

SMART   

# Broker Slides

*February 2026*

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# NEW Date Fields in Add/Edit

We are simplifying the listing entry process to make entering vital dates from your listing agreement clearer. **Please Note: The type of listing you enter will determine the fields you encounter.** [Click here](#) to learn more.

## NEW Field: *Start Marketing Date* (for **Delayed or Delayed Coming Soon Listings**):

This field only displays when marketing begins **more than 48 hours** after the **Contract Effective Date**. This is the date the listing will be published as **Active or Coming Soon**. DOM begins to accrue on the **Start Marketing Date**.

## NEW Field: *Start Marketing Date Document* (for **Delayed or Delayed Coming Soon Listings**):

This field identifies the **document that confirms when public marketing will begin**, either from the:

- Listing Agreement or
- The Delayed Listing/ Start Marketing Addendum

**Listing Contract Info**

Property Info:  (6 max)

\*Parcel Number:  Tax

\*Contract Effective Date (formerly known as Listing Date):  \* Hover over the ? for additional information and help

\*Start Marketing Date:  \* Hover over the ? for additional information and help

\*Start Marketing Date Document:

Clear Cancel

Listing Agreement

Delayed Listing/Start Marketing Addendum

# NEW Date Fields in Add/Edit (cont'd)

Updated Field: **Go Active Date**, formerly Expected Active Date (for **Coming Soon Listings Only**):

This is the date the property will **transition from Coming Soon to Active** in the MLS.  
Days on Market (DOM) begin accruing on this date.

**Listing Contract Info**

Property Info:   ?  
(6 max)

\*Parcel Number:  ? % Tax

\*Contract Effective Date (formerly known as Listing Date):   ?  
\* Hover over the ? for additional information and help

\*Go Active Date:   ?  
\* Hover over the ? for additional information and help

For the full article, [click here](#). To watch videos on how to use the new fields for Traditional, Delayed, or Coming Soon listings, [click here](#).



# Introducing SmartMLS Sign

We're excited to announce our new signing platform, *SmartMLS Sign*, an online signature platform integrated with connectMLS. It allows users to create, access, and manage digital signings all in one organized, user-friendly platform.

The screenshot displays the 'SMART M L S SIGN' web application interface. The top navigation bar includes 'Signings', 'Templates (Forms)', and 'Contacts', with a user profile icon labeled 'SP'. The main content area is titled 'Available Templates (Forms)' and features a search bar and a 'Manage Templates' button. On the left, there are 'Smart Filters' (My Favorites, My Most Used), a 'Directory' (Personal, Smart, CTR), and 'Tags' (Addendum, Agreement, Amendment, Buyer, Commercial, Condo/Co-Op, Contract, Disclosure, Land, Landlord, Membership, Multi Family, Residential, Rider, Seller, Single Family, Tenant, Termination). The main list shows four templates:

- Addendum to Purchase Agreement (copy)**: This form amends the terms of an existing purchase agreement. Document ID: 363.0001.00000000. Tags: Addendum, Buyer, Residential. Action: Use > (Star icon), Mark Oberhand.
- Delayed Listing/Start Marketing Addendum (copy)**: This addendum is used when delaying the marketing date for a listing. Document ID: 363.0009.12002025. Tags: Addendum, Commercial, Landlord, Residential, Seller. Action: Use > (Star icon), Shea Phelan.
- Standard Form Real Estate Contract (copy)**: This contract outlines the terms associated with the purchase of real property. Document ID: 363.0030.09002024. Tags: Buyer, Contract, Residential. Action: Use > (Star icon), Mark Oberhand.
- Addendum to Purchase Agreement**: This form amends the terms of an existing purchase agreement. Document ID: 363.0001.00000000. Tags: Addendum, Buyer, Residential. Action: Use > (Star icon), Smart.

A 'Smart Desk' sidebar is visible on the right edge of the interface.

[Click here](#) to check out our video tutorials.

# Types of Active Status Flags

There are various Active status flags that may appear on a listing. However, these are **not distinct statuses**; they are simply notifications (flags) that can be attached to an Active listing to provide extra information regarding the property's current situation.

## 1.) *Under Agreement* ([Click Here](#))

In some instances, rather than having a binding contract, you may have a meeting of the minds that has been documented by a memorandum of terms, offer to purchase or some other type of non-binding agreement.

## 2.) *Under Review* ([Click Here](#))

This temporary flag indicates that the seller is reviewing multiple offers during which time no showings are allowed. The flag will automatically be removed after 48 hours, reverting the listing to a regular Active status.

 [CLICK HERE](#) for more information regarding Active status flags.

# Upcoming March Training Schedule

**Tuesday, 3/3, 10:30AM: Getting Started in connectMLS**

**Thursday, 3/5, 2PM: Adding a New Listing in connectMLS**

**Wednesday, 3/11, 10:30AM: Deeper Dive into Searching**

**Thursday, 3/12, 2PM: Editing Listings in connectMLS**

**Tuesday, 3/17, 10:30AM: Introduction to CMA**

**Thursday, 3/19, 2PM: Make Time for ShowingTime**

**Tuesday, 3/24, 10:30AM: Basic Stats Overview**

**Thursday, 3/26, 2PM: Deeper Dive into Stats: SmartMLS Stats**

**Tuesday, 3/31, 10:30AM: SmartMLS Tax Overview**

**[Click here](#) to view the full calendar and register.**



# 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	1-2025	1-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		2,629	2,287	- 13.0%	2,629	2,287	- 13.0%
Pending Sales		2,195	2,028	- 7.6%	2,195	2,028	- 7.6%
Closed Sales		2,225	2,022	- 9.1%	2,225	2,022	- 9.1%
Days on Market Until Sale		35	36	+ 2.9%	35	36	+ 2.9%
Median Sales Price		\$380,000	\$415,000	+ 9.2%	\$380,000	\$415,000	+ 9.2%
Average Sales Price		\$531,920	\$571,579	+ 7.5%	\$531,920	\$571,579	+ 7.5%
Percent of List Price Received		100.7%	100.8%	+ 0.1%	100.7%	100.8%	+ 0.1%
Housing Affordability Index		117	115	- 1.7%	117	115	- 1.7%
Inventory of Homes for Sale		4,857	4,680	- 3.6%	—	—	—
Months Supply of Inventory		1.7	1.6	- 5.9%	—	—	—

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

The data presented is up to date as of February 8, 2026. All data from SmartMLS. Report © 2026 ShowingTime.



# Single Family Market Updates - By County

County	# of New Listings (Jan. 2025)	# of New Listings (Jan. 2026)	Percent Change	Closed Sales (Jan. 2025)	Closed Sales (Jan. 2026)	Percent Change	Average Sales Price (Jan. 2025)	Average Sales Price (Jan. 2026)	Percent Change
Fairfield	477	411	-13.8%	382	331	-13.4%	\$1,064,902	\$1,150,485	+8.0%
Hartford	439	366	-16.6%	418	358	-14.4%	\$417,761	\$438,625	+5.0%
Litchfield	115	123	+7.0%	125	119	-4.8%	\$551,526	\$655,565	+18.9%
Middlesex	145	65	-55.2%	104	90	-13.5%	\$521,855	\$569,725	+9.2%
New Haven	425	381	-10.4%	354	370	+4.5%	\$439,789	\$503,060	+14.4%
New London	181	173	-4.4%	158	155	-1.9%	\$456,415	\$490,321	+7.4%
Tolland	80	77	-3.8%	68	68	0.0%	\$410,433	\$410,364	-0.1%
Windham	84	81	-3.6%	72	55	23.6%	\$360,766	\$382,050	+5.9%

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# Condo/Townhouse Market Updates - By County

County	# of New Listings (Jan. 2025)	# of New Listings (Jan. 2026)	Percent Change	Closed Sales (Jan. 2025)	Closed Sales (Jan. 2026)	Percent Change	Average Sales Price (Jan. 2025)	Average Sales Price (Jan. 2026)	Percent Change
Fairfield	217	200	-7.8%	167	162	-3.0%	\$517,416	\$505,890	-2.2%
Hartford	147	127	-13.6%	141	103	-27.0%	\$291,791	\$300,531	+3.0%
Litchfield	43	32	-25.6%	21	25	+19.0%	\$271,643	\$323,316	+19.0%
Middlesex	29	30	+3.4%	27	26	-3.7%	\$255,940	\$327,935	+28.1%
New Haven	182	165	-9.3%	136	120	-11.8%	\$294,590	\$316,777	+7.5%
New London	44	32	27.3%	32	25	-21.9%	\$343,066	\$256,906	-25.1%
Tolland	16	17	+6.3%	13	11	-15.4%	\$287,423	\$207,736	-27.7%
Windham	5	7	+40.0%	7	4	-42.9%	\$308,079	\$329,437	+6.9%

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# Rental Market Updates - By County

County	# of Active Rentals (Jan. 2025)	# of Active Rentals (Jan. 2026)	Percent Change	Number of Properties Leased (Jan. 2025)	Number of Properties Leased (Jan. 2026)	Percent Change	Average Monthly Lease Price (Jan. 2025)	Average Monthly Lease Price (Jan. 2026)	Percent Change
Fairfield	1,240	1,343	+8.3%	336	328	-2.4%	\$2,918	\$3,691	+26.5%
Hartford	698	737	+5.6%	170	155	-8.8%	\$1,981	\$2,186	+10.4%
Litchfield	257	291	+13.2%	67	57	-14.9%	\$3,478	\$4,287	+23.3%
Middlesex	258	206	-20.2%	37	46	+24.3%	\$2,264	\$1,904	-15.9%
New Haven	911	1,054	+15.7%	217	195	-10.1%	\$1,944	\$2,141	+10.1%
New London	328	359	+9.5%	74	62	-16.2%	\$1,979	\$2,047	+3.4%
Tolland	76	74	-2.6%	9	12	+33.3%	\$1,478	\$2,264	+53.2%
Windham	45	48	+6.7%	10	7	-30.0%	\$2,620	\$1,441	-44.9%

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# Additional SmartMLS Resources

For additional guidance, [CLICK HERE](#) to access our SmartDesk Knowledge Base for answers to commonly asked questions.

## Hours of Operation:

**Monday - Thursday: 8:30am - 7:00pm**

**Friday: 8:30am - 6:00pm**

**Weekends: 9:00am - 3:00pm**

## Contact Information:

**Phone: (203) 750-6000**

**Email: [Support@SmartMLS.com](mailto:Support@SmartMLS.com), [Membership@SmartMLS.com](mailto:Membership@SmartMLS.com) or**

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