



SMART **M** **L** **S**

Broker Slides

March 2026

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New Disclosure Info Section in Add/Edit

We have recently added a new *Disclosure Info* section to the Documents tab in Add/Edit.

The *Lead-Based Paint Disclosure Provided YN* field is a required field for the following property types:

- Single Family for Sale with a Year Built prior to 1978.
- Condo for Sale with a Year Built prior to 1978.
- Residential Rental with a Year Built prior to 1978.

If set to **Yes**, you must upload that disclosure. If set to **No**, you must provide a reason for omission.

The *Residential Property Condition Report Provided YN* field is required on:

- Single Family for Sale
- Condominium for Sale
- Multi-Family for Sale

If set to **Yes**, you must upload that disclosure. If set to **No**, you must provide a reason for omission.

Disclosure Info

*Lead Based Paint Disclosure Provided YN:



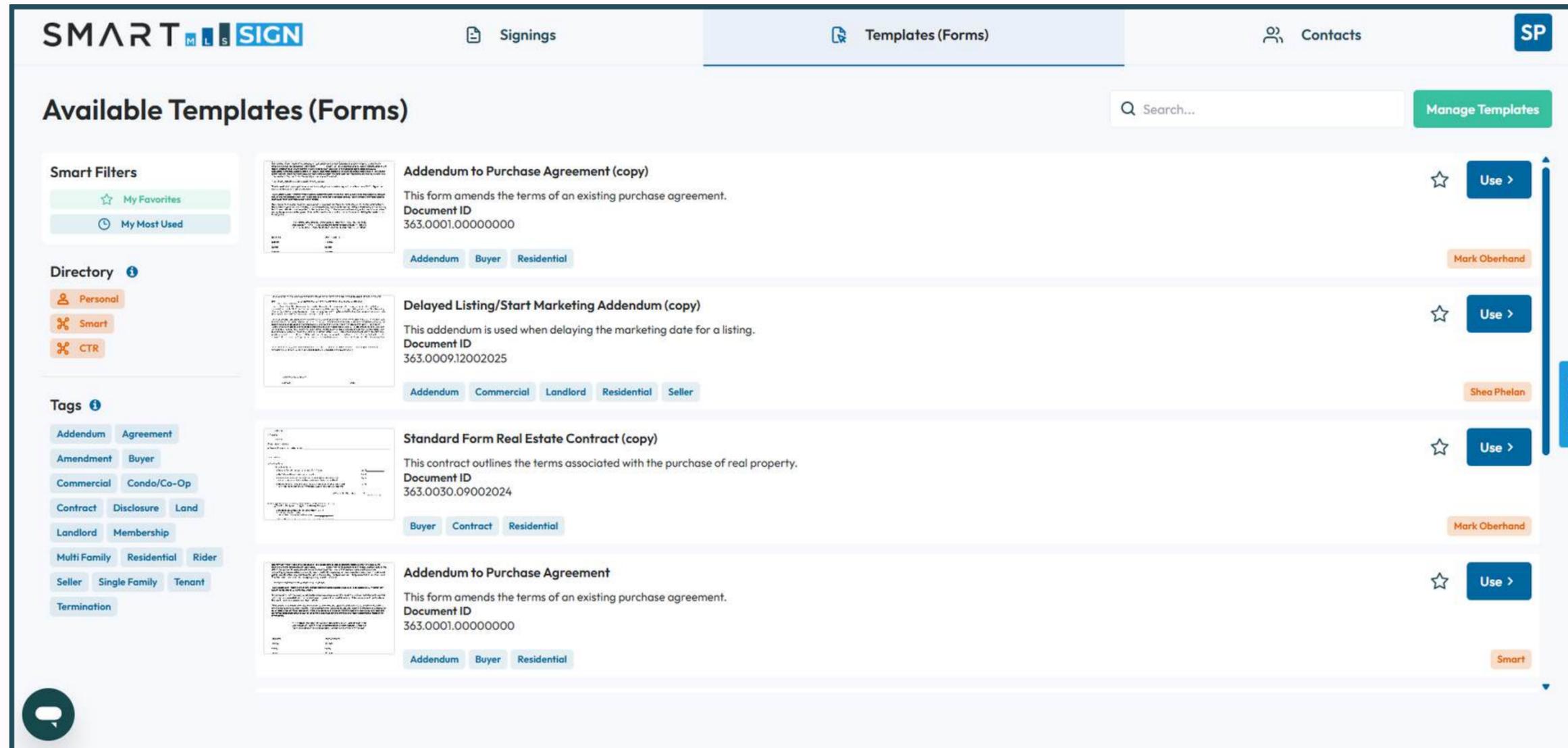
*Residential Property Condition Report
Provided YN:



For an in-depth article, [click here](#).

Introducing SmartMLS Sign

We're excited to announce our new signing platform, *SmartMLS Sign*, an online signature platform integrated with connectMLS and Matrix. 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)', 'Contacts', and 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.

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



Upcoming Billing

Invoices for the May 2026 - October 2026 billing cycle are due by **Wednesday, April 15, 2026**. The invoices include \$212.10 for MLS Fees and \$84.67 for Supra eKey Fees (if applicable).

All new MLS Subscribers will be charged \$247.45 for MLS Fees and \$98.78 for Supra eKey Fees (if applicable), which includes the prorated fees for the current November 2025 - April 2026 billing cycle.

Use the links below to access additional billing resources:

[Pay Your Bill](#)

[How to Set Up AutoPay](#)

[MLS and Key Fees by Month](#)

If you have any further questions or need help paying your bill, please call (203) 750-6000 or email Membership@SmartMLS.com for assistance.

****Additional Fees may apply if you are subscribed to Matrix or a Team Lead****



Coming Soon Listings: Showing Restrictions

As a reminder, showings are **NOT** permitted during the **Coming Soon period**. When a listing is placed in Coming Soon status, the MLS **automatically creates a showing restriction** in ShowingTime. This restriction **prevents showings** from being scheduled **before the listing** becomes Active.

Avon, CT 06001 Client-Friendly \$2,500,000

Overview Property Rooms Features Utilities Listing Agent/Broker History

Coming Soon 7 Beds 5/2 Baths 10,424 SqFt Acres 6.65

Single Family For Sale

Listing ID: 24159051

Parcel ID: 443881

Go Active Date: 03/18/2026

DOM / CDOM: /

County: Hartford

Neighborhood: N/A

Property Information:

Subdivision:

Recent: 03/11/2026: Coming Soon

Overview

Welcome Shea Phelan

Property: [Redacted]

Powered by ShowingTime

Return to listings Week of: Mar 13 - Mar 19

Tell us a little more Select a time Submit

Join Waitlist ★ Can't find the time you're looking for? Join the waitlist to be notified when a new time slot opens up.

	Fri 13	Sat 14	Sun 15	Mon 16	Tue 17	Wed 18	Thu 19
8:00 am							8:00 am
:15 am							:15 am
:30 am							:30 am
:45 am							:45 am
9:00 am							9:00 am
:15 am							:15 am
:30 am							:30 am
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:45 am							:45 am
12:00 pm							12:00 pm
:15 pm							:15 pm
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:45 pm							:45 pm
1:00 pm							1:00 pm
:15 pm							:15 pm
:30 pm							:30 pm
:45 pm							:45 pm
2:00 pm							2:00 pm
:15 pm							:15 pm
:30 pm							:30 pm
:45 pm							:45 pm
3:00 pm							3:00 pm

(cont'd to pg. 7)

Coming Soon Listings: Showing Restrictions (cont'd)

Editing the restrictions to allow showings during the Coming Soon period **violates MLS Rules and Regulations**. ShowingTime provides clear warnings when attempting to edit the automatic Coming Soon restriction.

The system advises you not to edit the restriction and instead to:

- Leave the automatic Coming Soon restriction unchanged
- Click “Add New Showing Rule” if additional instructions are needed

Is this a Coming Soon Listing?

If this is a "Coming Soon" listing, you should not edit this restriction. A restriction is automatically created once ShowingTime imports the listing from your MLS. If you need to create a new restriction, click the "Add New Showing Rule" button below.

[Learn more about adding rules](#)

Add New Showing Rule +

Appointment Restrictions

Advanced Notice: No same day appts. Lead Time | Required: 0 hours | Suggested: 1 hour

Maximum Appointment Length: 15 min (Excludes Inspections, Walk-Throughs, and Appraisals)

Allow Scheduling Overlaps? Default (No, Exclusive appointment requests only)

Buffer Time Between Appointments if Scheduling Overlaps are not Allowed: No Buffer Time

Add New Showing Restriction +

Use this button to add an additional showing restriction (in addition to the Coming Soon restriction).

	Start Date	End Date	Days & Time	Restriction Reason
 	05/06/2021	05/07/2021	M Tu W Th F Sa Su All Day	this is the automatic Coming Soon restriction

[Click here](#) for the full article.



Upcoming Training Schedule

Thursday, 4/2, 2PM: [Getting Started in connectMLS](#)

Tuesday, 4/7, 2PM: [Adding a New Listing in connectMLS](#)

Wednesday, 4/8, 10:30AM: [Deeper Dive into Searching](#)

Tuesday, 4/14, 10AM: [Getting Started with SmartMLS Sign \(NEW!\)](#)

Wednesday, 4/15, 2PM: [Editing Listings in connectMLS](#)

Tuesday, 4/21, 2PM: [Introduction to CMA](#)

[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	2-2025	2-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		2,515	2,132	- 15.2%	5,144	4,434	- 13.8%
Pending Sales		2,083	1,933	- 7.2%	4,278	3,915	- 8.5%
Closed Sales		1,903	1,722	- 9.5%	4,128	3,759	- 8.9%
Days on Market Until Sale		38	40	+ 5.3%	36	38	+ 5.6%
Median Sales Price		\$384,900	\$390,000	+ 1.3%	\$380,000	\$400,000	+ 5.3%
Average Sales Price		\$542,655	\$543,125	+ 0.1%	\$536,871	\$557,683	+ 3.9%
Percent of List Price Received		101.1%	101.1%	0.0%	100.9%	100.9%	0.0%
Housing Affordability Index		118	124	+ 5.1%	119	121	+ 1.7%
Inventory of Homes for Sale		4,908	4,560	- 7.1%	—	—	—
Months Supply of Inventory		1.8	1.6	- 11.1%	—	—	—

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

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



Single Family Market Updates - By County

County	# of New Listings (Feb. 2025)	# of New Listings (Feb. 2026)	Percent Change	Closed Sales (Feb. 2025)	Closed Sales (Feb. 2026)	Percent Change	Average Sales Price (Feb. 2025)	Average Sales Price (Feb. 2026)	Percent Change
Fairfield	507	426	-16.0%	290	244	-15.9%	\$1,239,444	\$1,186,635	-4.3%
Hartford	394	336	-14.7%	360	330	-8.3%	\$417,811	\$435,267	+4.2%
Litchfield	116	99	-14.7%	94	100	+6.4%	\$594,478	\$561,541	-5.5%
Middlesex	120	76	-36.7%	75	74	-1.3%	\$518,042	\$493,515	-4.7%
New Haven	398	338	-15.1%	338	298	-11.8%	\$451,563	\$491,019	+8.7%
New London	156	138	-11.5%	139	111	-20.1%	\$455,283	\$470,789	+3.4%
Tolland	70	60	-14.3%	54	60	+11.1%	\$389,903	\$405,952	+4.1%
Windham	74	72	-2.7%	61	65	+6.6%	\$413,631	\$399,914	-3.3%

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Condo/Townhouse Market Updates - By County

County	# of New Listings (Feb. 2025)	# of New Listings (Feb. 2026)	Percent Change	Closed Sales (Feb. 2025)	Closed Sales (Feb. 2026)	Percent Change	Average Sales Price (Feb. 2025)	Average Sales Price (Feb. 2026)	Percent Change
Fairfield	213	194	-8.9%	148	140	-5.4%	\$450,924	\$508,830	+12.8%
Hartford	170	129	-24.1%	117	113	-3.4%	\$283,022	\$301,893	+6.7%
Litchfield	31	30	-3.2%	26	25	-3.8%	\$232,152	\$320,472	+38.0%
Middlesex	26	26	0.0%	24	17	-29.2%	\$250,788	\$276,471	+10.2%
New Haven	188	157	-16.5%	133	106	-20.3%	\$292,752	\$298,436	+1.9%
New London	35	32	-8.6%	32	22	-31.3%	\$378,763	\$320,159	-15.5%
Tolland	8	8	0.0%	6	12	+100.0%	\$199,150	\$214,292	+7.6%
Windham	9	11	+22.2%	6	5	-16.7%	\$288,550	\$237,000	-17.9%

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Rental Market Updates - By County

County	# of Active Rentals (Feb. 2025)	# of Active Rentals (Feb. 2026)	Percent Change	Number of Properties Leased (Feb. 2025)	Number of Properties Leased (Jan. 2026)	Percent Change	Average Monthly Lease Price (Jan. 2025)	Average Monthly Lease Price (Jan. 2026)	Percent Change
Fairfield	1,283	1,322	+3.0%	354	326	-7.9%	\$3,098	\$3,801	+22.7%
Hartford	618	689	+11.5%	198	179	-9.6%	\$1,950	\$1,999	+2.5%
Litchfield	241	299	+24.1%	68	60	-11.8%	\$2,835	\$4,225	+49.1%
Middlesex	245	199	-18.8%	46	53	+15.2%	\$2,126	\$2,061	-3.1%
New Haven	897	1,001	+11.6%	249	241	-3.2%	\$2,063	\$2,187	+6.0%
New London	321	346	+7.8%	74	62	-16.2%	\$1,802	\$2,130	+18.2%
Tolland	32	63	+1.6%	18	22	+22.2%	\$2,319	\$2,382	+2.7%
Windham	44	51	+15.9%	11	4	-63.6%	\$1,893	\$2,138	+12.9%

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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, Membership@SmartMLS.com or

Compliance@SmartMLS.com

