

MLS & Rules Committee

Agenda / Action Items



Date: 10.02.2025

2025 Chairperson: Lindsay Landis

Time: 11:00am to 12:30pm

2025 Vice-Chairperson: Bailey Stuart (Chairperson in 2026)

Locati LBOR Office

Staff Liaison: Linda Manley & Rob Hulse

Committee Member Attendance:

AGENDA ITEMS

No	Topic
1	Consent Agenda - Review Previous Meeting Minutes and Requested Excused Absences. Taylor LaRue - Leaving Early; Bailey Stuart - Absent.
2	MLS Staff Update <ul style="list-style-type: none">a. MLS Options for Sellers (Active, Coming Soon, Limited Marketing, Exclusive listings) is in effect for the LMLS. Updated forms include the Limited Marketing Addendum and the Exclusive Right of Sale.b. Audio/Video Surveillance - Best Practices.
3	Request for MLS to automatically send closed sales data to Zillow so that sales are automatically registered with Zillow. Additional Info from MLS - <ul style="list-style-type: none">a. Additional Info from MLS - Zillow is a Brokerage with licensees. As a result, Zillow received IDX Data, which does not include Sold Information, or off-market information.b. Realtor.com is a 3rd party site and the MLS does provide Sold Data to the extent that Realtor.com can illustrate in their Agent Portal the number of closed transactions in the last year, and display the location of each on a map.b. Homes.com is a 3rd party site and the MLS does provide Sold Data to the extent that Homes.com can display closed transactions in the last year, along with the name of the Listing Agent and Selling Agent. A Sold Price does NOT display. There is an active Brokerage with the name TenX, LLC that subscribes to the Lawrence MLS, and TenX, LLC is owned by Co-Star Group, who is also the owner of Homes.com.
4	Consider Broker suggestion regarding the Citation Schedule and MLS Fines.
5	Consider Removal of Range Fields in Paragon <ul style="list-style-type: none">a. Approx Acres - L_Keyword9 is based on Total Acres - LM_Dec_4.b. Approx Ttl Fin SqFt - L_Keyword6 is based on Total Finished SqFt. - LM_Int4_10c. Age - L_Keyword5 is based on Year Built - LM_Int2_1
9	New Items
10	Old Items
11	Next Meeting: _____
12	Adjourn:

MLS & Rules Committee Meeting Minutes

- Date & Time: 2025-07-23
- LBOR Office

Meeting Notes

- **Consent Agenda and Previous Minutes**
Discussion on the consent agenda, specifically regarding the language of the previous meeting's minutes about canceling and relisting practices, and whether the statement "problematic issue unresolved" reflected the committee's opinion. Staff explained that it was produced using AI, and that Staff would update the minutes to remove the words "problematic" and that an issue was "unresolved." Staff took action to make the necessary edits.
- **Staff Updates**
Updates included the board's approval of delayed marketing for the duration of the listing, uncoupling IDX and internet, minimal feedback on the new showing policy of fair and equal access, and progress on the limited marketing directive sent to legal counsel, which is currently under review after receiving comments.
- **MLS Rental Listings Requirements**
Discussion about requirements for rental listings in the MLS, including whether documentation is needed. Implications were discussed, such as licensure for leasing (noting that one doesn't have to be licensed to lease, but if licensed, it falls under professional umbrella), and data sharing with portals like apartments.com and ListHub. The new Rental Beast service announced by KAR was mentioned as a member benefit. After discussion, **it was moved and seconded to remove For Rent as an option in the Lawrence MLS. Motion passed on a vote of 7-5 in favor.**
- **Days on Market and Listing Status Changes**
Detailed discussion on how days on market are calculated for listings that change status (e.g., coming soon, exclusive, active), the impact on market monitor and hot sheet, and potential for data manipulation. It was noted that "coming soon" listings hit the market monitor twice and reset days on market when converting to active, which is seen as a "win-win" for the listing. Concerns were raised about unintended consequences, such as

agents canceling and relisting to reset days on market, and the impact on data integrity. Exclusive listings suspend days on market. After discussion, **it was moved and seconded to discontinue the field rule in Paragon specific to Coming Soon listings that resets the Listing Date to the Begin Showing Date, which resets the Days on Market calculation, resulting in the listing appearing again on Market Monitor. Motion Passed.**

- **Licensed Contractors and Permitting Requirements**

Discussion about what constitutes a 'licensed' contractor for repairs, differences between state and city licensing (specifically in Lawrence), and the challenges in verifying contractor credentials and permit requirements. Specific examples included roofing and hot water tank replacements, highlighting the difficulty for the public to verify licenses through city portals and the need for permits and inspections for certain repairs. Suggestions included using newsletters or general bullet points for agents to put on their radar, advising them to contact the city for specific questions.

Discussion continued about the need to clarify language in contracts regarding the quality of repairs, specifically the statement "seller agrees that any corrections or seller performs shall be completed in a workmanlike manner with good quality materials." The discussion also covered the use of licensed professionals and seller liability for determining licensing requirements, with the suggestion that the Forms Committee look at how to add language to contracts

After discussion, it was moved and seconded to provide educational resources to membership about City of Lawrence licensure and license requirements. It was suggested that Bobbie Flory with the LHBA may be a valuable resource to do this. Motion Passed.

- **FORMS as a Member Benefit**

Clarification of the roles of the FORMS Committee and MLS Rules Committee, and their jurisdiction over contract forms and member benefits. Forms Committee is under purview of the LBOR, yet Forms are provided to both members of the LBOR and Subscribers of the LMLS. Staff shared that it has long been the mindset that LBOR/LMLS Listing Agents would prefer that LMLS Subscribers use the LBOR Forms, which is why those are freely provided to Subscribers who do not belong to LBOR.

- **Appraisal Issues and Contract Language**

Discussion about the lack of clear direction in contracts regarding appraisals, appraisal contingencies, and the responsibilities of buyers,

sellers, and agents when appraisal values differ from contract price. It was noted that the KCRA (Kansas City Regional Association of REALTORS®) contract has a clear path for appraisal issues, and an addendum is available for appraisal contingencies, though it might weaken a cash offer. The discussion also touched on whether the Forms Committee needs to address appraiser conduct. **It was moved and seconded to send this item to the Forms Committee for consideration. Motion Passed.**

- **Task Force Update**

Update on the formation of a task force, with some members confirmed (Tom Harper, Tommy) and others pending (Nikki, Craig). The task force has not yet met.

- **Homes.com Direct Mail Marketing to Sellers**

Homes.com sent approximately 100,000 direct mailers to property owners, including a 20-page advertisement, offering listing boosts for \$595 and advertising on multiple platforms (Facebook, ESPN, Instagram, New York Times, Yahoo Finance). Concerns were raised about Homes.com using MLS data to solicit sellers directly, potentially violating agreements with vague "derivative work" clauses, and the ethical implications if such actions were performed by members.

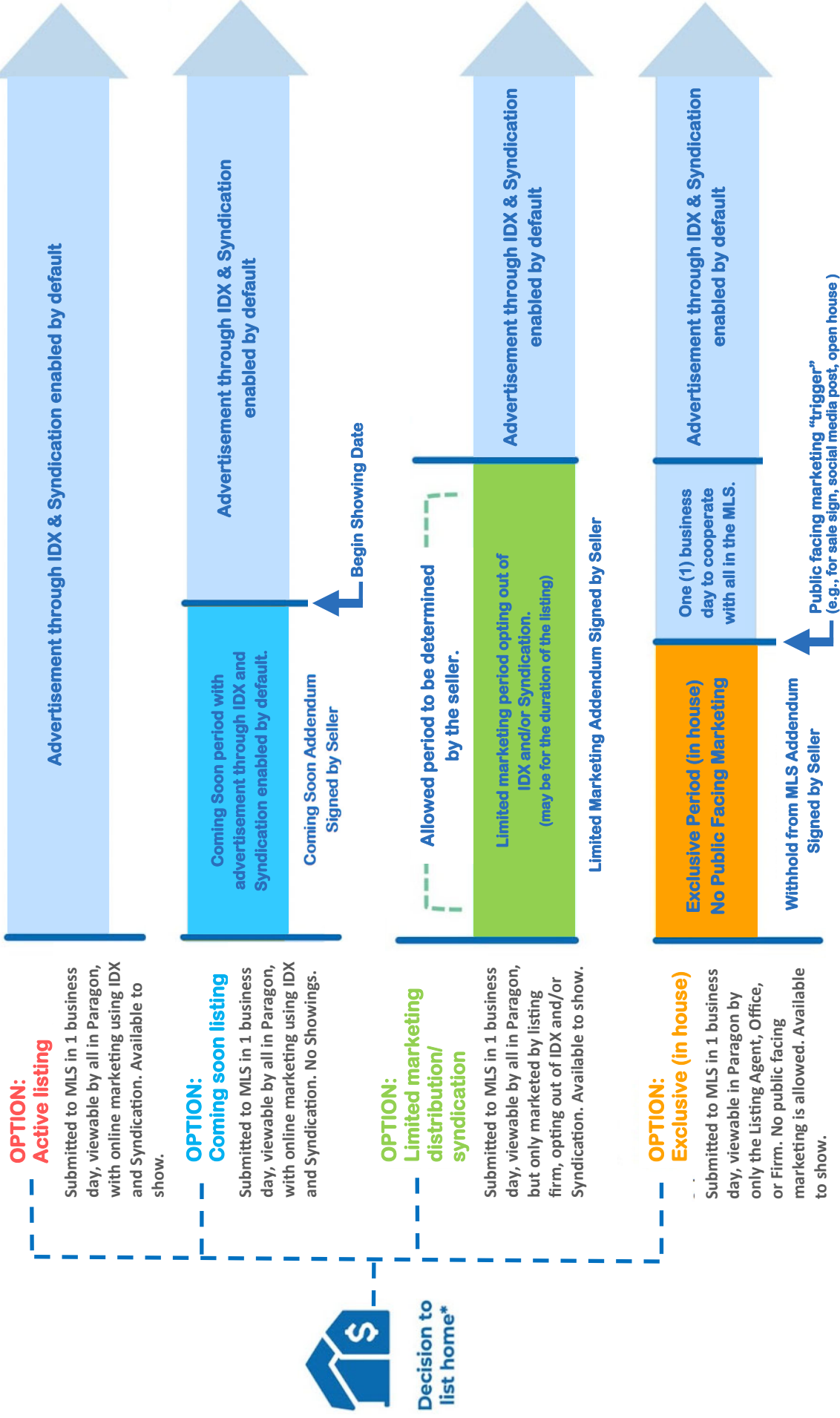
- **Scheduling Next Meeting**

Discussion about when to hold the next meeting, considering the current workload and potential for urgent issues. A tentative date was set for the week of September 22nd at 1:00 PM, with consideration for "meeting fatigue" and flexibility to meet sooner if needed.

- **Meeting adjourned.**

Lawrence Multiple Listing Options for Sellers

Time



- * IDX (Internet Data Exchange) = Participants (Brokers) granting other Participants (Brokers) permission to display each others listings on their websites.
- * Syndication = Display of listed property on unlicensed 3rd party sites like Realtor.com, Homes.com, and through ListHub.com Publishers.

- * NOTE: All listings must be submitted to the MLS in 1 business day.
- * Status changes are required to be input in 1 business day.
- * Reporting of the closed sale must be input in 2 business days.



L A W R E N C E
Board of REALTORS®

Lawrence Multiple Listing Options for Sellers

Comparison Chart

	ACTIVE	COMING SOON	LIMITED MARKETING	EXCLUSIVE (in house)
Listing is input into the MLS within one (1) business day:	✓	✓	✓	✓
Showings are allowed:	✓		✓	✓
Public facing marketing is allowed:	✓	✓	✓	
Included in Paragon Collaboration Center with Auto Notifications:	✓	✓	✓	
Included in IDX display on other Participant's (Broker's) websites:	✓	✓		
Included in Syndication on websites like Realtor.com, Homes.com, etc.:	✓	✓		
Requires an Addendum to the Listing Agreement be signed by the Seller:		✓	✓	✓

* All listings, regardless of the MLS Option for Sellers, are to be submitted to the Lawrence MLS within one (1) business day of the effective date of the listing, or the Seller's signature, whichever is last.

Video and Audio Surveillance Best Practices

Lawrence Board of REALTORS®

Kansas Law

Video surveillance is generally permissible. However, it is a criminal offence to use a concealed camera to secretly photograph or record a person who is in a state of undress, or under or through their clothing, without the consent or knowledge of that person, where there is a reasonable expectation of privacy. KSA 21-6101(a)(6). This is most commonly applied to prohibit recording in restrooms.

Audio recording is permitted in Kansas so long as at least one participant in the conversation consents to the recording. This extends not only to recording but to the use of any device which would allow a party to hear, amplify or broadcast sounds which would not ordinarily be audible without the use of the device. KSA 21-6101(a)(1), (4).

Best Practices for Sellers Agents

Require Sellers to disclose recording devices at the time of listing.

Be very cautious with audio recording.

- One party consent requires that the consent comes from one of the parties participating in the conversation. Recording a conversation between an interested Buyer and their Agent when the Sellers are absent may not comply!

If a Seller is recording, give notice!

- Include in the MLS.

- Post a conspicuous sign during showings.

- *Providing clear notice may constitute implied consent for recording.

Educate your Sellers.

- Warn Sellers of the limits of permissible recording and the need for disclosure.

- Educate Sellers about Fair Housing. They may gain information that they may not legally consider by recording.

Best Practices for Buyers Agents

Notify Buyers of any known recording devices prior to showings.

Counsel Buyers to assume they are being recorded during showings.

- Wait until after you leave the property to discuss interest in the property and any potential offers.

Rob Hulse

Subject: FW: Request for LBoR to Report Sales to Zillow

Hello Rob, Lindsay, and Bailey,

I'd like to make a request for the MLS committee to look at automatically sending sales information to Zillow so that sales are automatically registered with Zillow. Heartland MLS is set up this way, so I know it is possible. The difference being that, when a sale is registered with Zillow through Heartland MLS, the sales price is registered as "Unable to Disclose." When a listing isn't in Heartland, one has to manually add sales and you have to put a sales price in (I put zero). I think it would be cool is LBoR could get the same automation that Heartland has with Zillow.

Thank you,

Nicholas

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From: [Bryan Hedges](#)
To: [Rob Hulse](#)
Subject: Proposal to amend Lawrence Board of Realtors policy on fines to its members
Date: Tuesday, September 2, 2025 2:18:49 PM

Hello Rob and Board of Directors for the Lawrence Board of Realtors,

Although I have not been fined personally, I see the pain of these fines being imposed on other members and observing that pain has caused me to write the following as a suggestion for consideration by the Lawrence Board of Realtors. Please distribute this to as many members and those on the Board of directors as you would like.

Dear Lawrence Board of REALTORS® Leadership,

I hope this message finds you well. I am writing to respectfully request that the Board reconsider its current policy of issuing fines for first and second MLS violations, such as missing listing documents or delayed status updates. A revised, more constructive approach would better reflect the mission of our organization, reduce administrative burdens, and make the Lawrence MLS more attractive to new and diverse members.

Consistency with LBOR's Mission:

The Lawrence Board of REALTORS® (LBOR) exists to support its members by offering services, educational opportunities, and relevant information to enhance professionalism, integrity, profitability, and success. A policy rooted in support and education—not fines—would better fulfill this mission and foster positive relationships within our membership.

Acknowledging the Work of the LBOR Staff:

We want to express our sincere appreciation for the staff at LBOR. They work tirelessly to help maintain the accuracy and integrity of our MLS data, and we value their efforts tremendously. These proposed policy updates are not a reflection of any shortfall in their work—in fact, they are designed to support them. By reducing the need to issue fines and enforce penalties, we can free the staff from these difficult, often adversarial tasks and allow them to focus on continuing to be a helpful and collaborative resource to members.

Concerns with the Current Policy:

Currently, fines are issued for even a first or second offense—such as a seller's disclosure not being uploaded the same day a listing goes live. While MLS compliance is important, these infractions are often unintentional and easily resolved with a friendly quick phone call, text, or email reminder.

In addition, there is currently no sure way for an agent to prove they attempted to upload a document that may have failed due to a technical error—without their knowledge unless they start saving screenshots of their upload, adding more burden to their time. Fining agents under these circumstances, despite their good-faith efforts, erodes trust and creates frustration.

Clients Don't Care About MLS Fines:

Our clients are focused on outcomes and successful transactions. Whether a disclosure

document was uploaded on a particular date is rarely a priority to them. REALTORS® are naturally motivated to have those documents ready when needed, especially when a contract is imminent. The current system unnecessarily penalizes timing rather than misconduct.

Regional and Commercial Considerations:

Further, many neighboring MLS organizations do not require uploading listing documents at all. This difference places Lawrence at a disadvantage and deters participation. REALTORS® working in multiple jurisdictions—and especially commercial brokers—find the current policy unnecessarily restrictive. To remain competitive and forward-looking, LBOR should work to incentivize commercial and regional brokers to join the Lawrence MLS, not discourage them with stricter-than-necessary rules.

Administrative Efficiency and Volunteer Time:

The current approach consumes valuable staff time and volunteer hours. Staff are placed in the unenviable position of issuing fines to the dues paying members, while grievance committee volunteers spend hours evaluating appeals over issues that could have been prevented with friendly reminders in addition to the early-stage support and clarification. These hours could be redirected toward more productive, forward-facing helpful service and education.

Proposed Policy Revision:

We respectfully propose the following:

1. First Offense: Issue a warning, along with a link to a short instructional YouTube video explaining correct listing and document procedures.
2. Second Offense: Require the agent to complete an online quiz (perhaps via Google Forms) to demonstrate understanding of the rules—still with no fine.
3. Subsequent Offenses: If the same violations continue, fines may then be assessed.
4. Reset Period: These warnings should reset either (a) annually on a set date (e.g., January 1) or (b) each time the agent pays their semi-annual dues—giving members a renewed opportunity to maintain compliance rather than an incentive to cancel membership and non-renew.

Benefits of This Approach:

- Better Aligns with Our Mission: Focuses on help, education, support, and cooperation.
- Respects Staff and Volunteer Time: Reduces staff stress and committee workload.
- Encourages Growth: Makes the Lawrence MLS more attractive to commercial and regional brokers.
- Improves Fairness: Accounts for technical issues and honest mistakes.
- Fosters a Collaborative Culture: Reinforces a supportive, member-focused environment.

Our office would also strongly be supportive of not requiring the uploading of documents at all.

Eliminating the requirement to upload listing documents into the MLS system altogether would not only reduce the administrative burden on REALTORS®—especially compared to neighboring MLS systems that do not impose this step—but would also help modernize our practices in response to increasing public scrutiny. As highlighted in the recent litigation involving the National Association of REALTORS®, there is a growing perception among consumers that MLS systems exert excessive control over how real estate transactions are conducted. By removing unnecessary document upload mandates and control of members via fines, LBOR can demonstrate a commitment to flexibility and member autonomy.

Additionally, it raises a broader question of whether the MLS should be involved at all in the enforcement or visibility of documents that are, at their core, legal contracts between real estate brokers and their clients. Listing agreements and related disclosures are private contractual matters, and placing the burden on the MLS to manage or police these contracts may overstep the platform's intended role. Instead, LBOR should continue focusing on helping the members, without inserting itself into the client-agent relationship.

The current restrictive policies gave the incentive for commercial brokers to move off the MLS and onto other third-party sites and now residential brokers more than ever will be solicited by other entities to participate in their listing services outside the purview of the MLS.

Thank you for your thoughtful consideration of this proposal.

I have enjoyed seeing the growth of the Lawrence MLS system from the days it was just note cards being passed around (watching my dad work when I was a kid) to when it had just had one employee, Shirley Amyx, and had a large computer in the back of our downtown office to what it is today. However, the Board has grown too much into a controlling organization that imposes fines as described above. The board and MLS has moved on from things like efax and sending out paper MLS books, and I think we can move on from imposing fines on first and second upload offenses as well and move on from requiring listing agreement uploads.

These changes will not only strengthen our MLS system but also reaffirm LBOR's commitment to being a trusted, helpful, and forward-thinking resource for its members.

Sincerely,

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