



Broker Slides

Monthly Updates

April 2023



Table of Contents iii

3 - 8



9 - 12



13



14



News and Alerts - SmartTax Introduction

- SmartTax Overview
- Prospecting in SmartTax
- SmartTax Access and Help

Market Statistics – February 2023

- Residential Overview
- Local Market Updates – By County
 - Single – Family
 - Townhouse/ Condos
 - Rental Report – By County

Compliance

- Uploading Listing Agreements

SmartMLS Updates and Resources

- SmartDesk Access
- Hours of Operation

PLAN FOR THE FUTURE

**Trust, Cooperation, and Market
Information Everyone Can Count On.**

Servicing Connecticut With You in Mind.

New Beginnings With Purpose

- SmartMLS is here to guide you through a series of changes to our platform. With step-by-step inclusive guidance and a new outlook on the 2023 market ahead, we will elevate your business by creating a streamlined approach to the end-user experience.
- **Please read the following correspondences, as these brand-new additions to our platform directly affect you.**
- We look forward to hearing your feedback and working to ensure a favorable management system and delivering a beneficial, productive marketplace – just for you.

NEW

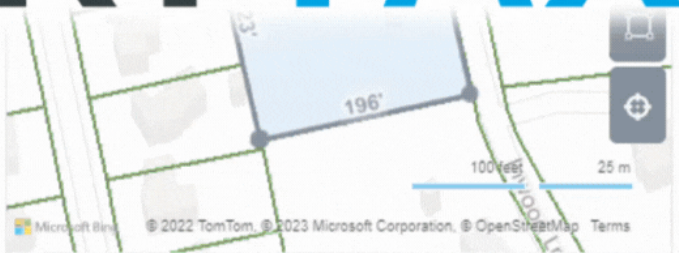
[« Back to Search](#)

Email Save PDF Print Previous Report Next Report Save Report

WELCOME TO



SMARTTAX



Upload Custom Image + View Larger Map

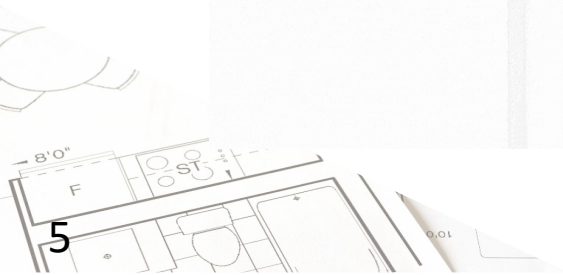
LOCATION

Property Address 2 Inwood Ln
Westport, CT 06880-6134

HOA

PROPERTY SUMMARY

Property Type	Residential
Land Use	101:1-Family Residence
Improvement Type	1-Fam Res





SmartTax Overview

NEW

The SmartTax system is a customizable records system that brings information into one dynamic program. In addition to delivering robust public tax information for all 169 Connecticut municipalities, the SmartTax system provides access to sales & mortgage histories, warranty deeds, interactive GIS plat maps, area demographics, and more.

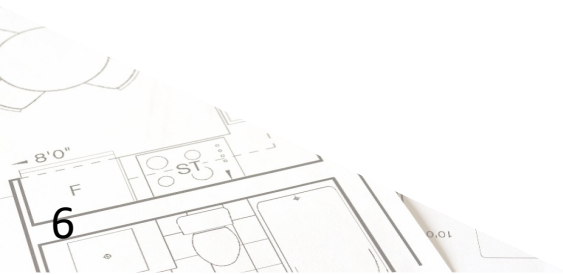
Here are some ways to best utilize SmartTax:

- Generate quick or advanced comparable reports
- Create a farm area by selecting criteria(s) and exporting/printing mailing labels
- Work from anywhere with full mobile access and functionality
- Create and save custom public records searches and reports
- Brand SmartTax with personal preferences

Scan the QR code for access to the Smartdesk information on SmartTax.



SMART M L S



Prospecting in SmartTax

NEW

The Prospecting Search Screen Provides:

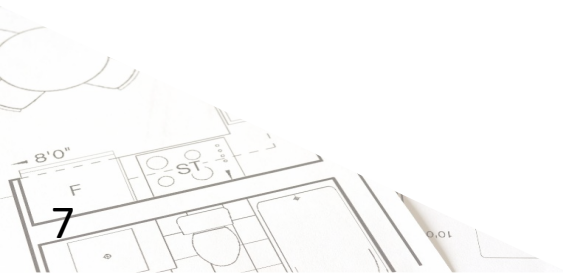
- 17 search filters, located on the left column.
- Intuitive Legend for Property Statuses (For Sale, Sold, etc.)
- “Create Label Options” - Avery label printing capabilities.
- “Prospecting Report Options” - Export to CSV files for your database.
- Accurate property owner information and current mailing addresses
- Custom saved searches

The screenshot shows the SmartTax web application interface. At the top, there is a navigation bar with a home icon, the SMARTTAX logo, and links for Settings and Help. Below the navigation bar, there are two tabs: "Property Search" (highlighted with a yellow underline) and "Prospecting". The main content area features a search form with two tabs: "Property" (selected) and "Foreclosure". The form includes a location filter set to "Fairfield County, CT", a "Select your cities" dropdown, and an "or" separator followed by a "Saved Results" dropdown. A large text input field is labeled "Owner Name, Address, Parcel ID or MLS#..." and has a "SUBMIT" button to its right. Below the search form is a dark blue button labeled "Advanced Search and Map Search". At the bottom of the interface, there are two sections: "Recent Properties" and "Saved Property Reports", each with a close button (x).



Scan the QR Code for More Information on SmartTax Prospecting

SMART M L S



SmartTax Training & Help



Here are live training sessions, available via Zoom in the training section on SmartMLS Homepage:

Overview of SmartTax	Morning Sessions	Afternoon Sessions
April 6 th 2023	10:00am – 11:30am	2:00pm – 3:30pm
April 13 th 2023	9:30am – 10:30am	
April 26 th 2023	10:00am – 11:30am	2:00pm – 3:30pm

Here is a list of helpful guides containing a more in-depth look at SmartTax:

[SmartTax Property Report](#)

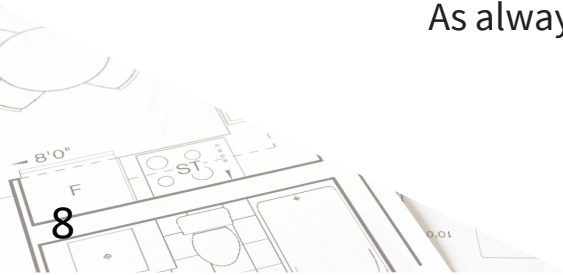
[SmartTax Custom Exports](#)

[Customizing SmartTax Property Reports](#)

[SmartTax Prospecting](#)[Creating Mailing Labels in SmartTax](#)

Don't forget to visit our [SmartTax Product Page](#). We value your input and would love to hear your feedback. As always, we're here to help you every step of the way. We can't wait for you to experience SmartTax!

Scan the QR code for additional Smartdesk information on SmartTax.



All Residential Properties Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	2-2022	2-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		3,260	2,580	- 20.9%	6,080	5,089	- 16.3%
Pending Sales		2,898	2,386	- 17.7%	5,928	4,712	- 20.5%
Closed Sales		2,537	1,874	- 26.1%	5,715	4,066	- 28.9%
Days on Market Until Sale		50	47	- 6.0%	48	44	- 8.3%
Median Sales Price		\$300,000	\$318,000	+ 6.0%	\$305,000	\$315,000	+ 3.3%
Average Sales Price		\$437,199	\$415,258	- 5.0%	\$431,443	\$431,282	- 0.0%
Percent of List Price Received		100.8%	100.2%	- 0.6%	100.8%	100.2%	- 0.6%
Housing Affordability Index		190	140	- 26.3%	187	141	- 24.6%

[CLICK HERE](#) the full overview of Connecticut Metrics

The following data is current as of March 8, 2023. All data from SmartMLS. Report © 2023 ShowingTime

Single - Family Market Updates – By County

County	Number of New Listings (Feb 2022)	Number of New Listings (Feb 2023)	Percent Change	Closed Sales (Feb 2022)	Closed Sales (Feb 2023)	Percent Change	Average Sales Price (Feb 2022)	Average Sales Price (Feb 2023)	Percent Change
Fairfield	704	510	- 27.6%	465	295	- 36.6%	\$903,577	\$792,264	-3.7%
Hartford	588	462	- 21.4%	464	350	- 24.6%	\$325,683	\$342,873	+ 5.3%
Lichfield	153	139	- 9.2%	125	100	- 20.0%	\$448,490	\$441,768	- 1.5%
Middlesex	125	116	- 7.2%	97	88	- 9.3%	\$451,315	\$451,813	+ 0.1%
New Haven	543	441	- 18.8%	438	335	- 23.5%	\$387,097	\$364,540	- 5.8%
New London	209	142	-32.1%	162	142	-12.3 %	\$ 366,490	\$382,037	+ 4.2%
Tolland	106	83	- 21.7%	93	81	- 12.9%	\$326, 996	\$ 341,482	+4.4%
Windham	81	74	- 8.6%	82	57	- 30.5%	\$290,465	\$329,347	+ 13.4%

Condo/Townhouse Market Updates – By County

County	Number of New Listings (Feb 2022)	Number of New Listings (Feb 2023)	Percent Change	Closed Sales (Feb 2022)	Closed Sales (Feb 2023)	Percent Change	Average Sales Price (Feb 2022)	Average Sales Price (Feb 2023)	Percent Change
Fairfield	249	237	- 4.8%	209	134	- 35.9%	\$341,255	\$385,952	+ 13.1%
Hartford	171	123	- 28.1%	137	108	- 21.2%	\$204,459	\$231,327	+ 13.1%
Lichfield	24	14	- 41.7%	35	23	- 34.3%	\$246,085	\$194,452	- 21.0%
Middlesex	46	26	- 43.5%	30	19	- 36.7%	\$247,813	\$273,246	+ 10.3%
New Haven	203	181	- 10.8%	161	121	- 24.8%	\$213,868	\$240,503	+ 12.5%
New London	50	28	- 44.0%	34	28	- 17.6%	\$192,800	\$294,659	+52.8%
Tolland	19	10	- 47.4 %	21	12	- 42.9%	\$213,897	\$229,680	+ 7.4%
Windham	8	4	- 50.0%	3	5	+ 66.7%	\$269,505	\$261,400	- 3.0%

Rental Market Updates – By County

County	Number of Active Rentals (Feb 2022)	Number of Active Rentals (Feb 2023)	Percent Change	Number of Properties Leased (Feb 2022)	Number of Properties Leased (Feb 2023)	Percent Change	Average Monthly Lease Price (Feb 2022)	Average Monthly Lease Price (Feb 2023)	Percent Change
Fairfield	846	1,125	+ 33.0%	304	347	+ 14.1%	\$3,486	\$3,414	- 2.0%
Hartford	474	623	+ 67.6%	111	186	+ 67.6%	\$1,638	\$1,682	+ 2.7%
Litchfield	217	296	+ 36.4%	44	61	+ 38.6%	\$5,551	\$3,505	- 36.9%
Middlesex	123	191	+ 55.3%	32	40	+ 25.0%	\$1,973	\$1,582	- 19.8%
New Haven	496	754	+ 52.0%	189	193	+ 2.1%	\$1,821	\$1,985	+ 9.0%
New London	268	292	+ 9.0%	55	81	+ 47.3%	\$1,793	\$1,703	- 5.0%
Tolland	94	84	- 10.6%	15	13	- 13.3%	\$1,585	\$1,827	+ 15.2%
Windham	54	55	+ 1.9%	6	9	+ 50.0%	\$1,267	\$1,596	+ 26.0%

Compliance Updates – Uploading Listing Agreements




Beginning Monday, April 17, 2023, it is required to upload a copy of either your Listing Agreement or the Listing Agreement Compliance Certification **before** you will be able to activate a new listing.

The required paperwork must be uploaded while the listing is in the **Incomplete status**.

Need Help with Something Else?



- Access our 24/7 SmartDesk [HERE](#) for answers to common questions. You can also utilize our chat feature by clicking this icon  located on the bottom right corner of the SmartDesk screen.
- Contact SmartMLS with assistance on Compliance, Technical Support, or Membership Questions:
 - **203-750-6000**
 - **Support@Smartmls.com**
- Hours of Operation:
 - Monday - Thursday 8:30am-7:00pm
 - Friday – 8:30am – 6:00pm
 - Weekends – 9:00am – 3:00pm

