

SMART MLS

Broker Slides

April 2026

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NEW: Collaborative Closing

We're excited to introduce the **Collaborative Closing** feature in connectMLS. This new feature allows the listing and buyer's agents to work together to finalize closing details on a listing, creating a more accurate and efficient process for everyone involved.

SMART My MLS Search Reports Add/Edit Forms SmartB

Bulletins/Updates

Listing Alerts **MLS 1**

32 Haviland ST 305	Complete Buyer Agent Closing Process (Due Date: 04/08/2026)
97 Broadvale RD	Complete Buyer Agent Closing Process (Due Date: 04/09/2026)
49 Milton AVE	Complete Buyer Agent Closing Process (Due Date: 04/16/2026)

Displaying 1 to 3 of 3

Edit Listing Status: (Listing ID: 24041675) - Single Family For Sale

Current Status: **Closed** Change Status To: Closed

As part of the *Collaborative Closing* process, you (the buyer's agent) may update any of the fields below. If you change any of the closing information, the listing agent will automatically receive an email notification of your updates.

Close Date: 03/13/2026

Seller Concessions Amount:

First Time Home Buyer: No

Financing Used: Assumed Conventional

Buyers Relocating From: Alaska

Buyer Agent MLS ID: SMART1

Buyer Team ID:

CoBuyer Agent MLS ID:

CoBuyer Team ID:

After a listing is closed, the buyer's agent can edit specific information to ensure the most current and accurate data is reflected on the closed listing.

For more information, [click here](#).



NEW: Nearby Listings Feature

The **Nearby Listings** feature is crafted to display all Active and UC-CTS listings located within half a mile of your current location. This is a cross-property search, meaning you'll have access to listings from all property types.

The screenshot shows a real estate search interface with the following details:

- Search Type:** Cross Property
- Map Boundaries:** <none>
- Status:** Active, Under Contract - CTS
- Proximity:** Within 0.5 Miles
- Property Type:** Select/Type to Narrow...
- Property Sub Type:** Select/Type to Narrow...
- Price:** (min) ,000 (max) ,000
- Search While Moving Map:**
- Advanced:**
- Add/Remove Fields:**
- Top Right:** 3 Matches | [Share](#) | [Print](#) | [Star](#) | [Download](#) | [List](#) | [Refresh](#) | [Home](#) | [My Searches](#) | [Save Search](#)
- Map:** A map of a coastal area with a blue circular search radius centered on a red location pin. Three green circular markers represent nearby listings with prices: \$440k, \$699k, and \$350.

For more information, [click here](#).



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 County: Hartford

Parcel ID: 443881 Neighborhood: N/A

Go Active Date: 03/18/2026

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

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
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:45 pm								:45 pm
1:00 pm								1:00 pm
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:45 pm								:45 pm
2:00 pm								2:00 pm
:15 pm								:15 pm
:30 pm								:30 pm

(cont'd to pg. 6)



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.



April Training Schedule

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

Wednesday, 4/22, 10:30AM: Make Time for ShowingTime

Thursday, 4/23, 10:30AM: Basic Stats Overview

Tuesday, 4/28, 2PM: Deeper Dive into Stats: SmartMLS Stats

Thursday, 4/30, 10:30AM: SmartMLS Tax Overview

[CLICK HERE](#) to 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	3-2025	3-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		3,691	3,299	- 10.6%	8,835	7,766	- 12.1%
Pending Sales		2,630	2,590	- 1.5%	6,907	6,435	- 6.8%
Closed Sales		2,198	2,068	- 5.9%	6,326	5,847	- 7.6%
Days on Market Until Sale		32	41	+ 28.1%	35	39	+ 11.4%
Median Sales Price		\$394,900	\$410,000	+ 3.8%	\$385,000	\$404,450	+ 5.1%
Average Sales Price		\$536,937	\$603,484	+ 12.4%	\$536,894	\$573,481	+ 6.8%
Percent of List Price Received		102.3%	101.7%	- 0.6%	101.4%	101.2%	- 0.2%
Housing Affordability Index		116	114	- 1.7%	119	116	- 2.5%
Inventory of Homes for Sale		5,540	4,930	- 11.0%	—	—	—
Months Supply of Inventory		2.0	1.7	- 15.0%	—	—	—

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

Data is derived from SmartMLS for the period of March 2026. Information is deemed reliable but not guaranteed. Statistics are provided for informational purposes only, may not reflect all real estate activity, and are subject to change.



Single Family Market Updates - By County

County	# of New Listings (Mar. 2025)	# of New Listings (Mar. 2026)	Percent Change	Closed Sales (Mar. 2025)	Closed Sales (Mar. 2026)	Percent Change	Average Sales Price (Mar. 2025)	Average Sales Price (Mar. 2026)	Percent Change
Fairfield	744	660	-11.3%	365	356	-2.5%	\$1,127,539	\$1,331,580	+18.1%
Hartford	622	501	-19.5%	371	348	-6.2%	\$419,120	\$449,013	+7.1%
Litchfield	186	171	-8.1%	123	102	-17.1%	\$535,953	\$560,586	+4.6%
Middlesex	178	146	-18.0%	107	74	-30.8%	\$481,649	\$589,463	+22.4%
New Haven	601	554	-7.8%	353	353	0.0%	\$476,263	\$507,693	+6.6%
New London	247	226	-8.5%	154	149	-3.2%	\$444,228	\$523,233	+17.8%
Tolland	114	99	-13.2%	72	64	-11.1%	\$428,641	\$429,066	+0.1%
Windham	111	85	-23.4%	66	67	+1.5%	\$411,403	\$441,921	+7.4%

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Condo/Townhouse Market Updates - By County

County	# of New Listings (Mar. 2025)	# of New Listings (Mar. 2026)	Percent Change	Closed Sales (Mar. 2025)	Closed Sales (Mar. 2026)	Percent Change	Average Sales Price (Mar. 2025)	Average Sales Price (Mar. 2026)	Percent Change
Fairfield	321	272	-15.3%	172	159	+7.6%	\$468,414	\$525,083	+12.1%
Hartford	198	176	-11.1%	161	141	-12.4%	\$301,513	\$292,157	-3.1%
Litchfield	39	56	+43.6%	33	22	-33.3%	\$243,221	\$263,655	+8.4%
Middlesex	42	35	-16.7%	23	37	+60.9%	\$253,057	\$279,182	+10.3%
New Haven	205	277	+35.1%	151	159	+5.3%	\$297,559	\$316,747	+6.4%
New London	48	35	-27.1%	32	24	-25.0%	\$282,507	\$358,196	+26.8%
Tolland	23	14	-39.1%	9	12	+33.3%	\$259,844	\$262,338	+1.0%
Windham	12	10	-16.7%	6	4	-33.3%	\$302,458	\$321,225	+6.2%

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Rental Market Updates - By County

County	# of Active Rentals (Mar. 2025)	# of Active Rentals (Mar. 2026)	Percent Change	Number of Properties Leased (Mar. 2025)	Number of Properties Leased (Mar. 2026)	Percent Change	Average Monthly Lease Price (Mar. 2025)	Average Monthly Lease Price (Mar. 2026)	Percent Change
Fairfield	1,249	1,326	+6.2%	386	445	+15.3%	\$3,725	\$3,781	+1.5%
Hartford	649	700	+7.9%	205	221	+7.8%	\$2,051	\$2,067	+0.8%
Litchfield	265	326	+23.0%	76	60	-21.1%	\$3,648	\$4,402	+20.7%
Middlesex	248	183	-26.2%	55	46	-16.4%	\$2,064	\$2,002	-3.0%
New Haven	909	992	+9.1%	292	292	0.0%	\$2,082	\$2,120	+1.8%
New London	324	308	-4.9%	89	96	+7.9%	\$2,006	\$2,212	+10.3%
Tolland	60	64	+6.7%	12	16	+33.3%	\$2,005	\$2,047	+2.1%
Windham	45	58	+28.9%	15	11	+26.7%	\$1,884	\$1,750	-5.1%

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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:

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