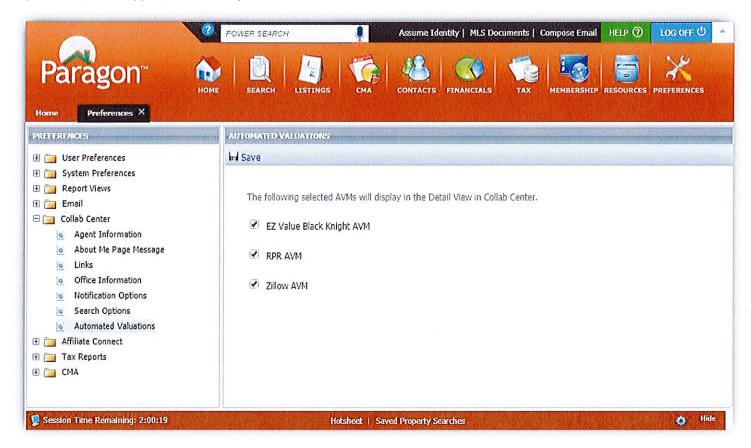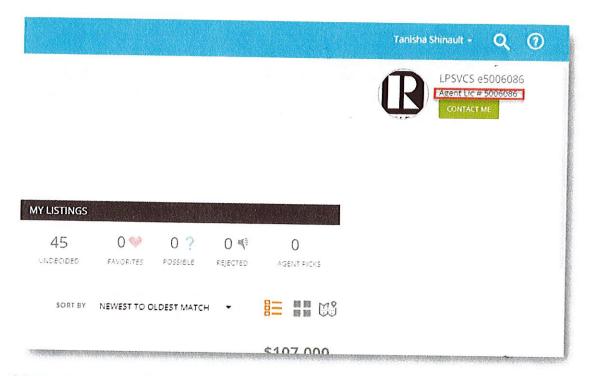
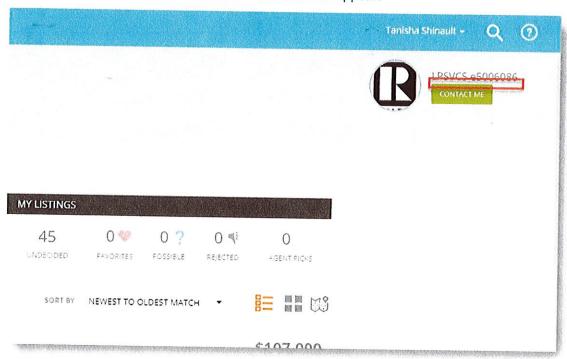## AVM User Preference setting

Agents can enable/disable the AVMs for the Collab Center from this new User Preference. If the MLS or Board does not have the AVMs enabled, this user preference will not appear. If the MLS or Board only enable one or two of the AVMs, only those AMS will appear in the user preference.

If there is no value on the agent record the label will *not* appear:

CMA – Calculated Auto Adjustments for Numeric and Feature Fields

This enhancement allows each user to create and save adjustment values to current system fields (numeric and features only) that can be applied to CMA comparables and automatically calculated based on field values. Feature fields and Numeric fields can be added to the Calculated Adjustments table. When applied to comps in CMA with the Calc Adjust button, the adjustment value is added to each comp, and the total adjustment for that field on each comp is automatically calculated based upon the value in each comp listing compared to the Subject Property value.

- **Action Item:** Users can customize the selected fields and values in Preferences > CMA > Adjustments > Calculated Adjustments. **MLS should select which Numeric fields will be available by selecting the CMA Auto Adjustable Checkbox at the bottom of the field setup screen.**

Figure 1, Preferences > CMA > Calculated Adjustments > Numeric fields
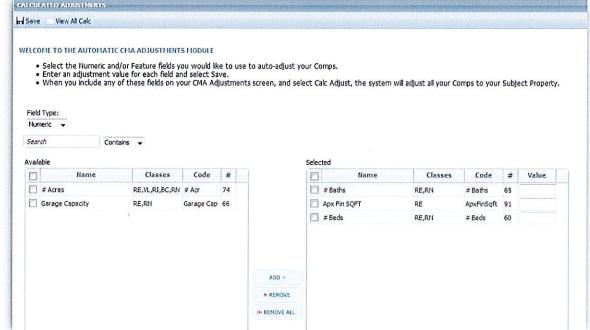

Figure 2 - Fields > Select Numeric Field> CMA Auto Adjustable Checkbox

Paragon v5.69 Release Enhancements_V3

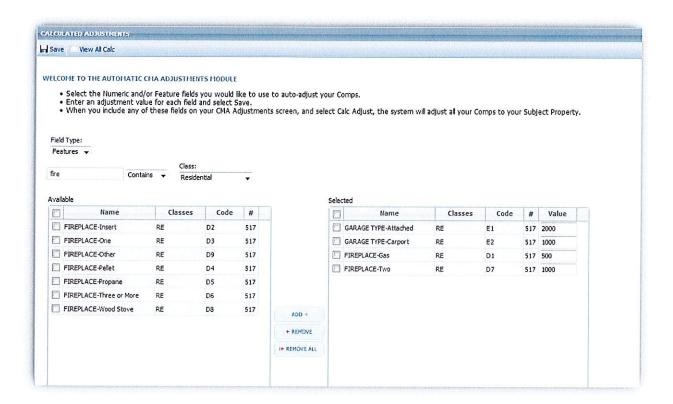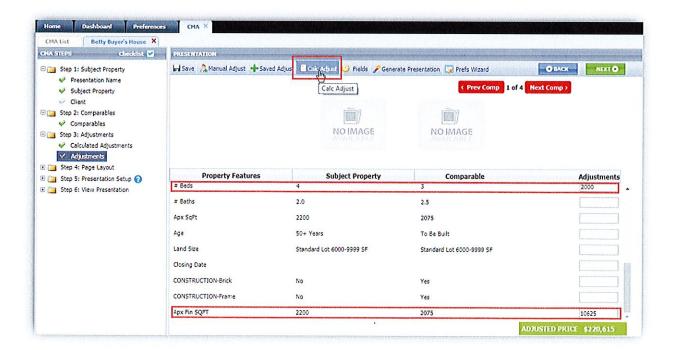*Figure 2, Preferences > CMA > Calculated Adjustments > Feature fields*

Figure 3, Calculated Adjustments applied to CMA Comps