



MiamiRealtors.com

# MLS

January 2022

MIAMI Realtors ... *Data Driven but Member Centric*



3,531 Offers submitted  
through MLS Offers

68.4% **INCREASE**  
Over December

**9,839** A, AC and P (on-market) MIAMI listings with MLS Offers link enabled at month end.

**72%** of all new residential MIAMI listings added to MLS in January kept our offer link enabled.

**Average offer price:** 1.69% below list price.

**Average Accepted offer price:** 1.13% above list price

**Buyers making offers were:** 72.49% owner occupied, 22.79% Investor, 4.72% Other.

**Types of Financing Offered:** Conventional 53.77%, Cash 26.09%, FHA 13.90%, VA 3.0%, Hard Money 1.37%, Other 1.54%, Jumbo 0.26%, 203k 0.06%



2,097 Offers submitted  
through MLS Offers

**8,069** A, AC and P (on-market) MIAMI listings with MLS Offers link enabled at month end.

**73%** of all new residential MIAMI listings added to MLS in December kept our offer link enabled.

**Average offer price:** 2.35% below list price.

**Average Days on Market before 1<sup>st</sup> Offer:** 20.97

**Buyers making offers were:** 65.9% owner occupied, 28.8% Investor, 5.29% Other.

**Types of Financing Offered:** Conventional 48.16%, Cash 30.62%, FHA 14.35%, VA 2.86%, Hard Money 2.15%, Other 1.34%, Jumbo 0.52%



2,130 Offers submitted  
through MLS Offers

**5,656** A, AC and P (on-market) MIAMI listings with MLS Offers link enabled at month end.

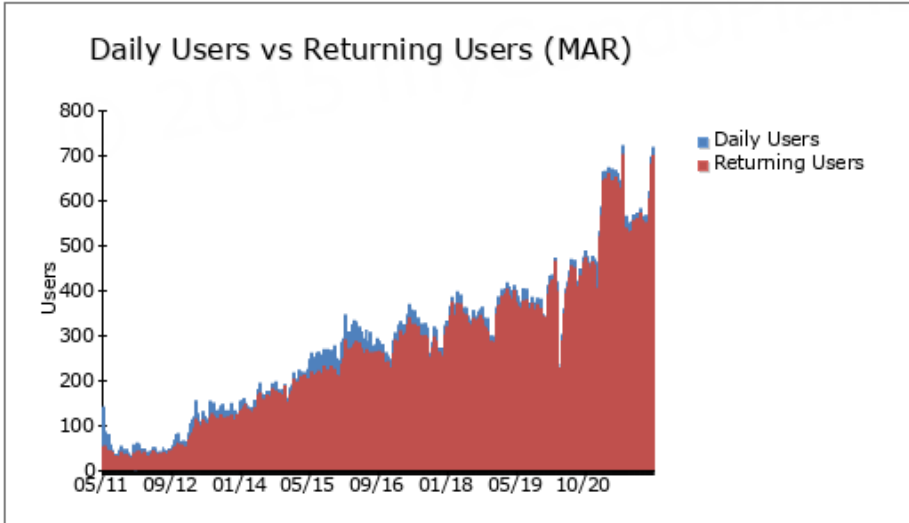
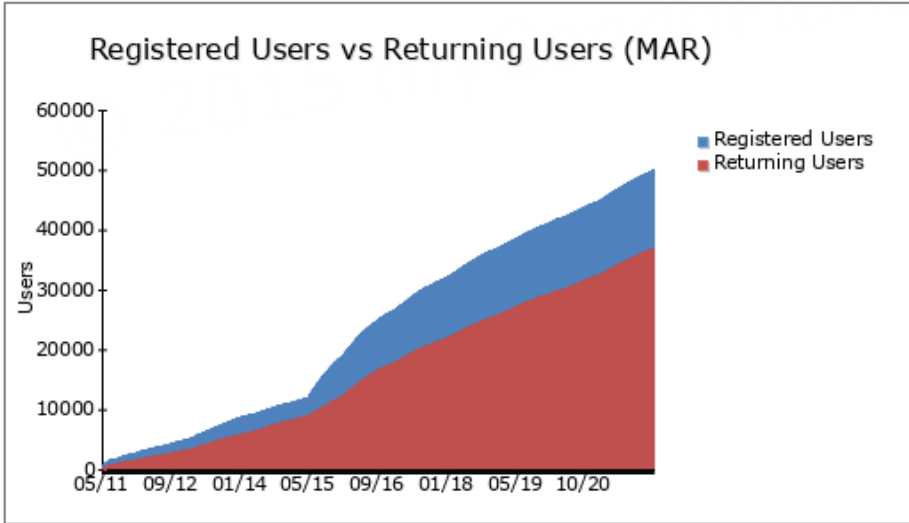
**Average Days on the Market before 1<sup>st</sup> Offer: 13.52**

**Average offer price: 1.24% below list price.**

**Average Accepted offer price: 1.93% above list price**

**Buyers making offers were: 77.55% owner occupied, 23.15% Investor, 5.3% Other.**

**Types of Financing Offered: Conventional 50.8%, Cash 26.29%, FHA 16.76%, VA 2.96%, Hard Money 1.88%, Other 1.08%, Jumbo 0.23%,**



## MyCondoPlans/MyHousePlans – MLS Integration

### Miami - January 2022 Report

#### Registration

Registered members end of January 2022: 49,959  
 Active members end of January 2022: 34,018  
 New members in January 2022: 417

#### Usage

Unique members in January 2022: 5,407  
 Logins in January 2022: 39,685  
 Condo plans accessed in January 2022: 33,192  
 House plans accessed in January 2022: 892  
 Documents accessed in January 2022: 395

## MiamiRealtors.com/MLSstatus

- Campaign 9/15 – 1/31/22\* – *If this Happens to you...REPORT IT\**
- Manual review of Ticket System - follow-up on reports of incorrect status
- **1238** complaints sent to this email address – 1,189 complaints Resolved
- **663** actual MLSstatus issues
- **61%...407** of complaints self-corrected within 2 business days
- Those listing status' not self-corrected:  
Notice of Violation sent Agent & Broker; Audit of Documents
- **575** – balance of other emails received:
  - 270** Non-responsive listing agent; No reply to offer submitted
  - 205** Can't show
    - 53** Not MIAMI Listings
    - 47** other MLS issues

The listing is Active in the MLS...  
....it's perfect for your customer  
...and you want to show it, but...

*It's not  
available!*

*Can't  
show!*

*Appointment  
denied!*

*It's under  
contract!*

## MLSstatus@Miamire.com

\*Campaign began 3/19/21 – NOTE: We transitioned on 9/15 to an MLS Support Ticket using our Live Chat Ticket System

### Comp Sales

- 179 added to date
- Average Price per Comp Sale: \$3.6M

### Clear Cooperation 8.0

- Reports to Date: 127
- 13 sent to BPBSL
- 42 no agreements
- 27 false reports
- 43 entered into the MLS
- 2 Ok to Advertise

### iCheck

- **Courtesy Notices** Listings Set to Expire in 10 days and ECD (Last 30 Days)
- Total: 6,543

### Violation Notices (Last 30 Days)

- Total: 2,363
- 355 Contact in Remarks/Driving Directions/Internet Remarks (15%)
- 349 Active with No Showings (14%)
- 228 Invalid Area (10%)

### Agent Reported

- Last 30 Days: 2,549

### Coming Soon

- MIAMI Coming Soon Listings entered to date = 1,470
- Avg. days in Coming Soon Status 7 days (max = 21 days)