

International Builders' Show 2025 in Las Vegas Provided a Glimpse of New 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 above, won "Best of Show" at this year's IBS.

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).

Lighting is an important part of any home, and one of the innova-

tions that caught my attention was Alloy LED's SurfaFlex 1 Tape Light. It is demonstrated in the picture at right, 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 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 "multi-slide doors" 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 in Europe, allows for the creation of captivating living walls,

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framed art, and other custom installations, "offering a 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 of each of these and other products plus more photos.

Also, I posted another article which didn't fit in this space about the faulty legal descriptions entered in the MLS by most listing agents.

NAR Retains Its Policy Against 'Pocket Listings'

Last week, I wrote about the National Association of Realtors' (NAR) 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 likely many other MLSs already offer the "new listing options" specified in NAR's new policy.* Those options are spelled out as follows (in italics) in NAR's announcement:

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 Partici-*

pants through the MLS platform so they can inform their consumers about the property. That's how REcolorado's "Coming Soon" status works.

3) *Each MLS will have discretion to determine a delayed marketing period that is most suitable for their local marketplace.* REcolorado has set that period at seven 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 IDX and syndicated websites, including Realtor.com, Redfin, and Zillow.

In a Tuesday email from REcolorado, the MLS announced that it doesn't need to do anything to fully comply with NAR's 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.

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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

Alabama Passes Law Overriding NAR Settlement Provision

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