

SMART 

Broker Slides

June 2026



Table of Contents

Reminders/Quick Tips	3-7
Tax Phase-Ins	3
Warnings vs. Errors	4
Date Fields in Add/Edit	5-6
Selling Agent Options	7
SQFT Guidelines	8
Market Statistics for May 2026	9-12
Follow Our Socials	13
SmartMLS Resources	14

Current Phase-In Information

Currently, there are 11 towns in Connecticut that are undergoing a tax assessment phase-in process, including:

- Bloomfield
- Canton
- Hamden
- Milford
- Norwalk
- Orange
- Stratford
- Torrington
- Waterbury
- Wethersfield
- Windsor Locks

As a reminder, a tax phase-in occurs during a town's revaluation, gradually implementing the new tax assessment over several years rather than all at once.

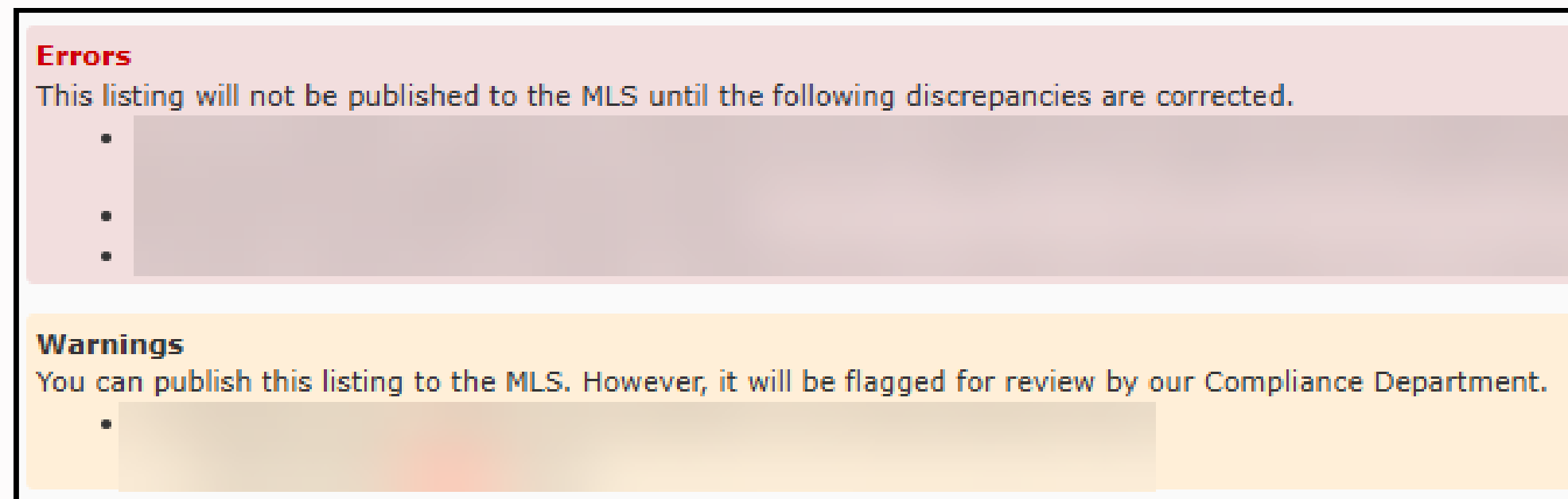


For more information, [click here](#).

Warnings vs. Errors

When you are adding or editing a listing and are finished making your changes, you may encounter warnings or errors after you click the *Validate/ Validate for Publishing*.

An **error** will prevent you from saving your changes or publishing your listing. If there are errors on your input form, the "*Save Listing*" or "*Publish Listing*" buttons will not appear in the top right corner. You must correct the error(s) before proceeding.



The screenshot displays two sections of feedback messages. The top section, titled "Errors" in red, has a light pink background and states: "This listing will not be published to the MLS until the following discrepancies are corrected." Below this text is a list of three bullet points, each followed by a greyed-out rectangular area representing redacted error details. The bottom section, titled "Warnings" in black, has a light yellow background and states: "You can publish this listing to the MLS. However, it will be flagged for review by our Compliance Department." Below this text is a single bullet point followed by a greyed-out rectangular area representing redacted warning details.

A **warning** serves as a reminder to review certain fields that you might want to verify before saving or publishing. However, you can still save your changes without addressing any of the fields that generated a warning.

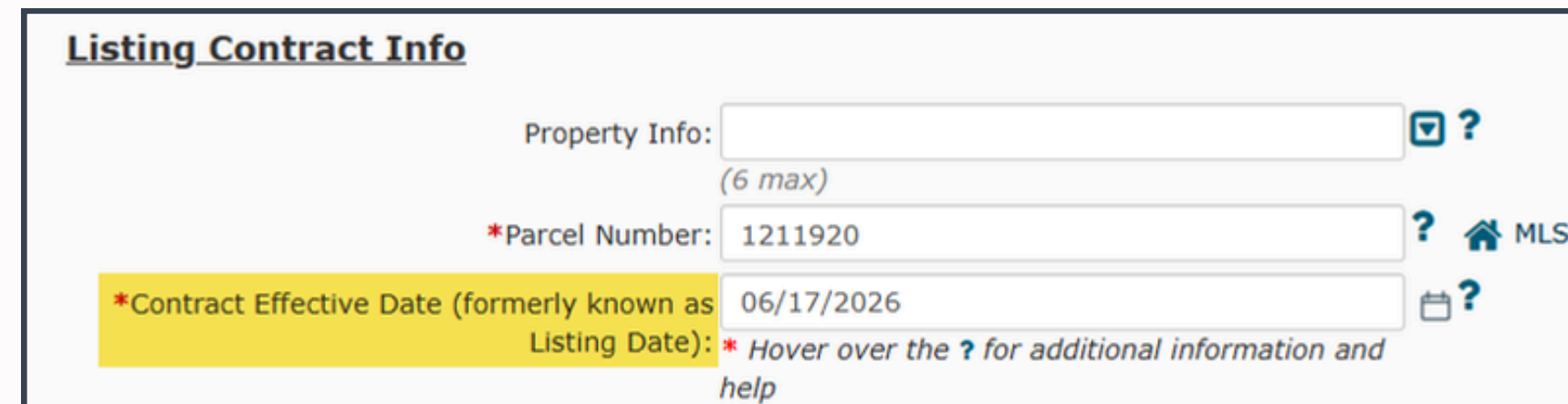


For the full article, [click here](#).


Quick Tip: Date Fields in Add/Edit


Contract Effective Date:


The Contract Effective Date **marks the start of the listing agreement** between the seller and listing agent. If the listing is posted to the MLS within 2 days, Days on Market (DOM) starts accruing on this date.



Listing Contract Info

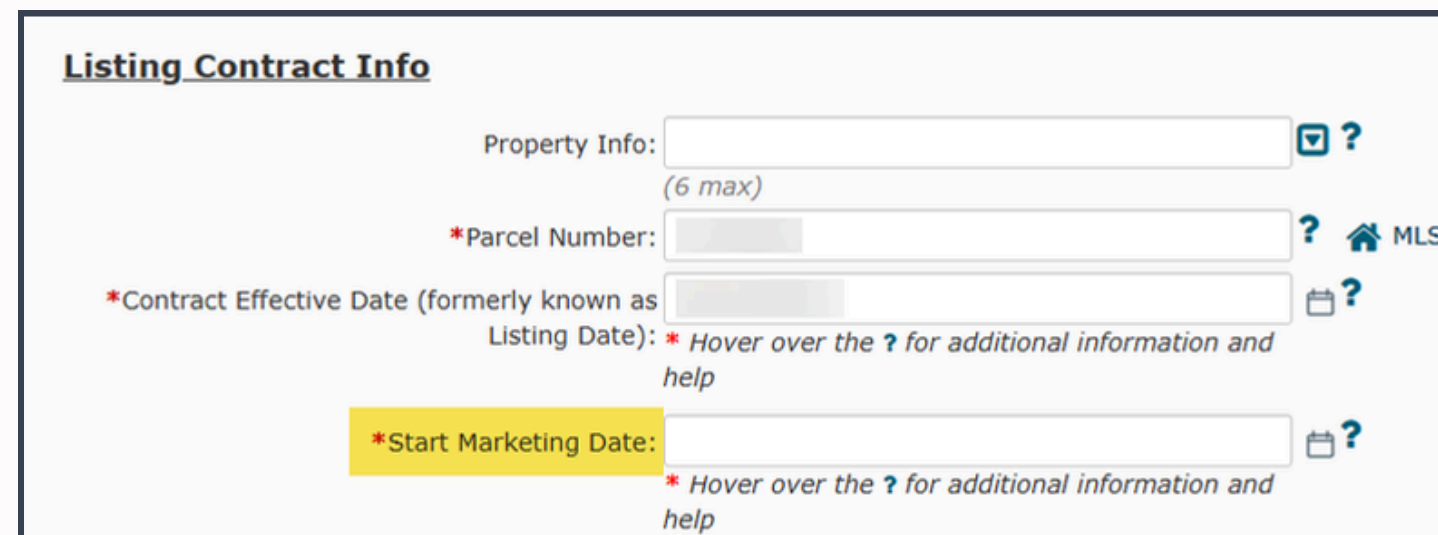
Property Info:  ?
(6 max)

*Parcel Number: ?  MLS


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


Start Marketing Date (for *Delayed Listings* only):


This field appears when **marketing begins more than 48 hours** after the Contract Effective Date. It indicates when the listing becomes Active or Coming Soon, and Days on Market (DOM) begin from the Start Marketing Date.




Listing Contract Info

Property Info:  ?
(6 max)

*Parcel Number: ?  MLS

*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



Date Fields in Add/Edit (cont'd)

Start Marketing Date Document (for Delayed Listings Only):

This field identifies the document that confirms when public marketing will begin, either from the **Listing Agreement** or the **Delayed Listing/ Start Marketing Addendum**

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

*Start Marketing Date Document: ?

Clear Cancel

Listing Agreement ?
Delayed Listing/Start Marketing Addendum ?

Go Active Date (for **Coming Soon** Listings Only):

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

Listing Contract Info

Property Info: ?
(6 max)

*Parcel Number: 1211920 ? MLS

*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



Quick Tip: Selling Agent Options

To enhance the accuracy of transaction data and comparables, there are two new options for completing the Selling Agent field when marking a listing as UC-CTS, UC, or Closed.

1.) Non-Member Agent

If the agent who represented the buyer is not a member of SmartMLS, enter **NONMEM** in the Buyer Agent MLS ID field. This will automatically fill in 13437 as the Office ID.

2.) Unrepresented Buyer

If no real estate agent was involved on the buyer side of the transaction, use the code **BUYER** to signify the buyer was unrepresented. This will fill in 13438 as the Office ID.

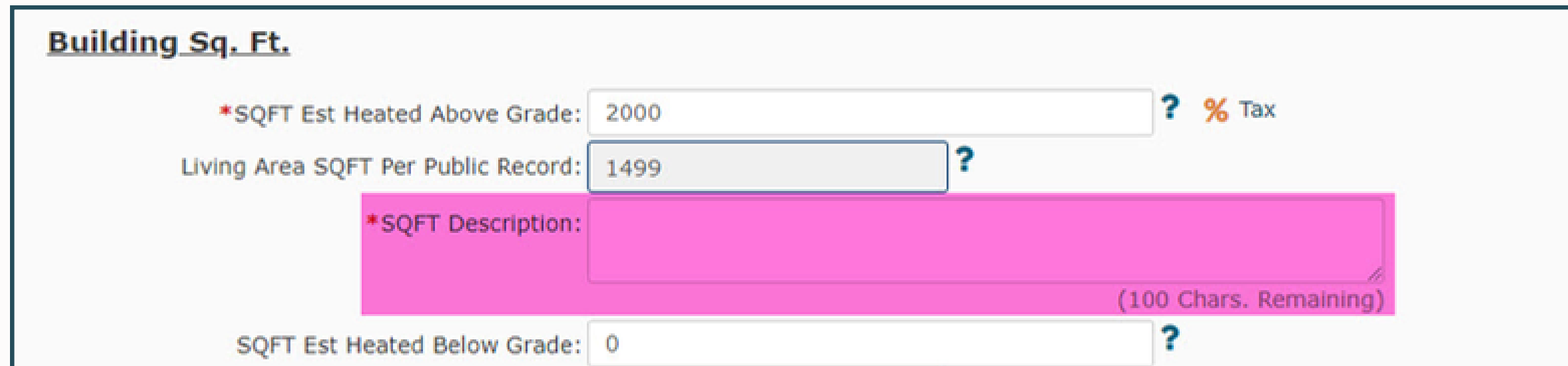


[CLICK HERE](#) for further information.

Square Footage Guidelines

When entering a listing, the SQFT value is automatically sourced from tax records. connectMLS allows for manual SQFT entry in two fields: Estimated Above Grade Heated Square Feet and Estimated Below Grade Heated Square Feet, indicating living space above or below grade.

If you enter information that differs from the square footage amount that is on the tax record, a new field (SQFT Description) will appear on the input form that allows you to explain the discrepancy:



Building Sq. Ft.

*SQFT Est Heated Above Grade: 2000 ? % Tax

Living Area SQFT Per Public Record: 1499 ?

*SQFT Description: (100 Chars. Remaining)

SQFT Est Heated Below Grade: 0 ?



NOTE: The SQFT Description field is only seen by SmartMLS Staff. This does not populate on your listing. For the full article, [CLICK HERE](#).

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	5-2025	5-2026	% Change	YTD 2025	YTD 2026	% Change
New Listings		4,694	4,766	+ 1.5%	17,716	17,163	- 3.1%
Pending Sales		3,222	3,470	+ 7.7%	13,093	12,665	- 3.3%
Closed Sales		2,974	2,714	- 8.7%	11,786	10,903	- 7.5%
Days on Market Until Sale		24	28	+ 16.7%	30	35	+ 16.7%
Median Sales Price		\$425,000	\$460,000	+ 8.2%	\$400,000	\$420,000	+ 5.0%
Average Sales Price		\$603,203	\$649,259	+ 7.6%	\$565,725	\$603,855	+ 6.7%
Percent of List Price Received		103.6%	103.7%	+ 0.1%	102.4%	102.2%	- 0.2%
Housing Affordability Index		105	100	- 4.8%	112	110	- 1.8%
Inventory of Homes for Sale		7,032	7,125	+ 1.3%	—	—	—
Months Supply of Inventory		2.5	2.5	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 (May 2025)	# of New Listings (May 2026)	Percent Change	Closed Sales (May 2025)	Closed Sales (May 2026)	Percent Change	Average Sales Price (May 2025)	Average Sales Price (May 2026)	Percent Change
Fairfield	1,023	972	-5.0%	535	471	-12.0%	\$1,268,304	\$1,336,166	+5.4%
Hartford	808	830	+2.7%	561	470	-16.2%	\$471,136	\$532,602	+13.0%
Litchfield	280	277	-1.1%	163	177	+8.6%	\$621,078	\$733,947	+18.2%
Middlesex	227	194	-14.5%	139	115	-17.3%	\$575,006	\$585,835	+1.9%
New Haven	760	833	+9.6%	508	462	-9.1%	\$479,462	\$563,307	+17.5%
New London	348	368	+5.7%	179	193	+7.8%	\$500,646	\$523,221	+4.5%
Tolland	168	170	+1.2%	101	93	-7.9%	\$440,241	\$502,187	+14.1%
Windham	125	159	+27.2%	102	91	-10.8%	\$383,205	\$417,037	+8.8%

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Condo/Townhouse Market Updates - By County

County	# of New Listings (May 2025)	# of New Listings (May 2026)	Percent Change	Closed Sales (May 2025)	Closed Sales (May 2026)	Percent Change	Average Sales Price (May 2025)	Average Sales Price (May 2026)	Percent Change
Fairfield	302	289	-4.3%	224	189	-15.6%	\$505,471	\$526,914	+4.2%
Hartford	223	237	+6.3%	166	160	-3.6%	\$307,902	\$312,993	+1.7%
Litchfield	47	46	-2.1%	35	37	+5.7%	\$244,687	\$323,509	+32.2%
Middlesex	42	36	-14.3%	35	32	-8.6%	\$345,783	\$309,981	-10.4%
New Haven	254	265	+4.3%	176	192	+9.1%	\$326,932	\$349,664	+7.0%
New London	48	55	+14.6%	38	39	+2.6%	\$295,478	\$382,218	+29.4%
Tolland	19	27	+42.1%	19	15	-21.1%	\$279,132	\$313,600	+12.3%
Windham	20	8	-60.0%	7	7	0.0%	\$383,733	\$305,000	-20.5%

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Rental Market Updates - By County

County	# of Active Rentals (May 2025)	# of Active Rentals (May 2026)	Percent Change	Number of Properties Leased (May 2025)	Number of Properties Leased (May 2026)	Percent Change	Average Monthly Lease Price (May 2025)	Average Monthly Lease Price (May 2026)	Percent Change
Fairfield	1,239	1,292	+4.3%	452	475	+5.1%	\$4,434	\$4,024	-9.3%
Hartford	659	723	+9.7%	249	199	-20.1%	\$2,156	\$2,168	+0.5%
Litchfield	291	310	+6.5%	79	70	-11.4%	\$3,946	\$3,903	-1.1%
Middlesex	210	185	-11.9%	66	46	-30.3%	\$2,170	\$2,704	+24.6%
New Haven	1,027	1,090	+6.1%	308	299	-2.9%	\$2,499	\$2,298	-8.0%
New London	315	265	-15.9%	80	82	+2.5%	\$2,247	\$2,046	-8.9%
Tolland	68	65	-4.4%	15	14	-6.7%	\$2,221	\$2,354	+6.0%
Windham	38	58	+52.6%	18	17	-5.6%	\$1,599	\$1,671	+4.5%

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Follow Our Socials



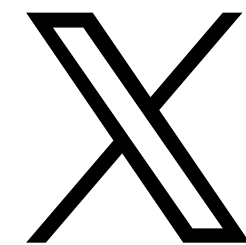
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Additional SmartMLS Resources

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

