






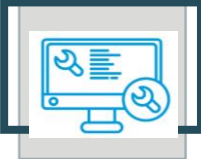
Broker Slides

Monthly Updates

September 2023



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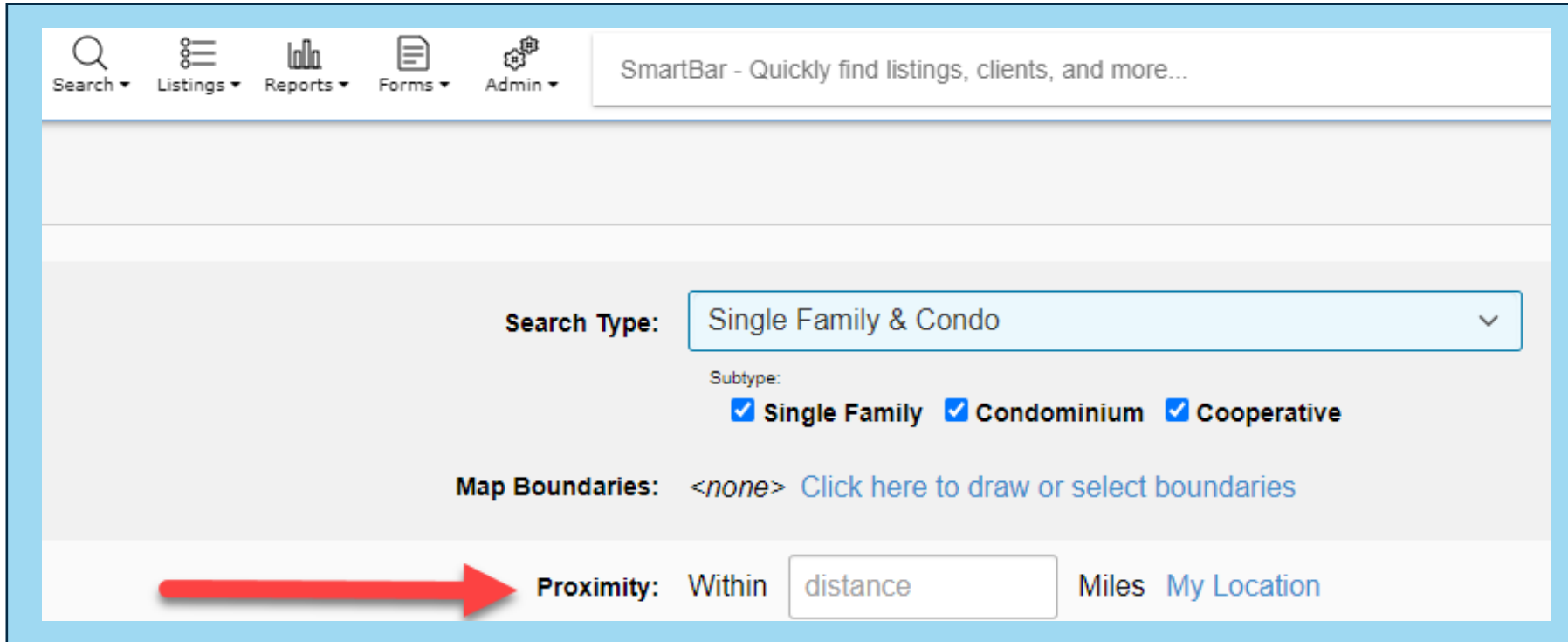
News and Alerts – connectMLS Updates

Gallery View in Search Results – We have updated the picture viewer to show listing agent information, last updated date, and a picture caption!

Property Address	Price	MLS #	Specs	Last Update	Agent	Office
45 Old Middle Rd., Brookfield, Connecticut 06804	\$349,900	CS MLS 170594837	3 Beds • 1/0 Baths • 1,326 SqFt • Built 1958	DOM • Last Update 08/30/2023 03:00 PM	Julie Hartmann	Coldwell Banker Realty
1826 Plank Rd., Cheshire, Connecticut 06410	\$269,000 ↓	ACTV MLS 170587579	3 Beds • 2/0 Baths • 1,580 SqFt • Built 1948	DOM 30 • Last Update 08/30/2023 10:38 AM	Lauren Rasile	William Raveis Real Estate

News and Alerts – connectMLS Updates

Proximity search is now an automatic default on your search screen.



The screenshot displays the search interface of connectMLS. At the top, there is a navigation bar with icons for Search, Listings, Reports, Forms, and Admin, followed by a search bar labeled "SmartBar - Quickly find listings, clients, and more...". Below this, the search filters are shown. The "Search Type" is set to "Single Family & Condo". Under "Subtype", three options are checked: "Single Family", "Condominium", and "Cooperative". The "Map Boundaries" section shows "<none>" with a link to "Click here to draw or select boundaries". At the bottom, the "Proximity" field is highlighted with a red arrow. It is set to "Within" a text input field containing "distance", followed by "Miles" and a link to "My Location".

News and Alerts – connectMLS Updates

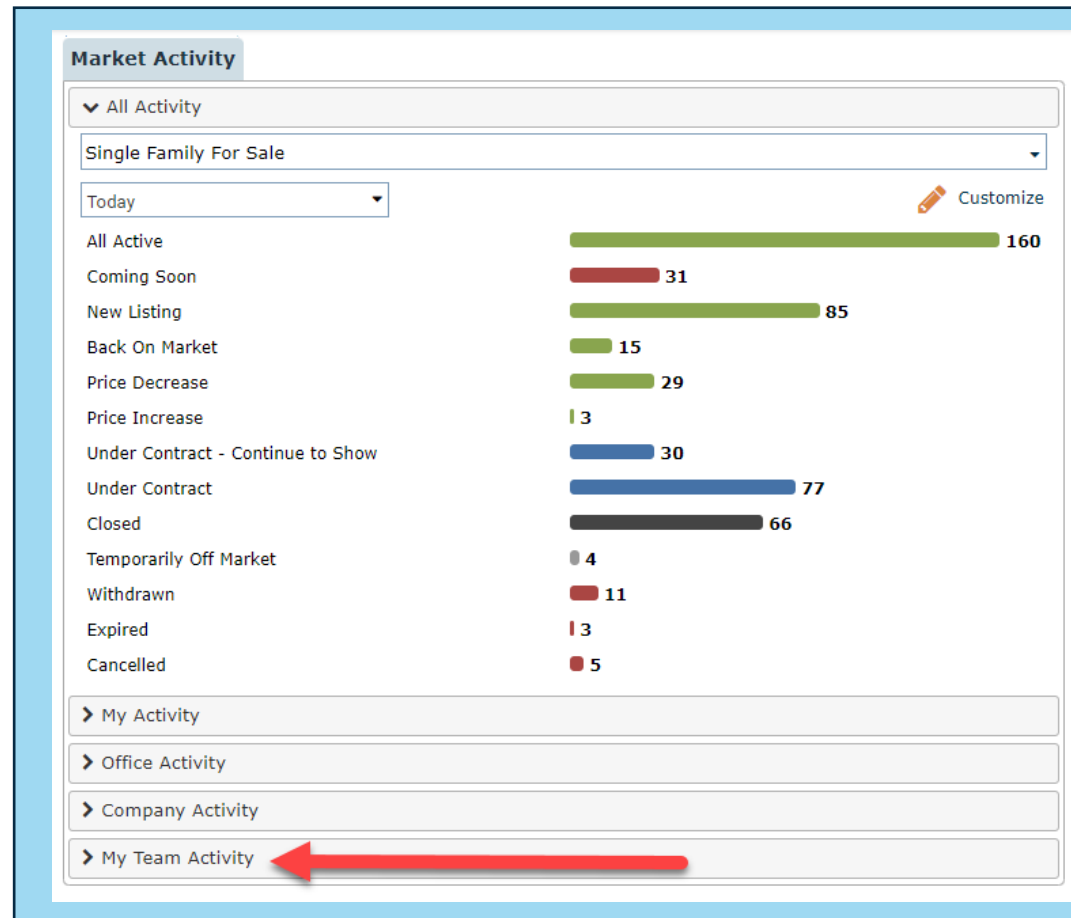
Walkscore – This unique addition allows you to find information about car dependency, transit opportunities, and bike scores in a given location.

Overview	Property	Rooms	Features	HOA	Utilities	Listing	Agent/Broker
Color:				Home Warranty:			
New Construction:			No/Resale				
Year Built / Source:			1943 / Public Records				
Rooms:				6			
Above Grade SqFt:			1,152				
Public Record Above Grade:			1,152				
Below Grade SqFt:							
Public Record Below Grade:							
Total SqFt:			1,152				
Sq. Ft. Description:							
Zoning:				RA			
Walk Score® : 60 Somewhat Walkable - Some errands can be accomplished on foot							



News and Alerts – connectMLS Updates

Under the Market Activity Widget, we have added a designated section for “My Team Activity”, which shows all activity for on-market listings and off-market listings.



News and Alerts – connectMLS Trainings

SmartMLS is committed to providing you with the tools and resources necessary to succeed in connectMLS. We are now integrating NEW classes are in our events page.

Hold My Hand Series

These sessions are designed to be taken in order as a series & provide a slow & steady approach to learning connectMLS!

Each session is 30-45 minutes & includes dedicated time for you to follow along & try firsthand everything that's discussed in the training. All sessions are available on-demand or can be scheduled in advance.

Webinar: Hold My Hand Series- Getting Started (Part 1)

Click to register for a 40-minute session that walks slowly through the getting started process in connectMLS with time built...

Webinar: Hold My Hand Series- Basic Search (Part 2)

Click to register for a 40-minute session that walks slowly through the basics of the search process in connectMLS with...

Webinar: Hold My Hand Series- Search Results (Part 3)

Click to register for a 35-minute session that walks slowly through interacting with search results in connectMLS with time built...

Webinar: Hold My Hand Series- Automatic Searches (Part 4)

Click to register for a 40-minute session that walks slowly through the process of creating & managing Automatic Searches in...

Webinar: Hold My Hand Series- Hot Sheets (Part 5)

Click to register for a 35-minute session that walks slowly through the process of creating & managing Hot Sheets in...

Webinar: Hold My Hand Series- My Clients (Part 6)

Click to register for a 45-minute session that walks slowly through the process of adding & engaging with Clients in...

[CLICK HERE](#) to access the Hold My Hand Series – Available Now!

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	7-2022	7-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		4,845	3,604	- 25.6%	32,725	24,173	- 26.1%
Pending Sales		4,101	3,263	- 20.4%	26,268	20,406	- 22.3%
Closed Sales		4,267	3,124	- 26.8%	25,295	18,939	- 25.1%
Days on Market Until Sale		29	28	- 3.4%	36	35	- 2.8%
Median Sales Price		\$370,000	\$395,000	+ 6.8%	\$338,525	\$355,000	+ 4.9%
Average Sales Price		\$530,330	\$566,612	+ 6.8%	\$483,492	\$507,502	+ 5.0%
Percent of List Price Received		103.5%	104.5%	+ 1.0%	103.2%	102.8%	- 0.4%
Housing Affordability Index		122	101	- 17.2%	133	113	- 15.0%

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

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

Single - Family Market Updates – By County

County	Number of New Listings (July 2022)	Number of New Listings (July 2023)	Percent Change	Closed Sales (July 2022)	Closed Sales (July 2023)	Percent Change	Average Sales Price (July 2022)	Average Sales Price (July 2023)	Percent Change
Fairfield	950	682	- 28.2%	905	652	- 28.0%	\$1,054,492	\$1,135,955	+ 7.7%
Hartford	906	703	- 22.4%	773	601	- 22.3%	\$397,909	\$424,468	+ 6.7%
Lichfield	286	202	- 29.4%	224	154	- 31.3%	\$506,457	\$546,933	+ 8.0%
Middlesex	218	161	- 26.1%	192	161	- 16.1%	\$472,973	\$535,370	+ 13.2%
New Haven	849	616	- 27.4%	713	522	- 26.8%	\$426,585	\$452,390	+ 6.0%
New London	365	257	+ 29.6%	269	214	- 20.4%	\$ 336,450	\$352,471	+ 4.8%
Tolland	158	129	- 18.4%	174	121	- 30.5%	\$363,777	\$ 376,407	+ 3.5%
Windham	157	92	- 41.4%	105	77	- 26.7%	\$329,114	\$371,431	+ 12.9%

Condo/Townhouse Market Updates – By County

County	Number of New Listings (July 2022)	Number of New Listings (July 2023)	Percent Change	Closed Sales (July 2022)	Closed Sales (July 2023)	Percent Change	Average Sales Price (July 2022)	Average Sales Price (July 2023)	Percent Change
Fairfield	329	213	- 35.3%	293	208	- 29.0%	\$454,965	\$463,593	+ 1.9%
Hartford	234	204	- 12.8%	211	153	- 27.5%	\$235,587	\$266,534	+ 13.1%
Lichfield	56	38	- 32.1%	34	27	- 20.6%	\$239,537	\$222,126	- 7.3%
Middlesex	41	44	+ 7.3%	41	27	- 34.1 %	\$239,360	\$275,370	+ 15.0%
New Haven	210	196	- 6.7%	240	157	- 34.6%	\$246,539	\$274,501	+ 11.3%
New London	54	37	- 31.5%	56	33	- 41.1%	\$228,710	\$276,015	+20.7%
Tolland	21	23	+ 9.5 %	29	12	- 58.6%	\$200,972	\$238,308	+ 18.6%
Windham	11	7	- 36.4%	8	5	- 37.5%	\$200,375	\$310,800	+ 55.1%

Rental Market Updates – By County

County	Number of Active Rentals (July 2022)	Number of Active Rentals (July 2023)	Percent Change	Number of Properties Leased (July 2022)	Number of Properties Leased (July 2023)	Percent Change	Average Monthly Lease Price (July 2022)	Average Monthly Lease Price (July 2023)	Percent Change
Fairfield	973	1,133	+ 16.4%	422	489	+ 15.9%	\$5,185	\$4,306	- 17.0%
Hartford	536	587	+ 9.5%	176	255	+ 44.9%	\$1,833	\$1,904	+ 3.9%
Litchfield	245	277	+ 13.1%	55	83	+ 50.9%	\$5,069	\$4,761	- 6.1%
Middlesex	151	194	+ 28.5%	45	43	- 4.4%	\$2,367	\$3,004	+ 26.9%
New Haven	633	843	+ 33.2%	260	330	+ 26.9%	\$2,093	\$2,173	+ 3.8%
New London	294	311	+ 5.8%	68	82	+ 20.6%	\$2,247	\$1,925	-14.3%
Tolland	86	80	- 7.0%	16	14	- 12.5%	\$1,560	\$2,087	+ 33.7%
Windham	53	49	- 7.5%	12	9	- 25.0%	\$1,515	\$1,342	+ 20.4%


Compliance Updates – Final Tax Updates



- SmartMLS has completed the 2023-2024 tax updates for all 169 towns in CT. [Click here](#) to see the full list.
- If you have listings in any of these towns, the tax information (tax amount, mil rate and tax year) was automatically updated in Connect and Matrix, unless the property is new construction or one of the rare instances where we do not have a tax record for the parcel. In these situations, the listing will need to be updated manually.
- If tax record data is incorrect or needs to be updated, please use the tax discrepancy link at either the top or the bottom of the **Full Tax display** to report the error. [See the article linked here](#) for full instructions.
- You can update your listing using the My Listings Widget on the Matrix Dashboard. Simply select “My Listings Need Tax Updates”.
- Please refer to the additional instructions found here: [Updating the tax data on your own listings](#)
- Email tax@smartmls.com if you have any questions or issues.

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 – 9am – 3:00pm

