

MLS & Rules Committee

Lawrence Board of REALTORS®

Thursday, November 17, 2022 – 1:30 pm to 3:00 pm

IN-PERSON Meeting

Call to Order

Approve previous meeting minutes:

- Meeting Minutes from 10.27.2022

Report from LMLS Staff

- The NAR Approves of Recommendations to Support a Statewide (or other geography) Data Share among REALTOR® owned and operated MLSs (Handout).
- Paragon Changes & Lawrence MLS Extension.
 - Paragon Renewal is still in negotiations –
 - MLS Changes adjusted to \$150 per hour rate for 51 hours = \$7,650
 - Considering a 3- or 4-year term
 - Waiting for acknowledgement or indemnification for online display of data after closing.

2022 MLS & RULES COMMITTEE ROSTER

<i>Bailey Stuart, Chairperson</i>	<i>McG</i>
Ashley Taylor	HRE
Cheri Drake	McG
Chris Earl	SRE
Deanna Dibble	DRE
Jill Ballew	SRE
Jennifer Catlin	KWI
Kelly Rodriguez	KWI
Libby Grady	SRE
Lindsay Landis	McG
Michelle Roberts-Freeman	SRE
Mohammad Aldamen	EXP
Nicholas Lerner	McG
Ryan Desch	R+K
Taylor LaRue	McG
Vanessa Schmidt	KWI
Zach Dodson	SRE
Linda Manley, Staff Liaison	LMLS
Rob Hulse, Staff Liaison	LMLS

E Excused

Consider

1. Resume Discussion the LBOR Sales Contract/Forms.
 - a. Multi-Family Rider to Property Disclosure – pages 42-43.
2. Consider a member request to change how LBOR Production Awards are calculated. Currently the LBOR accepts a Broker report with Production Totals. It is recommended that Production Awards be based on data in the MLS rather than what the individual Brokers report.
3. Enhanced Photos in the MLS – Sunsets, lighting bursts, or modifications to photos that are not authentic to the property.
 - a. See handout from Stellar MLS & Article by the Kansas Association of REALTORS®.

Code of Ethics – Article 12 Standard of Practice 12-10

REALTORS® obligation to present a **true picture in their advertising and representations** to the public includes Internet content, **images**, and the URLs and domain names they use, and prohibits REALTORS® from:

- 1) engaging in deceptive or unauthorized framing of real estate brokerage websites; or
- 2) manipulating (e.g., presenting content developed by others) listing and other content in any way that produces a deceptive or misleading result; or
- 3) deceptively using metatags, keywords, or other devices/methods to direct, drive, or divert Internet traffic; or
- 4) presenting content developed by others without either attribution or permission; or
- 5) **otherwise, misleading consumers, including use of misleading images**. (Adopted 1/07, Amended 1/18)

4. Currently the two statuses of Cancelled and Withdrawn are sub statuses of Withdrawn. Consider changing the heading from Withdrawn to Off Market.
Withdrawn – Cancelled to become Off Market – Cancelled
Withdrawn – Withdrawn to become Off Market – Withdrawn

<input type="checkbox"/>	5 - Withdrawn
<input type="checkbox"/>	WDN - Withdrawn
<input type="checkbox"/>	CAN - Cancelled

5. Paragon Suggestions: For those Residential Class listings in which the Ownership Type is Investor, add a field(s) for rental amount. Currently the only place we capture rental rate is in the Multi-Family Class. This would allow for rental amounts in Residential.
6. Discuss DOM (Days on Market) vs DOMLS (Days on MLS)
7. Discuss implementation of new fine policy – discussion from 9/15/2022.
8. 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).
 - a. See CMLS Handouts included in the packet – Quick Start Guide
 - b. Consider Greening the MLS. <https://green.realtor/sites/files/2019-02/2014%20NAR%20Green%20MLS%20Implementation%20Guide.pdf>

This is a big topic and would be best if moved to a work group – or have staff do additional research.

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 reasonably prominent 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.
5. Readily Available to Show, the NAR, and the Clear Cooperation Policy.
(See Tabled Business #5 – Fair and Equal Access to Property)

*According to NAR – **A listing’s availability to show is not a determining factor for Cooperation under the Clear Cooperation Policy.** Our interpretation of Cooperation has been tied to a listing’s availability to show (albeit in person or virtual at times). However, NAR indicated that Cooperation is established by simply the sharing of information about the listing to all MLS Subscribers and ensuring that the listing agent treats all parties the same, whether no one has access to show (during a pre-list or coming soon timeframe) or everyone has access to show (while Active and Readily Available).*

6. FAIR AND EQUAL ACCESS TO LISTED PROPERTY:

*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-9pm 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 in Associated Documents, 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.

New Business

Adjourn

MLS & Rules Committee Meeting Minutes

Lawrence Board of REALTORS®

Thursday, October 27, 2022

11:00pm to 12:30pm

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:

Paragon Changes and Lawrence MLS Extension.

o 51 Hours - \$10,250

• Board of Directors approved:

o Fine Notice verbiage that adds \$10 per diem for violations that are not fixed.

o Changes to the Listing Agreement with new Limited Visibility Language / Broker signature.

o Approved the need for an acknowledgement or indemnification for online display of data after closing.

2022 MLS & RULES

Bailey Stuart, Chairperson

Cheri Drake	McG	<i>Present</i>
Chris Earl	SRE	Present
Claire Vowels	PFR	
Jill Ballew	SRE	
Libby Grady	SRE	
Lindsay Landis	McG	Present
Michelle Roberts-Freeman	SRE	
Mohammad Aldamen	EXP	Absent
Nicholas Lerner	McG	Present
Ryan Desch	R+K	
Shelly Milburn	BHGKC	
Victoria Perdue	KWI	
Zach Dodson	SRE	
Vanessa Schmidt	KWI	Excused
Rob Hulse, Staff Liaison	LBOR	Present
Linda Manley, Staff Liaison	LBOR	Present

Next, the Committee looked at page 22 and 29 regarding VA Loans. The suggestion was to have the contract say that if it is a VA loan, the seller will pay for it. Discussion ensued regarding the separate VA document, and that there is language already in place for it. Consensus was had that the verbiage was not needed.

Next, there was discussion about including base utilities in the contract. Motion passed to table this item.

In Paragraph 7d of the contract, it was suggested that, after the blank, to put (5 calendar days if left blank). The motion was made to add this and passed.

Next, discussion was held about Inspector deficiencies (statement above 7di). It was suggested that “cost to correct deficiencies” is ambiguous. Other documents are used to clarify and have a written agreement, so it was decided that if it isn’t a problem that has come up, we can move on.

Discussion on 7e then took place regarding when the submission of deficiencies end. The Committee agreed that the act of giving the inspection report is the end of the inspection period.

The Committee then reviewed “8. Occupants Other Than Seller.” It was suggested that there be a blank and then “(3 calendar days if left blank). Further discussion resulted in agreeing that if it needed to be customized, it could be on an individual basis.

In “11. Agency Disclosure,” it was recommended that “Seller’s Sub Agent” be removed from the contract here. Motion was made and passed, per verification that this was legal.

It was then moved and passed that the verbiage added on page 37 of the packet be approved. The Committee also passed a motion to approve the wording on page 38 of the packet, number 18.

Next, the Committee reviewed “19. Utilities.” Discussion occurred as to when the buyer should transfer these: at possession or closing. This brought up whether “possession” was even defined. Number 4 of the contract defines transfer as “SELLER shall deliver possession and provide keys to BUYER immediately following payment of the purchase price to SELLER and recording of the deed.” Discussion turned to closing IS possession. “Closing” is well-defined, whereas “possession” isn’t. A motion to read, “The closing,” instead of “buyer’s possession” on 18 and 19. The motion passed.

Finally, much discussion ensued about “39. Acceptance of Contract” and whether this entry should even exist. As members had to leave, the Committee lost their quorum and decided to leave it alone, effectively sending the contract to the Board next week. The next meeting will be on November 17, 2022 at 1:30 p.m. – 3:00 p.m.

Meeting adjourned at 12:55 p.m.

STATEWIDE DATA SHARING

I. SUMMARY

Following an extensive two-year Presidential Advisory Group process, the 2022 NAR Leadership Team supported ten (10) PAG recommendations being advanced to promote and provide further support for statewide data sharing among all REALTOR® Association owned MLSs within a state. These recommendations fall into four primary category types:

1. Education & Research
2. Technology & Standards
3. Utilization & Compliance
4. Governance & Policy

Five (5) of the recommendations are actionable items being implemented now. The other five (5) recommendations relate to governance/policy and require the consideration and approval of the NAR Multiple Listing Issues and Policies Committee when it meets during the 2022 NAR NXT Convention in Orlando, Florida.

None of the ten (10) recommendations include any mandates, nor do they necessitate or suggest that Statewide Data sharing must be established. Rather, the recommendations are intended to provide resources and information to those MLSs who are interested or are implementing statewide data sharing. This consists of best practices and actions for developing educational materials that address technology, standards, and utilization barriers.

The objective is to provide MLSs with extensive information and considerations about how they can utilize statewide data shares to enhance opportunities and expand access to listing information and property data for brokers, agents, and consumers.

II. ACTIONABLE ITEMS

The five (5) action items currently being implemented by NAR staff are listed below and will provide the infrastructure and support necessary to ensure that local efforts to share MLS data, including best practices, standards, and education are in place. .

EDUCATION & RESEARCH

1. NAR working with industry partners, stakeholders, and local MLSs to create a toolkit with resources, best practices, samples, considerations, and case studies that MLSs within a state could use and reference to pursue and form statewide data shares. The Toolkit may include any or all of the following:

- General purpose of a statewide data share
- Visuals representations of data sharing in practice (i.e., flow charts, infographics, etc.)
- How to engage other MLSs about data sharing, FAQ's etc.
- Best practices for establishing and maintaining data sharing of all types

2. That NAR develop clear educational messaging that promotes the benefits of data sharing and how it can be pro-broker, pro-consumer, and pro-competitive. Possible messaging examples include:

A wider, more accessible database is good for everyone.

- Easy access to data is good for brokers and the consumers they serve.
- Transparency is what helps the free market in a cooperative way
- Organizations should share data in ways which elevate the amount of good the data can achieve.

3. That NAR incentivize statewide data sharing by offering economic analysis and reporting of statewide data or resource allocations for local analysis and reporting.

UTILIZATION & COMPLIANCE

4. That NAR partner with CMLS and RESO to identify qualified facilitators/moderators who can serve as a neutral voice and assist MLSs with aligning data fields and enumerations.

5. That NAR enlist the services of its Data Scientists to study the benefits of data sharing for brokerages of all sizes based on established data shares and marketplace trends such as:

- Study member/participant/subscriber patterns, subsequent to data sharing implementations
- Explore benefits of statewide data sharing to state and local associations
- Economic impact to Participants and Subscribers

III. RECOMMENDATIONS

Below are five (5) governance/policy related recommendations approved by the MLS Technology and Emerging Issues Advisory Board when it met on September 15 and 16, 2022. These recommendations are now being forwarded to the NAR Multiple Listing Issues and Policies Committee for review and consideration when it meets on November 12, 2022, during the NAR NXT Convention.

Please familiarize yourself with these recommendations and share your feedback with representatives on the NAR Multiple Listing Issues and Policies Committee, or you are welcome to attend the Multiple Listing Service Forum being held on Thursday, November 10 to speak to the recommendations yourself.

Technology & Standards

1. To recommend to MLSs that any statewide data share standards include but are not limited to: A full exchange of data into local and/or regional native MLS platforms.

- Listing Data (All Statuses)
- Roster Data
- History Data
 - The data exchanged should include the RESO Standard data fields of each of the MLSs in the statewide data share.
 - The data exchanged should also include locally created data fields (non-RESO Standard fields) where that information can be readily exchanged and is deemed beneficial to the data share.
 - Implementation timeline
 - Identify limitations and/or inclusion of additional data assets such as tax data and geocodes

Supporting Rationale: Recommended standards can help guide MLSs who are interested in statewide data share with successful data sharing to ensure well-functioning searchable databases.

Utilization & Compliance

2. To recommend that MLSs consider the following defined uses and considerations in any statewide data share for the Participants' use:

- Data used in IDX/VOW, BBO, and other data feeds
- Data used in MLS's provided 3rd party products (e.g., CMA, market reports)
- Considerations for MLS public facing websites and applications

Supporting Rationale: Including these defining permitted uses and considerations will help MLSs with providing a statewide data share that can be accessed and used in appropriate ways.

Governance & Policy

3. That NAR adopt a recommended MLS policy which defines “statewide data share” as follows:

A statewide data share should deliver MLS data through a common technology interface (e.g., API) of all data fields, including offers of compensation, to all Participants of MLSs in the statewide data share. However, the data should not include MLS-only data fields that are viewable only to the listing Participant and the respective local MLS.

Note: Considerations should be given to:

- Inclusion of local data fields (non-RESO Standard fields).
- Any different compensation models such as a percentage of the net vs. gross sales price, tiered commission arrangements, and other models that are used by Participants in MLSs.
- Individual MLS’s “attached document” retention policies and state laws regarding the sharing and retention of documents related to a previous transaction (privacy laws)

Supporting Rationale: Providing a recommended definition of “statewide data share” will encourage all industry stakeholders to approach statewide data sharing from the same broad concept.

4. That NAR recommend as a best practice that MLSs explore and consider statewide data sharing consistent with NAR’s recommended policy definition of “statewide data share” and the following considerations:

- Potential Opt-outs for MLSs, brokerages, or sellers. (Requires additional consideration to determine what opt-outs, if any, should be available in the statewide data share).
- Options to show and/or access listed properties across the statewide data share.

Supporting Rationale: Data sharing policy should allow for MLSs - the local broker marketplaces - to build statewide data shares as they see fit and appropriate in better serving Participants and Subscribers, their clients and customers, and with promoting competition.

5. That NAR provide MLSs with recommendations about potential applicability, enforcement, and establishment of local MLS rules to a statewide data share such as:

- Establishing how data sharing rules will be enforced and by whom.
- Using a common set of data sharing rules or identifying existing local rules that will be applicable to the data share.
- Determining any data licensing restrictions that will apply to the data provided in the statewide data share, such as only permitting data licensing by the MLS wherein which the property listing data originated.

- Setting forth and understanding that the local rules of an MLS may not be enforceable, unless established in a data share agreement, against the Participants and Subscribers of a different MLS in the statewide data share.

Supporting Rationale: Providing recommendations about potential applicability, enforcement and establishment of local MLS rules can help MLSs achieve optimum service and efficiency in their statewide data shares.

MULTIFAMILY PROPERTY CONDITION DISCLOSURE RIDER

SELLER: _____

PROPERTY: _____

NUMBER OF UNITS: _____

1. RENT SCHEDULE (If more than 4 units, attach additional rent schedule):

☐

Check box if additional rent schedule is attached.

Legend: E = Electric, W = Water, S = Sewer, G = Gas, T = Trash

Unit #	Currently leased? (Y/N)	Lease Begin Date (MM/YY)	Lease End Date (MM/YY)	Monthly Rent Amount \$	Is rent current? (Y/N)	Security Deposit Amount \$ (Tenants/ Pets)	Utilities Tenant Pays (Check)	Utilities Landlord Pays (Check)

2. EXPENSE INFORMATION:

- a. Annual real estate taxes & year.....\$ _____
- b. Annual hazard insurance.....\$ _____
- c. Annual snow removal expense.....\$ _____
- d. Annual lawn mowing, yard maintenance expense.....\$ _____
- e. Annual landlord-paid utility expenses.....\$ _____

Seller initial/Date: _____

Buyer initial/Date: _____

3. APPLIANCE & MECHANICAL INFORMATION (indicate appliances included within sale & staying at property below. If more than 4 units, attach additional information):

☐

Check box if additional information is attached.

Unit#	Stove	DW	Fridge	Micro-wave	Washer	Dryer	Age of Furn-ace	Age of AC	Age of Water Heater	Window Units? (Y/N) How many?

4. ADDITIONAL INFORMATION:

- Any other leases or contracts for services on the property? Yes: ____ No: ____ If yes, please specify: _____
- Have any tenants given notice they are not renewing an upcoming lease? Yes: ____ No: ____ If yes, please specify which unit(s): _____
- Have any tenants had eviction proceedings begun upon them? Yes: ____ No: ____ If yes, please specify which unit(s): _____

SELLER:

BUYER:

DATE

DATE

DATE

DATE

Seller initial/Date: _____

Seller initial/Date: _____

Buyer initial/Date: _____

Buyer initial/Date: _____

VIRTUALLY STAGED MLS PHOTOS

The Rules of Engagement!



✓ YOU CAN

Add virtual furnishings to attached exterior areas (for example: pool-side lounge chairs and plants or furniture on a deck)

Exterior

⊘ YOU CANNOT

Virtually enhance permanent fixtures like the roof or the front door

Change the paint color

Virtually stage photos of an under-construction home

Virtually landscape

Add scenic views or landmarks

Interior

✓ YOU CAN

Modify or render existing furniture and décor in a room

Add virtual furniture, décor and artwork to an empty room

⊘ YOU CANNOT

Cover-up eyesores like holes in a wall or exposed wiring

Upgrade damaged and/or outdated flooring

Add or enhance scenic views and/or windows that do not currently exist

Make a room appear larger or smaller than what it truly is

Change paint color of the walls

Swap out those dated kitchen countertops for chic granite

All virtually staged listing photos and listings MUST:

1. Have the appropriate watermark provided by Stellar MLS.
2. Have the exact phrase Virtually Staged in the public remarks.

Learn more about how to properly use photos in the MLS at:

stellarmls.com/photorules

Enhanced Pictures:







ENHANCING PHOTOS AND VIRTUAL STAGING: KNOW THE RULES

NOVEMBER 4, 2019 BY [HEATHER GRAY](#)

Article provided by the Tech Helpline

Did you know that enhancing a listing photo could be a violation of your local MLS rules? It could be if you run afoul of your local MLS guidelines. There's another catch: the rules surrounding enhancing photos and using photos are unique to each MLS.

Knowing your local MLS guidelines about listing photos "dos and don'ts" is essential, especially if you are uploading images that use Virtual Staging technology.

What is Virtual Staging? It's a photo editing service that can fill photographs of empty rooms of a home listed for sale by inserting realistic furnishings and flooring into the images. Like standard staging, which uses physical furnishings, Virtual Staging is designed to use advanced technology to help buyers visualize what the home could look like fully furnished.

We already know how staging works. According to the National Association of Realtors, 83 percent of buyers' agents said staging a home made it easier for a buyer to visualize the property as a future home. Since 90 percent of all home shoppers start their buying journey on the web, photos are essential for every listing.

New technology lowers the cost

The main attractiveness of Virtual Staging is the cost. A standard home staging service over the life of the listing may cost as much as \$5,000 or more. Using a leading Virtual Staging service like [BoxBrownie](#), [VHT Studios](#), or [PadStyler](#) can cost about \$30 for each image. For most listings, the investment could be a one-time fee of \$500 or less.

But there are new risks that come with using Virtual Staged photos. Because the photograph has been enhanced, this triggers the rule your MLS may have about the use of rendered photos, or more specifically, Virtual Staging images.

Know your MLS rules

Most MLSs permit the use of Virtual Staged photos, using either a photo with replaced furnishings or an image of an empty room that is then digitally furnished. Stellar MLS, which allows both, created an excellent [visual graphic](#) for its members to understand what is permitted and what is not.

Most MLSs permit the use of Virtual Staged photos, using either a photo with replaced furnishings or an image of an empty room that is then digitally furnished. Stellar MLS, which allows both, created an excellent [visual graphic](#) for its members to understand what is permitted and what is not.

Stellar MLS guidelines are typical among MLSs that permit Virtual. While Stellar allows modifications of “existing furniture and décor in a room” as well as adding “virtual furniture, décor, and artwork to an empty room,” there are some big no-nos.

Stellar MLS warns you can't:

- Cover-up eyesores like holes in a wall or exposed wiring
- Upgrade damaged and/or outdated flooring
- Add or enhance scenic views and/or windows that do not currently exist
- Make a room appear larger or smaller than what it truly is
- Change paint color of the wall
- Swap out those dated kitchen counter tops for chic granite
- Use photos of the exterior of the property that are virtually staged, except for virtual furnishings on attached structures like a deck or pool area

Most importantly, Stellar has created additional, specific rules for Virtual Staging:
All virtually staged listing photos and listings MUST:

- Have the appropriate watermark that Stellar MLS provides
- Bear the exact phrase “Virtually Staged” in the public remarks

The Miami Realtors even provides its members with access to a preferred Virtual Staging vendor, [PadStyler](#), with discounts for its members.

But not all MLSs allow Virtual Staging. For example, the Dallas-Ft. Worth MLS, NTREIS | North Texas Real Estate Information Systems, Inc., prohibits photos that have been “embellished” to listings. Their rules specifically say:

“Only a true current photograph of Listed Property may be placed in the ‘Property Photograph’ section without decorative borders, other embellishments, or any digitally enhanced modifications that would misrepresent the true condition or appearance of the property. Notwithstanding the foregoing, only properties listed as incomplete construction may have a representative photo of the proposed house.”

Other leading MLSs like Chicago-based MRED and the Houston Association of Realtors emphasize accuracy in their guidelines. HAR’s rule about Virtual Listings says:

Digital images shall not contain digitally enhanced modifications that alter or misrepresent the condition or appearance of the listed property’s structure or grounds (e.g. adding a swimming pool or landscaping, changing the color of a wall). Digital images may include the use of virtual staging, which is limited to the addition of furnishings and wall décor that would otherwise be considered personal property and not conveyed in the sale of the property. Participants shall clearly indicate in the Photo Description the image has been virtually staged.

But the biggest challenge with Virtual Staging, agents will admit, is making sure the photos meet buyer's expectations. If home shoppers come to a house based on Virtual Staged photos and instantly react negatively because of mismatched expectations, it doesn't benefit anyone.

Disclosure and accuracy are the keys

The one thing among MLSs that permit Virtual Staging has in common with their guidelines are two things: disclosure and accuracy. The Golden Rule for Virtual Staging may be best expressed in Article 12 of NAR's Code of Ethics. It requires agents and brokers to "present a true picture in their advertising, marketing, and other representations."

If you keep this in mind when enhancing any photo, you are more likely to meet a buyer's expectations and still help accelerate the sale of your listing.

Rob Hulse

From: Chris Earl <chrisearl@stephensre.com>
Sent: Tuesday, September 13, 2022 10:08 AM
To: Rob Hulse; baileystuart@askmcgrew.com
Subject: MLS and Rules Agenda

Hello Rob and Bailey,

I wanted to see about adding a discussion about DOM vs DOMLS . There are multiple moving parts and even the Market Monitor looks at different fields for different reasons. Also, it seems there is inconsistency with how 3rd party sites display that information. There may be a better way but based on my initial research, I don't see a good reason for there to be 2 categories. There may be something in the background that needs to know DOM but when there are Exclusive visibility types the most common practice is to cancel and re-list to clear that DOM number which seems like an extra step. With Listing Date being a field, I also wonder if it would be better for DOMLS to start at the date of input. This would make the market monitor more relevant, currently one has to search back multiple days to catch listings that weren't input on the same day as the "effective date".



CHRIS EARL | **Supervising Broker, Co-Owner**

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