






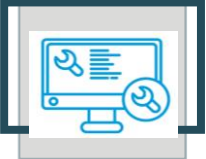
Broker Slides

Monthly Updates

November 2023



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Over the next couple of months, we will add a tip of the week under the News/Alerts in Matrix and connectMLS. Each “dot” will come together to draw a clear picture of understanding in connectMLS.

Looking to locate the previous connect the dots posts? This article includes all the entries in our Connect the Dots series.

[CLICK HERE](#) to access the list.

connectMLS Training Course Menu

Here is a current list of our “Watch Now” Webinar classes.

Getting Started in connectMLS –

Ready to get started in connectMLS? This training session will cover everything you need to understand and use the system. Setup your business card, access the system on any device, engage with your clients and become familiar with the tools you need to get you started.

Basic Search –

This training will show you how to run a property search in connectMLS and view/share the results.

Auto-Email & The Client Portal –

This session will show you how to set up new auto emails and manage your clients by using the Saved Search Widget, Client Activity Widget and Screener functionality. The basics of the Client Portal will also be covered so you can start sharing listings with your clients.

Adding & Managing Listings –

This session will show you how locate your listings in connectMLS and how to add a new listing. You will also learn how to edit listing details and how to add photos and documents to a listing.

Getting to Know SmartTax –

This training provides an overview of our new public records program, SmartTax. SmartTax includes tools like prospecting, interactive maps and extensive property data.

[CLICK HERE](#) to access our library of Watch Now Webinars!

Hold My Hand Series

**LOOKING FOR A SLOW & STEADY
APPROACH TO LEARNING
CONNECTMLS?**

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.

[Click to see all available sessions](#)

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	9-2022	9-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		4,000	3,598	- 10.1%	40,989	31,215	- 23.8%
Pending Sales		3,405	2,982	- 12.4%	33,855	26,567	- 21.5%
Closed Sales		3,997	3,092	- 22.6%	33,872	25,586	- 24.5%
Days on Market Until Sale		33	28	- 15.2%	35	33	- 5.7%
Median Sales Price		\$348,000	\$375,000	+ 7.8%	\$340,000	\$362,500	+ 6.6%
Average Sales Price		\$479,031	\$507,589	+ 6.0%	\$485,769	\$514,016	+ 5.8%
Percent of List Price Received		101.4%	103.3%	+ 1.9%	102.9%	103.1%	+ 0.2%
Housing Affordability Index		122	102	- 16.4%	125	106	- 15.2%

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

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

Single - Family Market Updates – By County

County	Number of New Listings (Sep. 2022)	Number of New Listings (Sep. 2023)	Percent Change	Closed Sales (Sep. 2022)	Closed Sales (Sep. 2023)	Percent Change	Average Sales Price (Sep. 2022)	Average Sales Price (Sep. 2023)	Percent Change
Fairfield	797	708	- 11.2%	757	548	- 27.6%	\$931,204	\$948,156	+ 1.8%
Hartford	685	635	- 7.3%	762	600	- 21.3%	\$320,000	\$365,000	+ 14.1%
Lichfield	228	228	0.0 %	238	174	- 26.9%	\$453,010	\$564,778	+ 24.7%
Middlesex	184	175	- 4.9%	164	118	- 28.0%	\$451,090	\$512,221	+ 13.6%
New Haven	717	646	- 9.9%	668	520	- 22.2%	\$414,400	\$446,092	+ 7.6%
New London	298	214	- 28.2%	274	230	- 16.1%	\$ 406,906	\$507,930	+ 24.8%
Tolland	140	119	- 15.0%	163	96	- 41.1%	\$354,927	\$ 406,227	+ 14.5%
Windham	103	111	+ 7.8%	102	89	- 12.7%	\$320,676	\$338,918	+ 5.7%

Condo/Townhouse Market Updates – By County

County	Number of New Listings (Sep. 2022)	Number of New Listings (Sep. 2023)	Percent Change	Closed Sales (Sep. 2022)	Closed Sales (Sep. 2023)	Percent Change	Average Sales Price (Sep. 2022)	Average Sales Price (Sep. 2023)	Percent Change
Fairfield	302	242	- 19.9%	273	208	- 23.8%	\$457,546	\$470,918	+ 2.9%
Hartford	181	178	- 1.7%	242	203	- 16.1%	\$235,723	\$248,374	+ 5.4%
Lichfield	33	37	+ 12.1%	39	34	- 12.8%	\$206,596	\$223,551	+ 8.2%
Middlesex	33	42	+ 27.3%	36	40	+ 11.1 %	\$204,562	\$269,350	+ 31.7%
New Haven	219	181	- 17.4%	207	171	- 17.4%	\$238,679	\$262,921	+ 10.2%
New London	55	54	- 1.8%	43	34	- 20.9%	\$259,871	\$271,229	+4.4%
Tolland	16	20	+ 25.0 %	20	20	0.0 %	\$212,795	\$224,145	+ 5.3%
Windham	9	8	- 11.1%	9	7	- 22.2%	\$209,433	\$221,368	+ 5.7%

Rental Market Updates – By County

County	Number of Active Rentals (Sep. 2022)	Number of Active Rentals (Sep. 2023)	Percent Change	Number of Properties Leased (Sep. 2022)	Number of Properties Leased (Sep. 2023)	Percent Change	Average Monthly Lease Price (Sep. 2022)	Average Monthly Lease Price (Sep. 2023)	Percent Change
Fairfield	1015	1,037	+ 2.2%	431	473	+ 9.7%	\$3,813	\$3,619	- 5.1%
Hartford	524	633	+ 20.8%	168	206	+ 22.6%	\$1,807	\$1,870	+ 3.5%
Litchfield	249	260	+ 4.4%	81	76	- 6.2%	\$2,844	\$2,213	- 22.2%
Middlesex	177	208	+ 17.5%	58	57	- 1.7%	\$2,241	\$1,969	- 12.1%
New Haven	682	808	+ 18.5%	256	277	+ 8.2%	\$2,095	\$2,094	0.0%
New London	301	321	+ 6.6%	94	71	- 24.5%	\$1,981	\$2,267	+ 14.5%
Tolland	98	70	- 28.6%	10	23	+ 130.0%	\$1,520	\$2,198	+ 44.6%
Windham	44	52	+ 18.2%	9	6	- 33.3%	\$1,688	\$1,633	- 3.2%

Compliance Updates – Non-MLS Advertising




- As a member of the MLS, agents agree to comply with the MLS Rules & Regulations including filing all mandatory listings with the service. This is to ensure clear cooperation between agents and brokers which is an essential part of the MLS and making the market work.
- Non-MLS advertising is a violation of the MLS's clear cooperation policy. Bringing attention to a property prior to having a listing in the MLS is considered Non-MLS advertising.
 - Advertising Includes:
 - Prematurely placing a sign on the property.
 - Emails to the public.
 - Emails to other brokerages.
 - Social media posts.

Scan the QR code for more information on what is considered public marketing.



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

