

FROM LISTING TO CLOSING: ADDRESSING CHANGES IN THE FINAL PRODUCT

In real estate, not every sale goes exactly as planned. Sometimes, the final deal differs from what was initially entered into MLS. It's important to handle these situations properly to maintain data integrity.

Examples include:

- ✓ Two separate listings sold together in one sale.
- ✓ Additional acreage included that wasn't part of the MLS listing.
- ✓ Multiple parcels sold separately.

When situations such as these occur, **don't simply close the listing** as entered. Doing so can:

- ✗ Distort MLS market statistics,
- ✗ Create inaccurate comps, and
- ✗ Misrepresent listing and sale activity

What You Should Do:

- 1** **Contact MLS staff** before closing it out.
- 2** Provide details about the changes.
- 3** MLS will assist to report the sale accurately.

Your diligence keeps our MLS data clean and trustworthy!