



Broker Slides

Monthly Updates

May 2023



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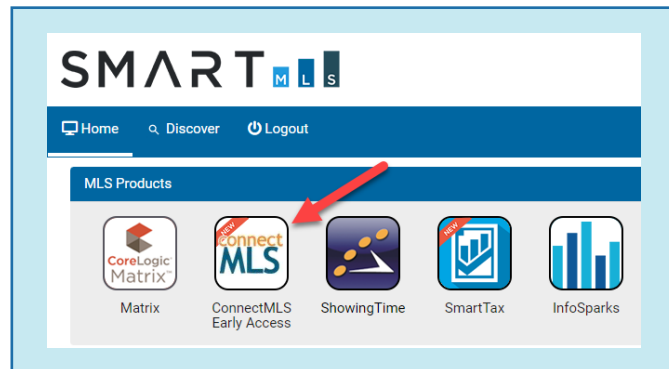
connectMLS Overview



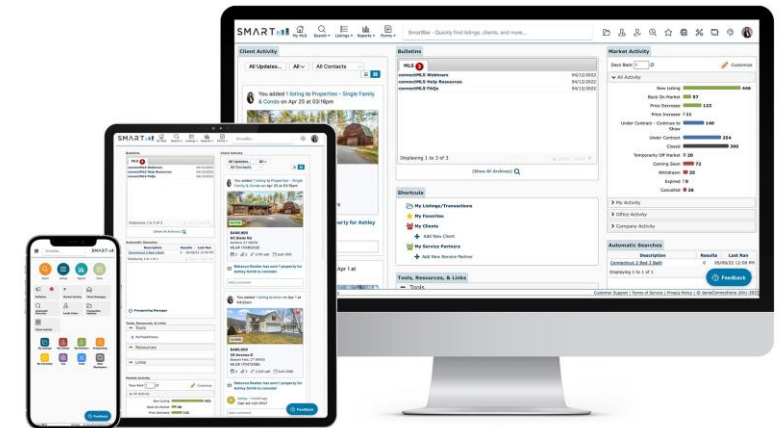
As the industry changes, SmartMLS is committed to evolving with it and providing the foundation required to keep you at the forefront. Part of that evolution is delivering a comprehensive MLS solution that supports our entire real estate community - brokers, agents, appraisers, support staff, buyers and sellers.

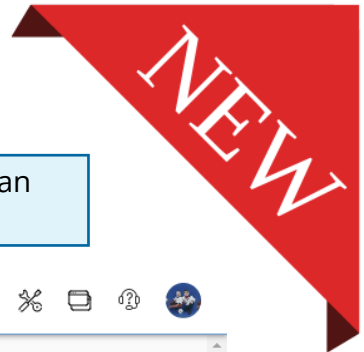
That solution is connectMLS.

Built upon an innovative and highly flexible mobile-responsive design, connectMLS allows you to tailor the MLS system to support your personal workflow and efficiently service your clients. This allows the MLS to be more flexible and integrate more seamlessly with the tools real estate professionals need. We look forward to hearing feedback and productively working for you, and with you, towards a streamlined tomorrow with ConnectMLS.



Experience the
connectMLS™
difference.





The connectMLS homepage is made up of many customizable widgets, each providing you with quick access to core MLS functionality. You can rearrange these widgets to create a layout that best supports your daily workflow.

SMART M L S
My MLS
Search
Listings
Reports
Forms
Admin

SmartBar - Quickly find listings, clients, and more...

🏠
👤
👤
🕒
★
🌐
✂️
📄
🗨️
🌍

Bulletins

MLS		
Take a connectMLS online sessions on your time.....	04/18/2023	
Welcome to connectMLS!	04/13/2023	
connectMLS All Access Guide	03/17/2023	
Your Matrix Auto Emails are in Connect, Learn How to Activate Them	03/17/2023	
We want to hear from you	03/17/2023	
connectMLS Overview Video	01/16/2023	

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[\(Show All Archives\) 🔍](#)

Saved Searches

Screening
Automatic
Manual

Description	Results	Last Ran
March 18th email template test	1	Real-time
SmartMLS Auto Email from New MLS System	1	Real-time
Client Portal App Search	1	Real-time
Connect Production Auto Search Test	1	Real-time
Connect Production Auto Search Test	1	Real-time
Connect Production Auto Search Test	1	Real-time
Connect Production Auto Search Test	1	Real-time
Connect Production Auto Search Test	1	Real-time
Cottages on the water	1	Real-time
Cynthia Milford Search	1	Real-time
Emily Connect Search Test Updated	1	Real-time

Displaying 1 to 10 of 24 ▶ prev next ▼

[🕒 Prospecting Manager](#)

Market Activity

▼ All Activity

Single Family For Sale, Condo/Co-Op For Sale
🔧 Customize

3 days back

Coming Soon	183
New Listing	452
Back On Market	198
Price Decrease	312
Price Increase	44
Under Contract - Continue to Show	349
Under Contract	443
Closed	367
Temporarily Off Market	19
Withdrawn	49
Expired	19
Cancelled	37

➤ My Activity

➤ Office Activity

➤ Company Activity

Hot Sheets

Timeframe: Today

- Single Family & Condo
- Residential Rental
- Multi-Family For Sale
- Lots and Land For Sale
- Business For Sale
- Commercial For Lease
- Commercial For Sale

Client Activity

All Activity
Login Activity

All Updates
1 day back
All Contacts

You added 7 listings to Wethersfield on Apr 27 at 03:01pm

\$250,000

ACTV

\$409,900

CS

\$319,900

ACTV

+4

✉ 7 New or updated properties matches/matched your search criteria

You added 1 listing to SmartMLS Auto Email from New MLS System on Apr 27 at 02:24pm

42 Carriage Path N

Milford, CT 06460

\$269,900

Tools, Resources, & Links

Tools

- SmartMLS App
- SmartMLS Dashboard
- SmartSignature
- SmartTax - Public Records
- RentSpree
- FastStats

Showings

- Feedback Received
- Feedback Requested
- Confirmed Appts I've Requested
- Confirmed Appts On My Listings

🗨️ Contact Us

Home Page Example

Q & A's About connectMLS

NEW

Q - Is there an app for connectmls?

A – Yes, please visit your app store and download the app with our logo. Once you download the application, you will have the full Store. functionality of the platform on your phone. There is an app available in Apple's App Store as well as one in Google's Play.

Q - Will my Saved Clients, Saves Searches, and Auto- Emails be in connectMLS?

A - All the contacts, saved searches and auto emails that you have added to Matrix have already been copied over to connectMLS. Before using an Auto-Email that was imported from Matrix, you must activate it in connectMLS. Going forward, we recommend that you start any new auto-emails within the connectMLS system and let any old searches expire within Matrix.

Q - How can I keep track of any client interactions as a result of my auto-searches?

A - Use the *Client Activity* widget on your connectMLS homepage to keep tabs on how your clients are interacting with any listings you have sent them. Built-in filters allow you to focus on specific activities (such as properties a client has marked a Favorite) or even just look at one specific client's activity. You can also choose to see all activity from all clients that has occurred over a given time period.

connectMLS & The Client

NEW

The Client Portal is a professionally branded, secure site that you and your client can use throughout your partnership for easy, seamless communication and collaboration. When you add a customer as a client in connectMLS, the system automatically creates them their own personal web page, called a Portal.

The Client Portal Includes the Following:

- Professionally branded material readily available.
- One-stop shop for all interactions - CMAs, reports, listings, documents, ect.
- Client flexibility to search for anything and have direct access to disclosures.
- Ability to like, favorite, dislike, and comment on properties – and the agent is instantly notified.
- Full accessibility from a mobile device.

The screenshot displays the SMART MLS Client Portal interface. At the top, the navigation bar includes the SMART MLS logo, a home icon for 'Dashboard', a folder icon for 'My Searches', a heart icon for 'Favorites & Comments', and a magnifying glass for 'Search Listings'. A user profile for 'Jessica' is shown in the top right corner. The main content area features a sidebar on the left with 'Listings from My Agent' (2 New), 'Favorites & Comments' (1), and 'Messages' (0). Below this is a 'Recommended Services' section. The central area shows two property listings, each with a notification: 'You added 1 listing to Suzie Seller Searches in Trumbull on Feb 10 at 10:01pm' and 'You added 1 listing to Suzie Seller Searches in Trumbull on Feb 8 at 10:01pm'. The first listing is '108 Coventry Ln' for \$965,000, and the second is '12 Sunset Ave' for \$569,999. Both listings include a photo, address, price, location, MLS number, and details like bedrooms, bathrooms, square footage, and year built. A 'Your Agent' sidebar on the right provides contact information for Jessica Rubin and a 'Mortgage Calculator' link. The footer includes the connectMLS logo and tagline 'Connecting Your Real Estate Community'.

Client Portal Home Page Example

connectMLS Training & Help



Here are recorded sessions, available via Webinar in the training section on SmartMLS Homepage:

Topic	Link
Getting Started w/connectMLS	CLICK HERE
Client Engagement	CLICK HERE
Anytime, Anywhere w/connectMLS Mobile	CLICK HERE
Searching in connectMLS	CLICK HERE

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

[All-Access Guide to Success](#)

[ConnectMLS FAQs and Getting Started Guide](#)

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 connectMLS!

Scan the QR code for additional Smartdesk information on connectMLS.



Experience the
connectMLSTM
difference.

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	3-2022	3-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		4,794	3,425	- 28.6%	10,874	8,540	- 21.5%
Pending Sales		3,860	2,910	- 24.6%	9,786	7,534	- 23.0%
Closed Sales		3,290	2,641	- 19.7%	9,005	6,723	- 25.3%
Days on Market Until Sale		44	42	- 4.5%	46	43	- 6.5%
Median Sales Price		\$315,000	\$330,000	+ 4.8%	\$310,000	\$320,500	+ 3.4%
Average Sales Price		\$447,435	\$458,715	+ 2.5%	\$437,287	\$442,130	+ 1.1%
Percent of List Price Received		102.5%	101.5%	- 1.0%	101.4%	100.7%	- 0.7%
Housing Affordability Index		174	137	- 21.3%	177	141	- 20.3%

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

Single - Family Market Updates – By County

County	Number of New Listings (March 2022)	Number of New Listings (March 2023)	Percent Change	Closed Sales (March 2022)	Closed Sales (March 2023)	Percent Change	Average Sales Price (March 2022)	Average Sales Price (March 2023)	Percent Change
Fairfield	979	710	- 27.5%	627	460	- 26.6%	\$923,309	\$907,094	-1.8%
Hartford	830	601	- 27.6%	558	434	- 22.2%	\$341,261	\$355,957	+ 4.3%
Lichfield	226	173	- 23.5%	193	142	- 26.4%	\$463,252	\$430,055	- 7.2%
Middlesex	193	147	- 23.8%	129	111	- 14.0%	\$422,848	\$511,425	+ 20.9%
New Haven	884	598	- 32.4%	562	487	- 13.3%	\$366,432	\$386,636	+ 5.5%
New London	291	258	- 11.3%	201	181	-10.0 %	\$ 382,663	\$385,291	+ 0.7%
Tolland	165	96	- 41.8%	97	75	- 22.7%	\$313,833	\$ 354,341	+12.9%
Windham	126	70	- 44.4%	100	84	- 16.0%	\$277,449	\$317,559	+ 14.5%

Condo/Townhouse Market Updates – By County

County	Number of New Listings (March 2022)	Number of New Listings (March 2023)	Percent Change	Closed Sales (March 2022)	Closed Sales (March 2023)	Percent Change	Average Sales Price (March 2022)	Average Sales Price (March 2023)	Percent Change
Fairfield	373	297	- 25.2%	262	242	- 7.6%	\$379,347	\$444,371	+ 17.1%
Hartford	241	153	- 36.5%	207	159	- 23.2%	\$205,544	\$243,714	+ 18.6%
Lichfield	62	27	- 56.5%	30	16	- 46.7%	\$215,428	\$256,438	+ 19.0%
Middlesex	67	32	- 52.2%	33	30	- 9.1%	\$207,575	\$230,305	+ 11.0%
New Haven	251	202	- 19.5%	210	169	- 19.5%	\$211,707	\$248,359	+ 17.3%
New London	64	38	- 40.6%	53	33	- 37.7%	\$234,371	\$234,264	- 0.0%
Tolland	32	21	- 34.4 %	20	13	- 35.0%	\$183,494	\$180,146	- 1.8%
Windham	10	20	+ 100.0%	8	5	- 37.5%	\$228,009	\$251,280	+ 10.2%

Rental Market Updates – By County

County	Number of Active Rentals (March 2022)	Number of Active Rentals (March 2023)	Percent Change	Number of Properties Leased (March 2022)	Number of Properties Leased (March 2023)	Percent Change	Average Monthly Lease Price (March 2022)	Average Monthly Lease Price (March 2023)	Percent Change
Fairfield	798	1,174	+ 47.1%	367	430	+ 17.2%	\$3,306	\$3,150	- 4.7%
Hartford	443	598	+ 35.0%	151	202	+ 33.8%	\$1,703	\$1,792	+ 5.2%
Litchfield	256	302	+ 18.0%	63	72	+ 14.3%	\$6,457	\$3,668	- 43.2%
Middlesex	124	182	+ 46.8%	28	50	+ 78.6%	\$2,126	\$2,823	+ 32.8%
New Haven	545	793	+ 45.5%	214	259	+ 21.0%	\$1,751	\$2,099	+ 19.9%
New London	274	271	- 1.1%	67	98	+ 46.3%	\$2,155	\$1,744	- 19.0%
Tolland	92	74	- 19.6%	12	15	+ 25.0%	\$1,808	\$1,913	+ 5.8%
Windham	60	50	- 16.7%	10	9	- 10.0%	\$939	\$1,550	+ 65.2%

Compliance Updates – Uploading Listing Agreements



It is now **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. This includes Incomplete Listings, Coming Soon Listings, and Active Listings. The required paperwork must be uploaded while the listing is in the Incomplete status.

Contact Us

SMART **M L S** | MY MATRIX | SEARCH | STATS | TAX | REALIST | FINANCE | ADD/EDIT | MARKET REPORTS

Enter Shorthand or MLS#

Manage Supplements for 170557868

Add Supplement (10MB max) When uploading a Listing Agreement be sure you have selected Supplement Type as Private.

Supplement Description

Select File [Choose File](#) No file chosen [Upload - Click Here After Each File Selection](#)


Supplement Type **Private - Listing Contract/Compliance Form**

[Cancel](#) [Delete Checked](#) [Save](#)

You must also confirm that your documentation is a “Private” supplement type before completing your upload.

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

