

NAHB's International Builders' Show 2025 in Las Vegas Provided a Glimpse of New & Inspiring Products

Regular readers of this column know that I'm a sucker for new and innovative products. Many of them are on display each year at the National Association of Home Builders' annual International Builders' Show (IBS), which was held in Las Vegas the last week of February.

For me, as a real estate professional, IBS is comparable in interest to what the Consumer Electronics Show (now CES) is to geeks. This is where we learn about new concepts in manufacturing, both of home building materials and of houses themselves.

Literally hundreds of companies purchased exhibit space at February's IBS show in Las Vegas, and I wish I could have attended, but here are some of the new or improved products which I learned about from press reports.

When I visited a Scottsdale hotel several years ago, I was captivated by the folding garage door on its restaurant. Well, that concept is now going mainstream, albeit at a cost many home builders or homeowners might not feel they could justify.

Instead of the garage door traveling overhead on rails, rendering that part of the ceiling inaccessible and unusable, this garage door folds itself at the top of the opening. **Clopay's VertiStack** garage door, shown below, won "Best of Show" at this year's IBS.



Another product concept that caught my attention was under-counter refrigerator and freezer drawers, great for a wet bar, shown here between a couple beverage coolers.



Attention Wood Workers & Hobbyists!
I'm listing a home next month (or sooner) that has a fully equipped woodworking shop in the basement with lots of expensive woodworking equipment, most of which are Delta branded — table saw, planer, drill press, band saw, miter saw, and sawdust vacuum, plus hand power tools. Help me help the seller liquidate these tools before we put his home on the market. Call me at 303-525-1851.

There were many "smart home" products promoted at IBS, including an app called **OliverIQ**, which claims to tie together all of one's smart home devices into "smart home as a service" (SHaaS). At right is a screenshot of this app shown on an iPhone.



Lighting is an important part of any home, and one of the innovations that caught my attention was **Alloy LED's SurfaFlex 1 Tape Light**. It is demonstrated in the picture below, providing a nice alternative to indirect lighting, which was also on display in various forms by other vendors.



Heading the list of truly weird products was a "smart toilet" from Kohler, the **Numi 2.0**, shown below. It "combines unmatched design and technology to bring you the finest in personal comfort and cleansing. Kohler's most advanced toilet now offers personalized settings that let you fine-tune every option to your exact preferences, from ambient colored lighting and built-in audio



Client Praises One of Our Agents

Hi, Jim. This is Rita Levine. I just wanted to give you feedback, and I'm sure you already know this, but I closed on a home recently, and my broker was Chuck Brown. I just wanted to let you know he was the best real estate agent I have ever had, and this is my ninth house in three states. So, he was just so accommodating, so helpful, and so patient because we've been looking for four and a half years trying to find somebody that would do a contingency and find something I could afford.

And so, I just wanted to let you know how much I greatly appreciate his assistance and what a wonderful person he is. I'm just really happy I had the opportunity to get to know him, and I'm so happy when I met with you that you brought him along and recommended that he would be the best person for me to work with because he absolutely was the best person to work with.

So, just giving you feedback, and I'm sure that's much better than any complaint because many times people only call to complain about things, and I just like to always let people know when somebody went way beyond what was expected of them, and he certainly did that. So, thanks again, and let him know that I let you know. Okay, have a great day. Bye-bye.

speaker system to the heated seat with hands-free opening and closing." It is priced at \$9,796.01 on Kohler.com. I'll pass, thank you.

Walls of glass are nothing new, of course. I saw my first example of a wall of sliding glass panels that opened onto a patio (with outdoor kitchen, of course) in a house in Lakewood's Solterra subdivision that I helped a client purchase several years ago. I haven't seen others quite as large and dramatic since, but maybe they'll catch on following the display of a "multi-slide door"

at IBS. They are also sold as pocket doors, but more typically stack into the width of one panel.



Lastly for this article, have you heard of "green walls"? **RIVA Moss**, sustainably harvested from European forests, allows for the creation of captivating living walls, framed art, and other custom installations, offering a

Defying Critics, NAR Retains Its Policy Against 'Pocket Listings'

Last week, I wrote about the National Association of Realtors' (NAR's) Clear Cooperation Policy (CCP), which some major brokerages would like to see abolished, claiming that it is anti-competitive.

However, NAR, bolstered by an unsolicited determination by the U.S. Department of Justice that the CCP by itself was not anti-competitive, announced last week that it was retaining the policy, while throwing some crumbs to objectors in the form of a new MLS policy called "Multiple Listing Options for Sellers."

That new policy was effective immediately (March 25, 2025), but gave MLSs until September 30th to implement it. The irony is that our MLS and possibly many others already offer these "new listing options" specified in NAR's new policy. Those options are spelled out as follows:

1) *A consumer will have the option to market their home as a "delayed marketing exempt listing." This means a seller can instruct their listing agent to delay the marketing of their listing by other agents outside the listing firm through IDX or syndication for a period of time.* REcolorado already has this feature, a "Coming Soon" status that is limited to 7 days, during which no showings may occur, including by the listing agent.

2) *During the delayed marketing period, the home seller and the listing agent can market the listing in a manner consistent with the seller's needs and interests. At the same time, the delayed marketing exempt listing will still be available to other MLS Participants through the MLS platform so they can inform their consumers about the property.* That's how "Coming Soon" status works.

3) *Each MLS will have discretion to determine a delayed marketing period that is most*

maintenance-free way to bring nature and tranquility indoors.

In the posting of this article on our blog, <http://RealEstateToday.substack.com>, I'll include links for each of these products

Over 90% of Listing Agents Insert Faulty Legal Descriptions in MLS

I've written about this before, but it bears repeating. As a finicky editor, it has always bothered me that my fellow agents don't know what is and isn't the proper legal description.

I analyzed 100 listing on REcolorado, our local MLS, and only 8 of them had a clean legal description. Let me explain.

Most non-rural listings are in a subdivision, and are legally described by the name of the subdivision plus the block and lot numbers. But almost every listing agent inserts the "legal description" provided by the Realist report obtained via the MLS. That description also contains a Section, Township, and Range as well as the size of the parcel in addition to the subdivision, block and lot, like this from a recent listing of mine:

SECTION 34 TOWNSHIP 02 RANGE 69 QTR NE SUBDIVISIONCD 138000 SUBDIVISIONNAME CLUB CREST FLG #2 BLOCK 003 LOT 0011 SIZE: 11001 TRACT VALUE: .253

Here is the actual legal description, which the title company inserted in the warranty deed transferring the property to the buyer:

Lot 11, Block 3, Club Crest Filing No. 2, County of Jefferson

suitable for their local marketplace. REcolorado set that period as 7 days.

4) *Listing agents representing sellers who choose to delay the public marketing of their listing must secure from their seller a signed disclosure documenting the seller's informed consent to waive the benefits of immediate public marketing through IDX and syndication. Seller disclosure is required for both delayed marketing exempt listings and office exclusive exempt listings.* The Colorado Real Estate Commission dictates that sellers be advised that restricting the exposure of their listing may not be in the public interest, but I don't believe that such disclosures are being made to sellers by agents who convince sellers to keep their listing visible only to fellow agents within the same brokerage.

As I noted in last week's column, listing agents can simply check a box during data entry to keep a listing off other broker websites, including realtor.com, redfin.com, and Zillow.com.

In summary, REcolorado has nothing to do to comply with this new "rule."

My only wish is that NAR would disallow the "office exclusive" policy, which is *itself* anticompetitive, in that it disadvantages independent brokers and small brokerages, which, like small businesses, are the real workhorses of the real estate industry.

Does State Law Trump NAR Dictates?

Alabama has enacted a law that buyers do not need to sign an agreement with a broker in order to be shown a home for sale, directly overriding a key part of last year's NAR settlement. The local Realtor Association lobbied for the bill, saying it put undue duress on buyers and was not in the best interest of consumers.

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