



Broker Slides Monthly Updates

May 2022





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Product News

There is always a lot happening at SmartMLS. Stay in the know with this month's update!

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We have answers to some of the most frequent questions asked over the past month.

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Education and Resources

Training and resources for May and beyond.

SMART MLS

Coming Soon Listings – Helpful Hints

The Coming Soon status serves as a great marketing tool for generating hype about a property before it becomes available to be shown, however this status comes with rules that must be followed without exception. The following is a list of the most common issues the compliance team encounters:

- **Not having a valid listing agreement during the coming soon period**
- **Not having a delayed addendum** – Listings must be entered in the MLS within 48 hours of the effective contract. This applies to Coming Soon listings as well. If the listing will not be entered as Coming Soon within 48 hours of the listing date, there must also be a delayed addendum. The delayed entry date should be the date the listing is being **ENTERED** as Coming Soon.
- **Blank or incomplete documents** – All documents must be completed and signed by both the agent and seller(s).

Please Note:

- **Expected Active Date (Go Active Date)** is the date the listing automatically switches to Active. Under Coming Soon, this date can be extended up to a total of 14 days from the Listing Date, but it can never be shortened.
- The [Coming Soon Addendum](#) must be uploaded to the listing while it is still in the INC status. Matrix will not allow you to save a listing as Coming Soon if it does not see that the Addendum has already been properly uploaded (as a Private- Coming Soon Addendum supplement type).

[Click here](#) for a detailed, printable, document on Coming Soon listings.

Key Stats for you, **Every Month**

SmartMLS posts county-level real estate statistics and key stats for all eight Connecticut counties, mid-month, for the previous month's activity. smartmls.com/market-stats



If you would like to drill-in further, or create town-level reports, you can [watch this recorded webinar](#) that will show you how to put all of our stats tools to work for you.

Single Family Key Metrics	Year to Date		
	Thru 2-2021	Thru 2-2022	% Change
New Listings	1,559	1,237	- 20.7%
Pending Sales	1,398	1,119	- 20.0%
Closed Sales	1,360	1,065	- 21.7%
Days on Market Until Sale	75	60	- 20.0%
Median Sales Price*	\$560,000	\$564,500	+ 0.8%
Average Sales Price*	\$867,987	\$872,123	+ 0.5%
Percent of List Price Received*	99.0%	101.1%	+ 2.1%
Inventory of Homes for Sale	—	—	—
Months Supply of Inventory	—	—	—

See SmartMLS
Market Stats

Want to look back at 2021?



Annual Report on the Connecticut Housing Market

INCLUDES THE COUNTIES OF FAIRFIELD, HARTFORD, LITCHFIELD, MIDDLESEX, NEW HAVEN, NEW LONDON, TOLLAND, AND WINDHAM

SMART **M L S**



2021

Frequently Asked Questions

Q

I have lots of questions
regarding Listing Changes.

Where can I find more information?

Frequently Asked Questions

Q | I have lots of questions regarding listing changes. Where can I find more information?

Answer:

Changes to listings are a frequent occurrence in the MLS. Some are simple that you can do on your own, while others, [shown on this Listing Change form](#), require the signatures of the Broker and Owner.

We have an extensive list of listing input and changes questions on the SmartDesk. [You can find that section here.](#)

Frequently Asked Questions

Q

What is a Proposed Closing Date (PCD)?

Frequently Asked Questions

Q | What is a Proposed Closing Date (PCD)?

Answer:

The Proposed Closing Date (PCD), which is required on every UNDER CONTRACT (UC) and UNDER CONTRACT – CONTINUE TO SHOW (UC-CTS) listing, is your **estimate** of when you think the listing will close. The PCD field is on the Change to Under Contract and Change to Under Contract – Continue to Show forms on the Add/Edit tab in Matrix. **The PCD must always be in the future (up to one year).**

- Our Matrix system is set up to let you know when you have a UC or UC-CTS listing where the PCD is within 7 days (and requires updating).
- If you get a red warning in your **My Listings** widget (on the Matrix homepage) that reads **My Deposit Listings with PCDs (within 7 days)**, it just means that the PCD you entered when you marked the listing UC or UC-CTS is now within 7 days of the current date.

To fix this, you just need to go to **Add/Edit**, select the listing, and then go to the Change to Under Contract (or Change to Under Contract–Continue to Show, if the listing is still available for showings) form and update the PCD.



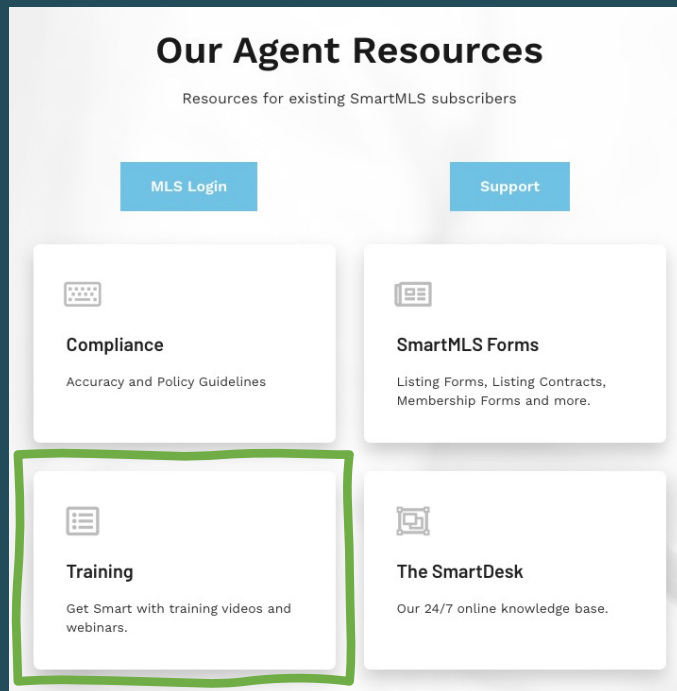
Here's how to look up **SmartMLS Training Resources**

Option 1

Go to smartmls.com and click: *For Real Estate Professionals* and then *Resources*

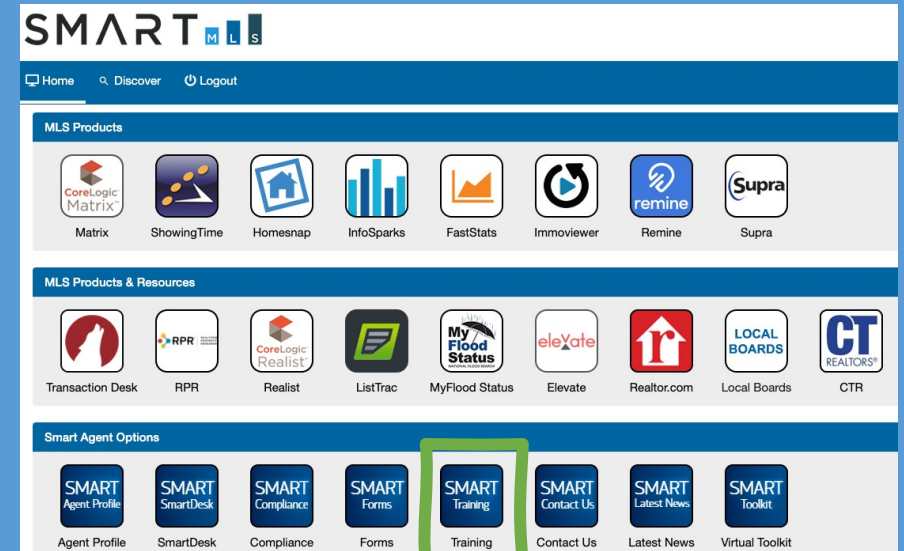
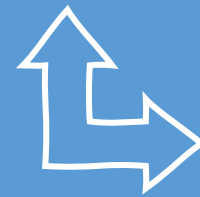
or use this URL: smartmls.com/for-you/ and

Click the **Training** tile (as shown below).



Option 2

You can also access training resources from your SmartMLS Agent Dashboard. Go to the *Smart Agent Options* section and click **Training** (as shown on right).



An investment in **knowledge pays** the best interest.

-Benjamin Franklin

Here's how to look up **SmartMLS Training Resources**

The screenshot shows the InTheKnow SmartDesk interface. At the top, there's a blue header with the InTheKnow logo and the text "Welcome to the SmartDesk". Below the header is a search bar with the placeholder text "Search the SmartDesk for help". The main content area is titled "SmartMLS Training Resources" and includes a breadcrumb trail: "The SmartDesk > Your Products > General Updates and News". On the left, there's a navigation menu with items like "SmartMLS Forms Library", "Your Products", "Compliance", "Membership", "Tax Data", and "Known Issues & General Tech". The main content area features three blue buttons: "Training Videos", "Training Calendar", and "Contact SmartMLS Training". On the right, there's a section titled "Articles in this section" with a list of articles from December 2021 and November 2021, including "SmartMLS Training Resources", "SmartMLS Training Calendar", and "SmartMLS Updates".

Welcome to the **SmartDesk**

Both options will take you to the **SmartMLS Training Resources** page, where you can access training videos, see the calendar of events or contact the SmartMLS Training Team directly.

While you're here, make sure to take some time to browse. There are over 1,500 articles, tips and tricks to keep you at the top of your game.

GET EVEN SMARTER!

We're social,
connect with us!

Scan Me!”

Scan the code to follow us and stay up-to-date on the latest real estate news and MLS updates.



Need Help with Something else?

Access our 24/7 [Knowledge Base](#) with answers to common questions. You can also enter support tickets and request new features.

Contact SmartMLS Support by phone or email:

(203) 750-6000

support@smartmls.com

Monday - Thursday 8:30am - 7pm

Friday - 8:30am - 6pm

Weekends - 9am - 3pm





THANK YOU



Phone : 203-750-6000

Website : smartmls.com

Email : support@smartmls.com