

MLS MINUTE



REALTOR® Association of Southern MN

September, 2023

Things to share with your clients on benefits of your local MLS membership

Price It Right:

-We'll use historical and current home sales information from the MLS to guide us on when to sell and for how much.

Get your Home Exposure:

-When your home is on the MLS non-confidential information is displayed on nearly every local and franchise real estate brokerage website in our 10-county coverage area and on the top real estate search apps and websites.

Get other agents working on your behalf:

-Listing the home in the local MLS puts the data into the hands of most every agent representing active buyers in our area. This network of relationships is how most homes get sold.

My membership in the local RASM MLS will keep me, and you, in the know as we move forward on this real estate journey.

NEW POLICY:

At the recommendation of the MLS committee, the RASM Board of Directors has adopted a new policy regarding overlapping showings.

-If a listing allows for overlapping showings, agents must not do anything to not allow access to the property e.g. locking the doors and keeping the key with you inside the home.

-The first offense for not allowing access during a scheduled overlapping showing will be a \$100 fine and each subsequent (within an office) offense will escalate by \$100.

MLS input updates:

"mini split" has been added as an option under the AC feature.

Please be sure to note in agent remarks if there are any environmental hazards in a property. If you are aware; or quite certain there is mold or some other hazard in the home, agents need that info to protect themselves and their clients.

The Next Generation of ShowingTime

ShowingTime has an updated look and feel with dependable, familiar functionality and service to provide you with an even better experience than ShowingTime has always provided.

Enhancements include:

- Customizable options
- View Choices
- Ability to easily schedule multiple showings
- Increased efficiency

[Click here](#) for step-by-step directions for accessing the next generation of ShowingTime.

ShowingTime support:
800-379-0057
support@showingtime.com

RASM August 2023 HOMES REPORT

NEW LISTINGS

216

● 2021 - 246
-12.2%

● 2022 - 191
+13.1%

CLOSED SALES

149

● 2021 - 226
-34.1%

● 2022 - 223
+33.2%

AVERAGE SALES PRICE

\$290,758

● 2021
240,838
+20.7%

● 2022
275,138
+5.7%

MEDIAN SALES PRICE

\$274,150

DAYS ON MARKET

76

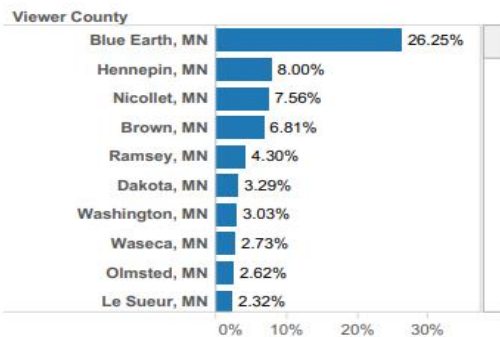
% LIST PRICE / SOLD

98.0%

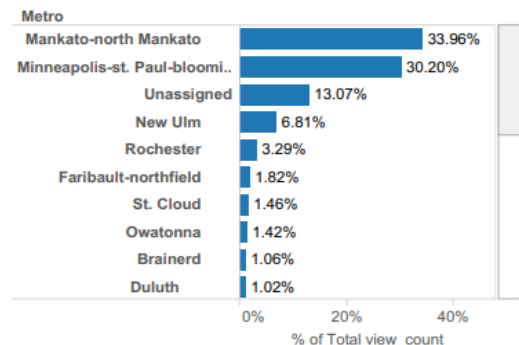
Stats from : RASM MLS all areas

REALTOR.com stats

Top Viewing Counties within State



Top Viewing Metros within State



[Click here](#) for full August, 2023 REALTOR.com stats

Showing Time-Programming time on lockboxes:

Lockboxes are programmed for a specific time; if you wish to change that time you can do so if you have the box in your inventory; In the Supra App go to my lockboxes, tap on lockbox number you want to change then program the lockbox. The bottom of the screen will have times; change time, save and tap on program, enter shackle, activate lockbox (push up on bottom to connect Bluetooth); the app will then say successful. Please keep in mind daylight savings; when in daylight savings time you need to set the access time to an hour earlier than you want it to be available. E.g., If you want the box to be able to be opened at 7:00 a.m. the beginning time should be set to 6:00 a.m.

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- Latest industry news and research
- Marketing resources
- Member Benefits and discounts
- Your member profile
- Your REALTOR® code of ethics status

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[Helpful Phone Numbers for Support:](#)

Paragon Help Desk: 1-877-657-4357

Transaction Desk/Instant: 1-800-668-8768

Supra: 1-877-699-6787

Showing Time: 1-800-379-0057

Dept. of Commerce: 1-800-657-3978 or licensing.commerce@state.mn.us.

Trust Funds: support@trustfunds.us.com

[Pulse portal link](#) Make sure you disable your pop up blocker in order to view reports.

And of course... RASM- 507-345-6018

If interested in any one on one training or an office training session contact Jenny (Jenny@rasminfo.com)

Paragon Passwords:

We are not able to see your password for Paragon. If you forget your password you will need to go through the "reset" password link.

RPR's Shareable Market Trends

RPR has housing charts, graphs and stats that you can access in just a few clicks.

You can run a search to reveal crucial insights such as pricing trends, listing statuses, inventory levels and much more. You can then search this valuable information with your clients and consumers.

[Click here](#) for a video on how to create these trend reports.



MLS policy pop quiz:

True/false

1. If I have a withheld/office exclusive listing I can still put a for sale sign in the yard?
2. If I have a coming soon listing I can show the property to client of mine because they are only in town today; after all it goes active tomorrow?

- 1- False- no marketing outside your office can be done on a withheld listing.
- 2- False- a listing in coming soon status may not be showing by ANYONE while in that status.

