



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

Broker Slides

May 2026

Table of Contents

Reminders	3-4
Office Suspensions	3
Collaborative Closing Feature	4
Quick Tips	5-8
Virtual Staging	5
Change Email or Phone Number	6
May Training Classes	7
Market Statistics for April 2026	8-11
SmartMLS Resources	12

Office Suspensions

SmartMLS Fees were due on April 15, 2026. If you have agents in your office who still haven't paid, a late fee has been applied to each affected agent's account, all of whom are currently suspended from MLS service.

If payment is not received by close of business on Monday, May 18, your entire office will be at risk of suspension.

[Click here](#) for instructions on viewing your office's outstanding balances.

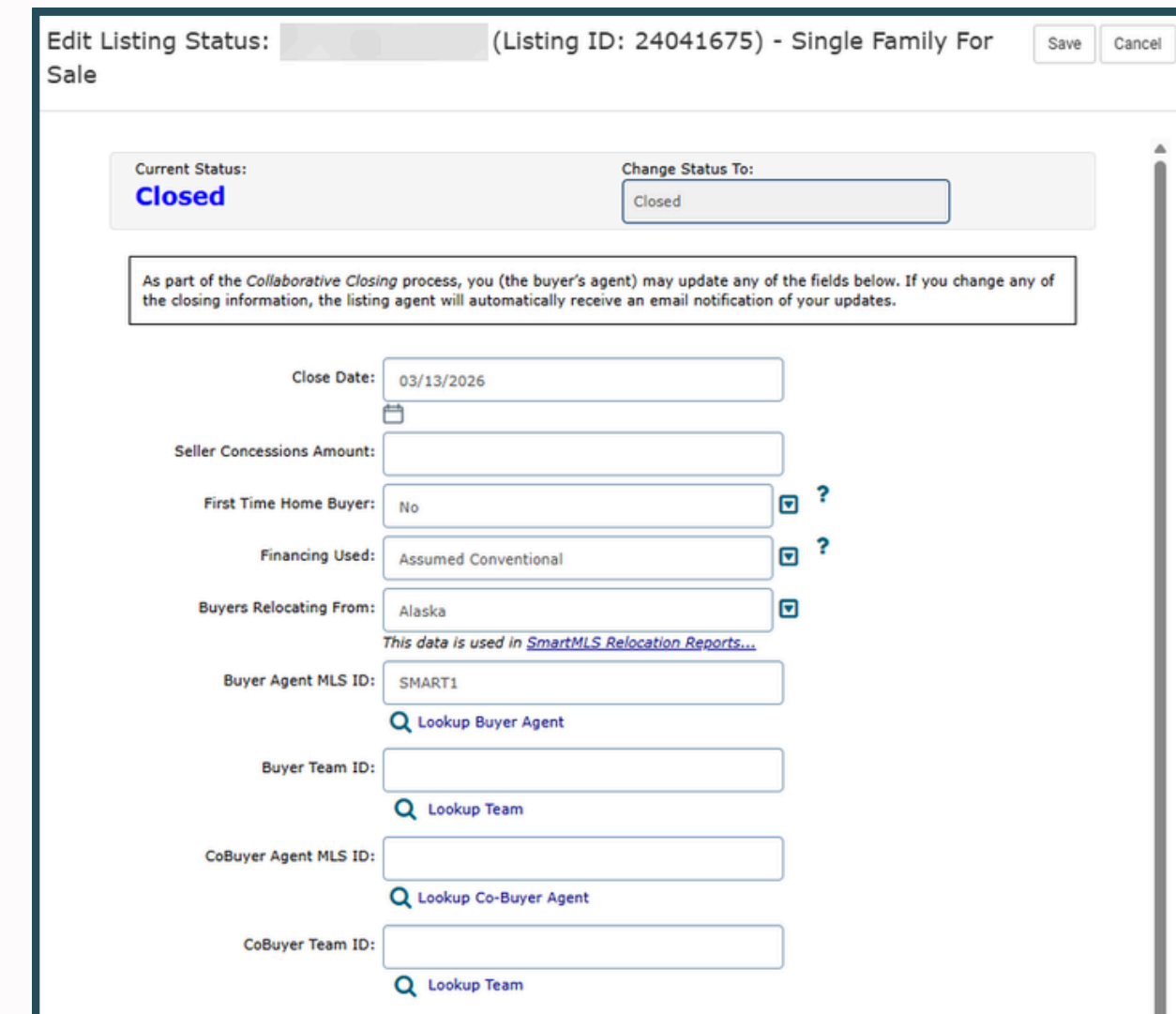
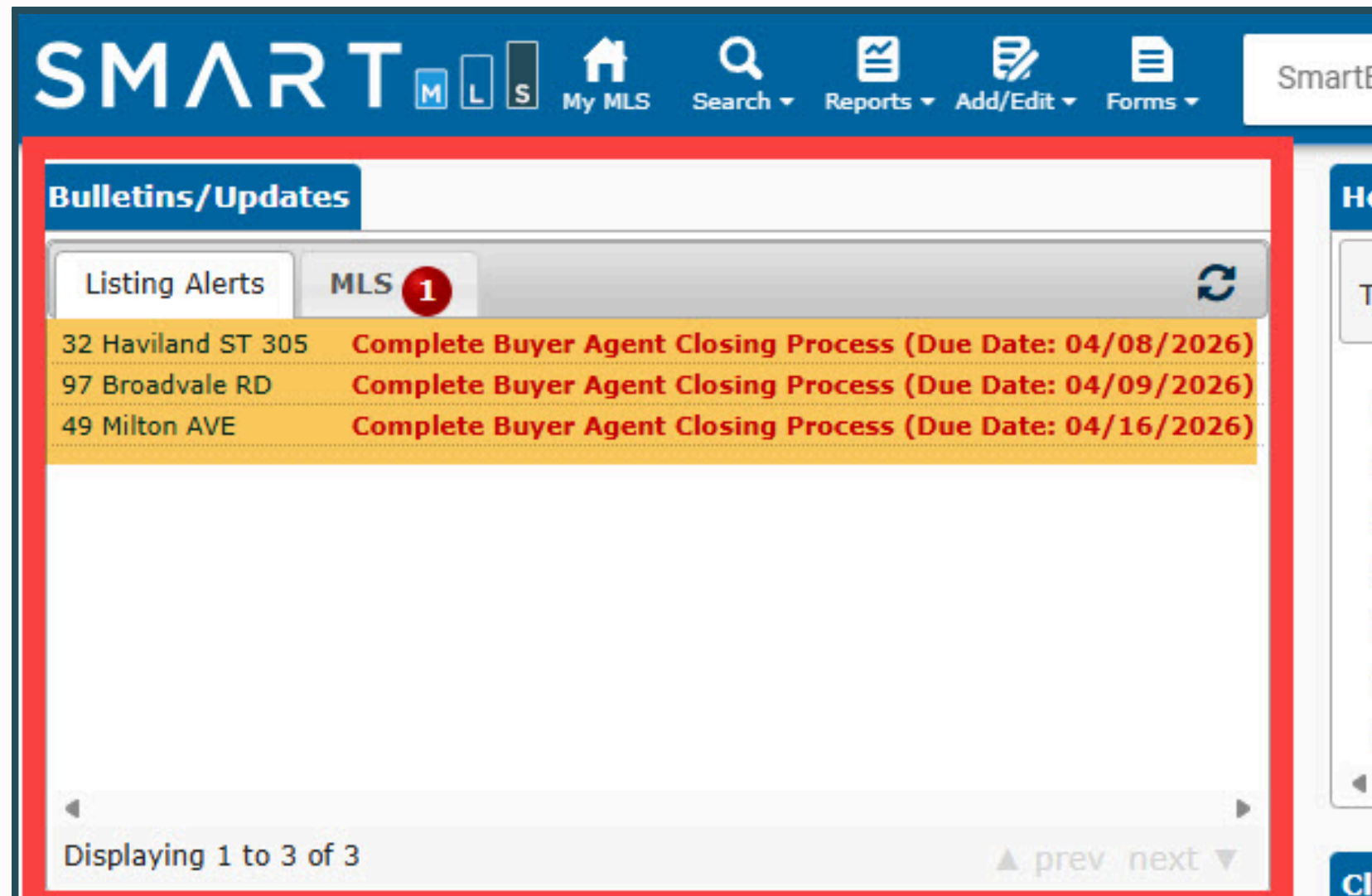
Agents can pay online at www.smartmls.com or contact SmartMLS directly at (203) 750-6000.

To terminate an agent from your roster, please return a completed Member Delete Form to membership@smartmls.com.



NEW: Collaborative Closing

The Collaborative Closing feature in connectMLS allows listing and buyer's agents to work together to finalize closing details on a listing, helping ensure a more accurate and efficient process for all parties.



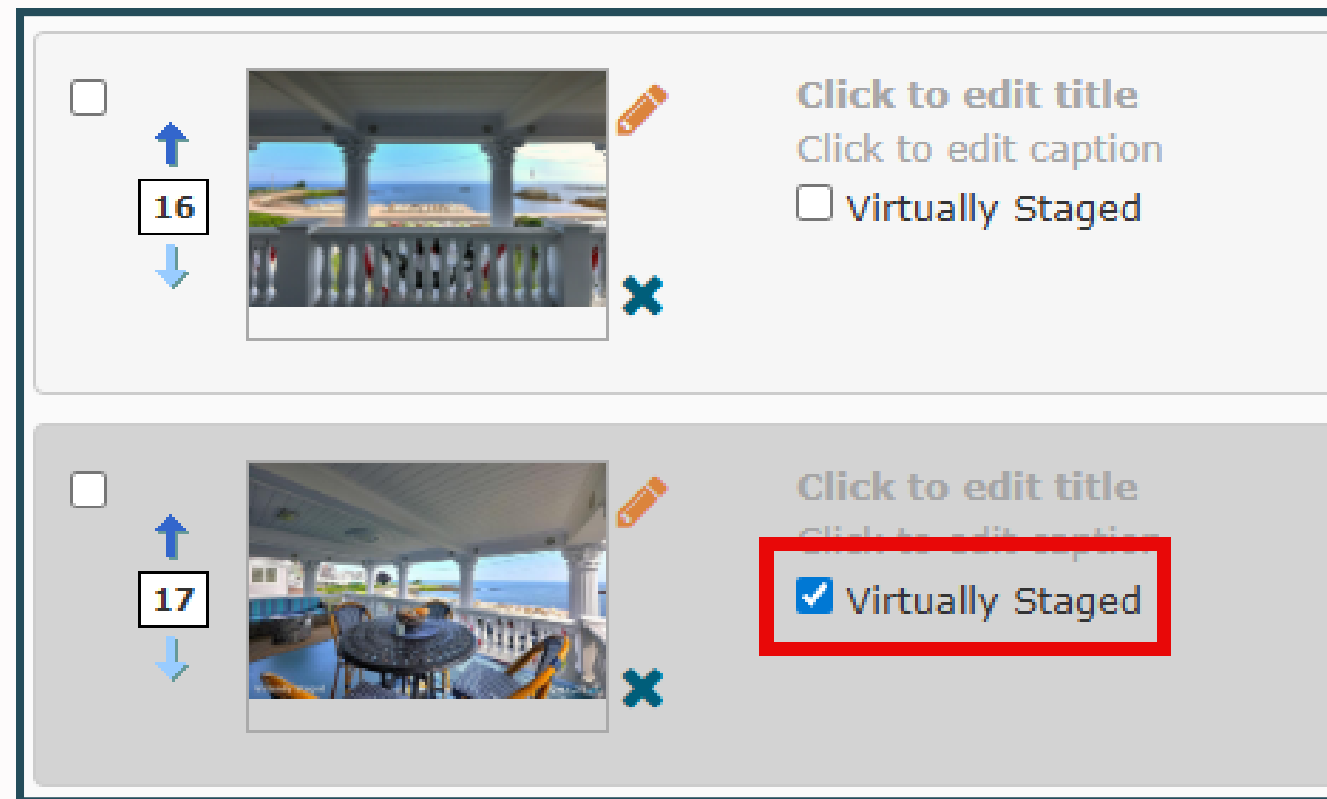
After a single-family, multi-family, or condo for Sale listing is marked closed, the buyer's agent can review and edit specific information to help ensure the closed listing reflects the most current and accurate data.

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



Virtual Staging

Virtual Staging enhances property photos to showcase potential design elements to buyers. After uploading a photo to your listing, select “Virtually Staged” next to the appropriate image. Once uploaded to the MLS, a “Virtually Staged” watermark will appear in the bottom left corner of the photo:



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

For more information on adding and managing photos, [click here](#).

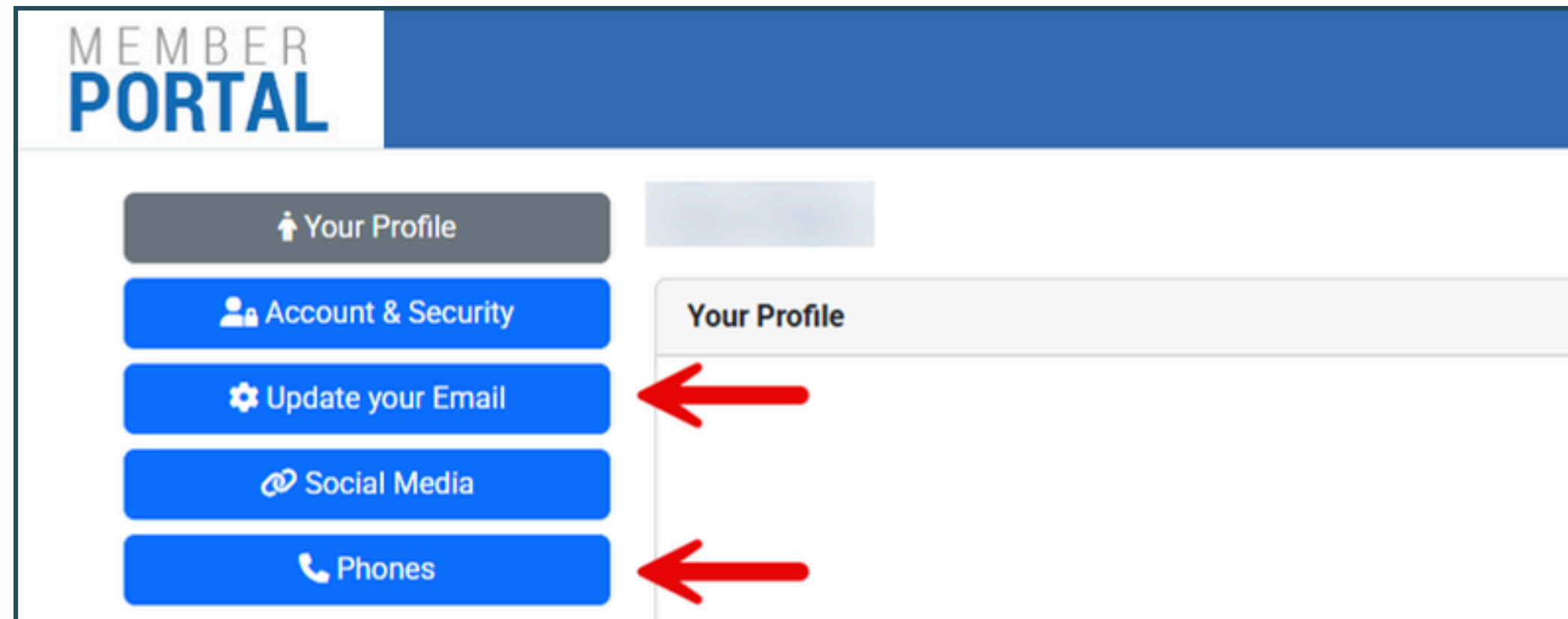


How to Change Email or Phone Number

To ensure you and your agents stay up to date with the latest information, here's a quick refresher on how to update your email address and phone number in your Member Portal.

From the SmartMLS Dashboard, click on [Agent Profile](#) under [Smart Agent Options](#):

You will be directed to your Member Portal. In the upper-right corner, select [Menu](#) > [Personal Services](#) > [Personal Information](#). This will display the options listed below:



From here, you can easily update your email, phone, social media, and more.
For the full article, [click here](#).



May Training Schedule

Tuesday, 5/19, 10:30AM:

Editing Listings in connectMLS

Thursday, 5/21, 10:30AM:

Deeper Dive into Searching

Tuesday, 5/26, 2PM:

Getting Started with SmartMLS Sign (*NEW!*)

Wednesday, 5/27, 10AM:

Make Time for ShowingTime

[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	4-2025	4-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		4,189	4,527	+ 8.1%	13,023	12,359	- 5.1%
Pending Sales		2,967	2,931	- 1.2%	9,873	9,304	- 5.8%
Closed Sales		2,485	2,317	- 6.8%	8,812	8,181	- 7.2%
Days on Market Until Sale		27	35	+ 29.6%	33	38	+ 15.2%
Median Sales Price		\$415,000	\$430,000	+ 3.6%	\$396,000	\$411,750	+ 4.0%
Average Sales Price		\$594,149	\$628,887	+ 5.8%	\$553,081	\$589,215	+ 6.5%
Percent of List Price Received		103.4%	102.7%	- 0.7%	102.0%	101.6%	- 0.4%
Housing Affordability Index		109	110	+ 0.9%	114	115	+ 0.9%
Inventory of Homes for Sale		6,196	6,206	+ 0.2%	—	—	—
Months Supply of Inventory		2.2	2.2	0.0%	—	—	—

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

Data is derived from SmartMLS for the period of April 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 (Apr. 2025)	# of New Listings (Apr. 2026)	Percent Change	Closed Sales (Apr. 2025)	Closed Sales (Apr. 2026)	Percent Change	Average Sales Price (Apr. 2025)	Average Sales Price (Apr. 2026)	Percent Change
Fairfield	934	977	+4.6%	453	422	-6.8%	\$1,223,827	\$1,359,279	+11.1%
Hartford	696	736	+5.7%	475	405	-14.7%	\$479,144	\$481,690	+0.5%
Litchfield	236	267	+13.1%	122	120	-1.6%	\$626,946	\$573,632	-8.5%
Middlesex	213	195	-8.5%	102	74	-27.5%	\$527,961	\$641,763	+21.6%
New Haven	706	765	+8.4%	412	379	-8.0%	\$506,684	\$504,272	-0.5%
New London	284	315	+10.9%	161	163	+1.2%	\$434,322	\$469,557	+8.1%
Tolland	142	160	+12.7%	77	82	+6.5%	\$447,166	\$469,767	+5.1%
Windham	137	140	+2.2%	70	65	-7.1%	\$404,254	\$408,918	+1.2%

Data is derived from SmartMLS for the period of April 2025-2026. 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.



Condo/Townhouse Market Updates - By County

County	# of New Listings (Apr. 2025)	# of New Listings (Apr. 2026)	Percent Change	Closed Sales (Apr. 2025)	Closed Sales (Apr. 2026)	Percent Change	Average Sales Price (Apr. 2025)	Average Sales Price (Apr. 2026)	Percent Change
Fairfield	277	312	+12.6%	198	200	+1.0%	\$490,963	\$566,977	+15.5%
Hartford	176	198	+12.5%	149	129	-13.4%	\$290,117	\$302,596	+4.3%
Litchfield	42	57	+35.7%	28	34	+21.4%	\$303,296	\$332,094	+9.5%
Middlesex	31	53	+71.0%	25	27	+8.0%	\$285,892	\$283,598	-0.8%
New Haven	239	265	+10.9%	162	163	+0.6%	\$327,688	\$332,425	+1.4%
New London	48	65	+35.4%	30	35	+16.7%	\$290,837	\$255,754	-12.1%
Tolland	21	24	+14.3%	14	11	-21.4%	\$219,064	\$268,718	+22.7%
Windham	7	10	+42.9%	7	10	+42.9%	\$252,929	\$289,780	+14.6%

Data is derived from SmartMLS for the period of April 2025-2026. 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.



Rental Market Updates - By County

County	# of Active Rentals (Apr. 2025)	# of Active Rentals (Apr. 2026)	Percent Change	Number of Properties Leased (Apr. 2025)	Number of Properties Leased (Apr. 2026)	Percent Change	Average Monthly Lease Price (Apr. 2025)	Average Monthly Lease Price (Apr. 2026)	Percent Change
Fairfield	1,213	1,296	+6.8%	513	448	-12.7%	\$3,699	\$4,020	+8.7%
Hartford	639	668	+4.5%	187	261	+39.6%	\$2,085	\$2,229	+6.9%
Litchfield	308	335	+8.8%	63	77	+22.2%	\$5,110	\$3,889	-23.9%
Middlesex	241	177	-26.6%	55	43	-21.8%	\$2,000	\$2,166	+8.3%
New Haven	960	1,099	+14.5%	297	316	+6.4%	\$2,246	\$2,266	+0.9%
New London	321	284	-11.5%	102	82	-19.6%	\$2,423	\$1,958	-19.2%
Tolland	72	61	-15.3%	14	16	+14.3%	\$1,978	\$1,790	-9.5%
Windham	53	57	+7.5%	10	14	+40.0%	\$1,705	\$1,763	+3.4%

Data is derived from SmartMLS for the period of April 2025-2026. 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.



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

