MLS MINUTE

REALTOR® Association of Southern MN

May, 2019

Changes to FIND

If you use FIND to search for properties outside our MLS area, you may be feeling a little lost. The program changed and is now called "REALTOR.com professional" (both FIND and realtor.com are owned by Move.com). You are still able to search for listings as you did before (it works a lot like a google search). However, compensation from other MLS's is not currently showing. The company is aware of this issue and we are told they are working on getting this corrected.

In the meantime, there is another option for you to search outside the RASM MLS. RPR (REALTOR® Property Resource) works very similar and offer compensation. Once in a property just click "additional information" on the right side of the page. Any questions on accessing, feel free to contact the Association office. If you need to set up an RPR account, it is very simple to do. You just need your NRDS number and email. You can access RPR from any RASM listing by clicking on the RPR widget or from the resource menu

Click here for a short video on getting started with RPR.

RPR LINK

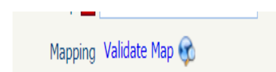
Listing not available to show.

We have had several listings input into the MLS as active and in comments saying no showings until a specific date. **If the listing is not going to be available for showings it cannot be active in the MLS.** Active listings have a valid listing agreement and are available for showings. A listing that isn't available for showings needs to have a status of Temporary not available to show. In that status there are NO showings… not even by listing company.

Paragon Mapping

If you get an error when adding a listing to Paragon that says the system could not find an exact match, just go into the map and move the pin a smidge (even though it is in the right spot). Just that little movement should correct the problem.

Click validate map in the maintenance to access the map/pin.



Supra update

Location services required for eKEy app on Android

The Android™ operating system now requires that location services be enabled when scanning for Bluetooth® devices. This is for all Bluetooth devices including the Supra iBox and other Bluetooth devices you may use like wireless earbuds, a Bluetooth speaker, or your car.

To open a keybox you will need to enable your location services on your Android phone:

1. Tap Settings
2. Tap Location
3. Tap the slider to turn it On.

New Members Joining

Please be sure new members are calling to set up an appointment before coming to join RASM. We want to be sure we have staff available to help them.

What happens to listings when an agent transfers to a new company?

The Minnesota REALTORS® representation and facilitation contracts are between the broker and the client. Thus, the seller or buyer will remain with the broker, and another salesperson appointed by the broker may take over the representation services However, in the event that the former and new broker, the salesperson, and the client all want to have the client go to the new brokerage with the salesperson, then it can be done. The broker can cancel the contract with the client and let the salesperson, on behalf of the new broker, enter into a contract with the client. However, keep in mind that a broker may be due compensation for work that is already done, so the parties will want to work out what money, if any, will be paid to both the new and former broker as a result of the transaction. As an example, if the former broker helped a buyer-client enter into a purchase agreement, the listing broker may decide that the former broker is the procuring cause and pay cooperating compensation to the former broker, even if the new broker takes over the representation prior to closing, leaving the new broker potentially uncompensated by cooperating compensation. The new broker may still be able to be paid by the buyer, or by an agreement to share the cooperating compensation with the former broker through a referral or the like.
*From MAR Resource October 2018
Tip: There are many moving parts to a transition of a salesperson from one brokerage to another. Both the former and new broker may want to consult with legal counsel to ensure that everything is handled appropriately.

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5 Risky Scenarios when doing an "off market listing".

If you have a client interested in doing an off market listing it is important you be aware of the potential of compromising your fiduciary and ethical responsibilities. Here are some things to consider.

1. **The real estate agent or broker, not the seller, is pushing for an off- MLS Listing**: Ensure the decision is made voluntarily, solely by an informed seller.

2. **"Coming soon" marketing that limits the listing's availability to a specified group of brokers during the premarketing period**. Be certain all brokers and buyers have equal access to a listing

3. **An agent fails to notify the MLS of a withhold**. The required withhold forms must be filed with the MLS within the specified timeframe.

4. **An agent faces accusations of breaching fiduciary duty in order to earn a double commission.** Off-market listings can lead to more dual agency transactions, as the agent may actively advertise the property only to his or her clients. While not illegal, the practice can be a problematic if the prospect of a double commission is the reason an agent suggested an off-MLS listing. Agents risk being sued by a buyer client, for example, who might believe you didn't seek the best price since you also represented the seller.

5. **Agents are accused of antitrust or fair housing violations by limiting listing exposure to a narrow buyer segment**. Be sure you are fulfilling your duty to "cooperate with other brokers except when cooperation is not in the client's best interest," as stated in Article 3 of the REALTORS® Code of Ethics.

*From REALTOR Magazine- September-October 2018

Inventory Reports

A common question asked is “how can I check the sales I have done”?
The easiest/most accurate way to do this is to use the inventory report in Paragon. ‘ Under “search” choose “inventory” (middle row) From here you can just input your criteria. Whenever doing an inventory report I suggest you select “listed or sold” so you see all the listings whether you were the selling or listing agent.
After your search, a good report to choose from the green “reports” tab is the inventory report. Just click the + next to the reports folder under the green reports tab.

Searching for solds Paragon Tip

When searching for solds within Paragon be sure you are choosing “all sold” for the status (unless of course you are wanting just sold inner office or something specific). Do not use “sold” you will miss sales that way. You want to use “all sold” to ensure you are getting all the data.

Supra Agent Alert Safety Feature

Agent Alert is a convenient feature built into the Supra Ekey, providing peace of mind for agents anywhere they carry their Supra wireless key. With the press of a button, agents have a simple and discreet way to send a preset message to up to 3 contacts. You do not need to be at the keybox or showing, the alert can be used anywhere. All you need to do is open the eKey app and hold the alert button for 3 seconds. Notifications can be sent via email or text. Along with the pre-set notification a link to the map of the eKeys location is included.

To Set up:
-Login to Supra Web (supraekey.com)
-Select the Alert link
-Check Enable Service
-Enter contact names
-Enter the email address or phone numbers
-Enter the message.

Paragon Training

Looking for some help with a specific area of Paragon? Need some general help? Is your office looking for some training?

Contact Jenny for help with Paragon.

Paragon Themes

Wanting to change your Paragon look a little? Change the theme. It’s quick and easy. Under “preferences” choose “user” click the + next to system preferences and then select “user interface” the first option is to choose your theme.
Themes range from seasons, to holidays, the 80s’ (a personal favorite) the latest added theme is Midwest.

REALTOR® ASSOCIATION OF SOUTHERN MINNESOTA

Simple steps for Staying in Compliance with RASM MLS Rules

Compliance with the MLS Rules helps provide accurate, timely, factual and objective property information for all the Participants. Below are some of the most common violations or rules that the RASM MLS receives questions on. A full copy of the RASM MLS Rules & Regulations can be found in the Documents in Paragon or on RASM website. If you have any questions regarding the MLS rules contact the Association office (507) 345-6018.

1. Enter a listing in Paragon within 2 business days of agreement being signed/executed. Everyone relies on timely access to listings to better serve buyers; and sellers rely on you to make their property available as quickly as possible.

2. Make sure the data you submit is accurate. Information in the MLS is to be accurate and complete. Inaccurate data may include, counting a room as a bedroom, not including accurate room measurements, incorrect school district (those are just a few examples).

3. File MLS withholds within 2 business days. If the seller wishes to withhold their property from the MLS, the MLS withhold form along with a copy of the listing agreement must be sent to the RASM office within 2 business days of the listing agreement being signed.

4. Upload a photo at the time of input. ALL RASM listings must have a photo of the property at input. Main photo is to be an exterior of the property for sale.

5. Do not include any promotional marketing in your photos (including virtual tours). Do not have a brokerage or builder sign in the photo. Do not digitally alter the photo so it no longer accurately reflects the property. Do not use photos from another Participant's previous listing of a property.

6. Make all status changes within 2 business days; pendings, sales, contingencies, all status updates are required to be made within 2 business days.

7. Do not share your RASM MLS access with anyone! Only authorized users may access the system. Do not share your login information with anyone under any circumstances, including colleagues, customers, assistants, family, etc.

8. Do not use the remarks section for promotional marketing. Brokerage or agent names and phone numbers may not be in the remarks section of a listing.

9. Make corrections if you are sent a correction notice. Corrections must be made within the given time frame to avoid escalating fines.

10. Use the "temporary not available to show" status if a property is not available for showing for more than 3 days. When the property is available to show, change the status back to active, or submit a withdrawal form if property is going off the market. Temporary not available show status does not allow for any showings while in that status (including showings by the listing agent or other agents in listing office).