



SMART
MLS

Broker Slides

December 2025

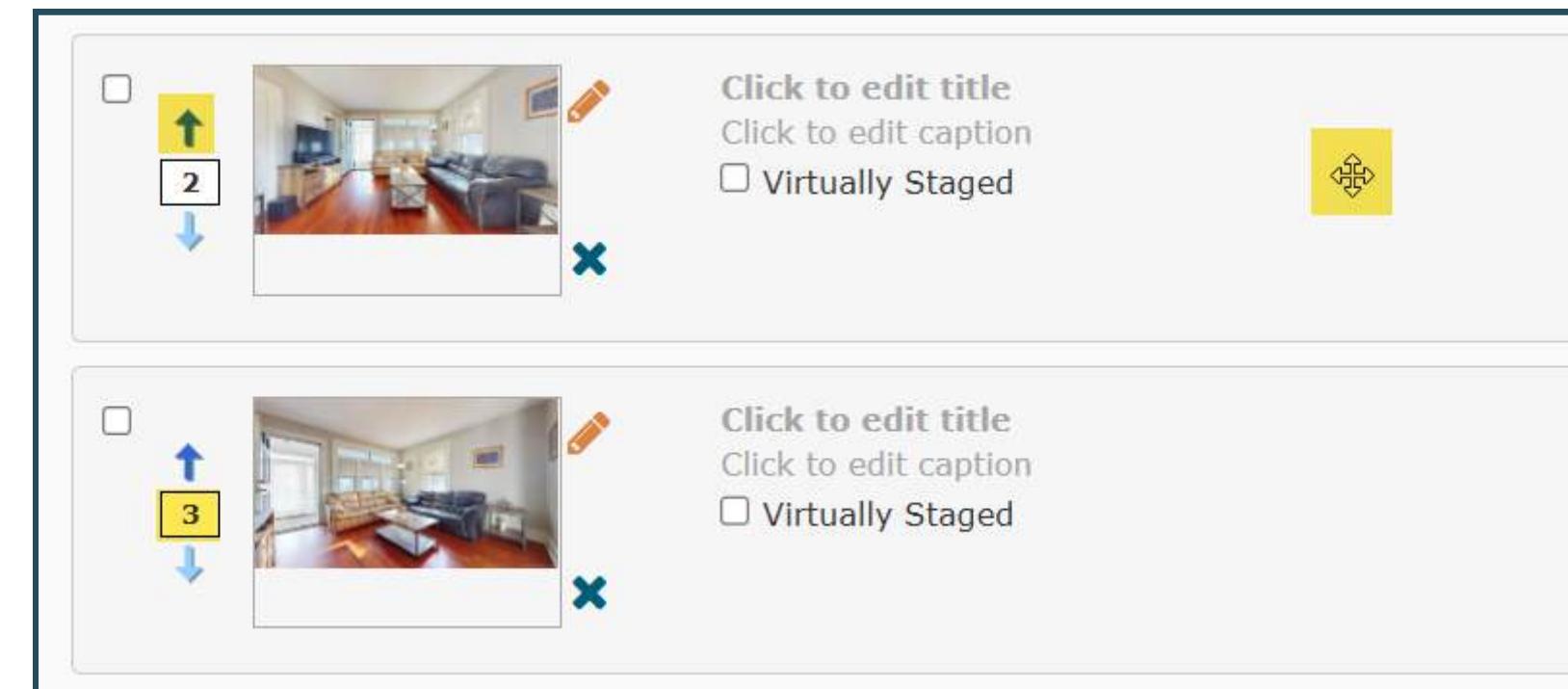
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Reordering Photos in Add/Edit

There are **three** different ways to rearrange your photos in connectMLS:

- 1.) Use the **blue arrows** to move the photo either up or down.
- 2.) Use the **drag and drop** feature to grab a photo and manually place it where you'd like it to appear.
- 3.) Use the **number box** in between the arrows to choose the position where you want the photo to appear. For example, entering “1” will place the photo as the first image in the listing.



For the full article on adding and managing photos, [click here](#).

Agent Production Detail Report

As 2025 draws to a close, it's a good time to leverage the Agent Production Detail report for valuable insights into closed sales performance. This report can be generated for your own office or firm, or for another SmartMLS agent, office or firm.

CLICK HERE to learn how to properly run the report.

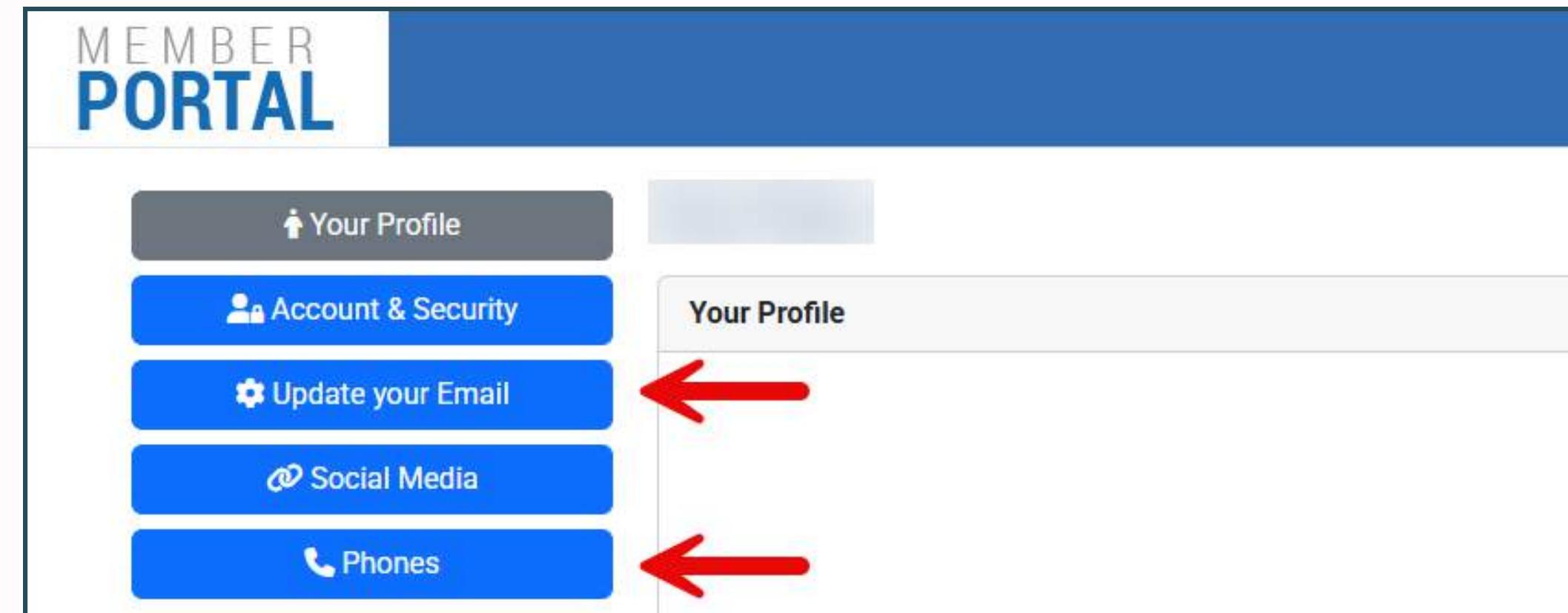


How to Change Email or Phone Number

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:

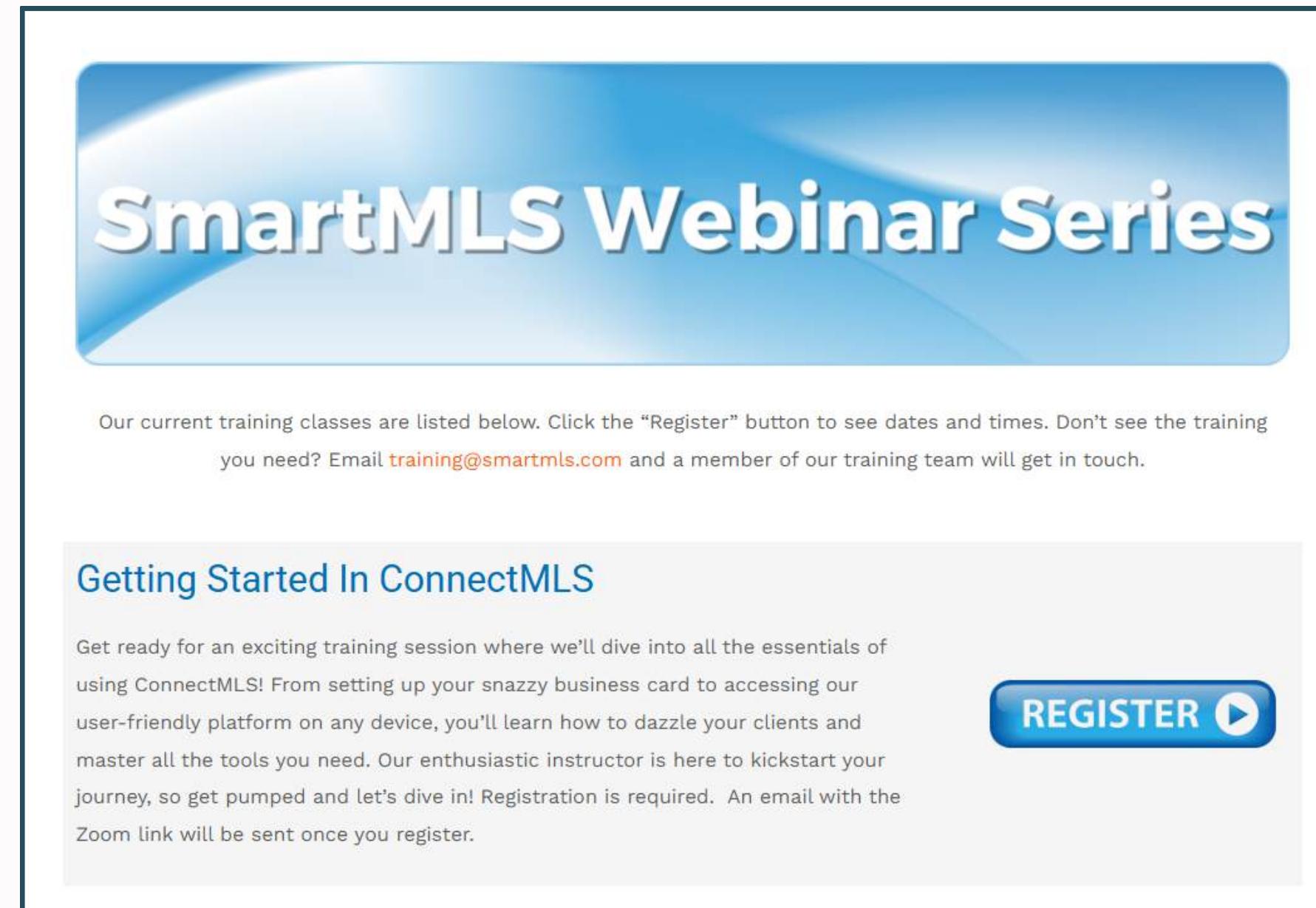


From here, you can easily update your email, phone, social media, and more.
For the full article, [click here](#).



NEW: Training Calendar

We have updated our training calendar page with a refreshed, modern look to make it easier to navigate and more user-friendly. The new design ensures that all upcoming training sessions are clearly presented and simple to find.



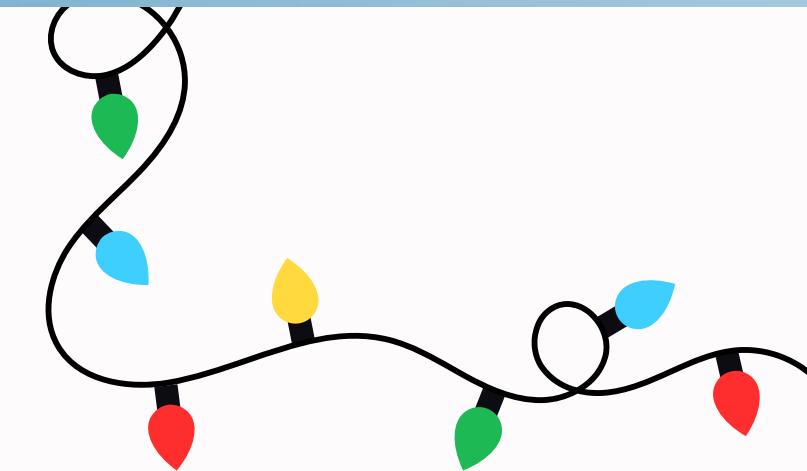
The image shows a screenshot of the SmartMLS Webinar Series landing page. The page has a blue header with the text "SmartMLS Webinar Series". Below the header, there is a message: "Our current training classes are listed below. Click the "Register" button to see dates and times. Don't see the training you need? Email training@smartmls.com and a member of our training team will get in touch." Under this message, there is a section titled "Getting Started In ConnectMLS" with a description of the session and a "REGISTER" button. The description text is: "Get ready for an exciting training session where we'll dive into all the essentials of using ConnectMLS! From setting up your snazzy business card to accessing our user-friendly platform on any device, you'll learn how to dazzle your clients and master all the tools you need. Our enthusiastic instructor is here to kickstart your journey, so get pumped and let's dive in! Registration is required. An email with the Zoom link will be sent once you register."



[**CLICK HERE**](#) to view our updated calendar.

Upcoming Holiday Hours

Happy Holidays from SmartMLS to you!



Tuesday, 12/23: 8:30AM - 3:00PM

Wednesday, 12/24 & Thursday, 12/25: Closed

Friday, 12/26: 8:30AM - 5:00PM

Saturday, 12/27 & Sunday, 12/28: 9:00AM - 3:00PM

Monday, 12/29 & Tuesday, 12/30: 8:30AM - 5:00PM

Wednesday, 12/31: 8:30AM - 3:00PM

Thursday, 1/1: Closed



Regular office hours resume on Friday, January 2.

All Residential Properties Market Overview

SMART MLS

Key metrics by report month and for year-to-date (YTD) starting from the first of the year:

Key Metrics	Historical Sparkbars					11-2024	11-2025	% Change	YTD 2024	YTD 2025	% Change
	11-2023	5-2024	11-2024	5-2025	11-2025						
New Listings		2,532	2,518	- 0.6%	38,565	40,429	+ 4.8%				
Pending Sales		2,716	2,704	- 0.4%	31,216	32,153	+ 3.0%				
Closed Sales		2,868	2,564	- 10.6%	30,555	31,295	+ 2.4%				
Days on Market Until Sale		26	28	+ 7.7%	26	26	0.0%				
Median Sales Price		\$390,000	\$425,000	+ 9.0%	\$400,000	\$425,000	+ 6.3%				
Average Sales Price		\$541,443	\$618,211	+ 14.2%	\$555,307	\$599,379	+ 7.9%				
Percent of List Price Received		102.0%	101.2%	- 0.8%	103.0%	102.5%	- 0.5%				
Housing Affordability Index		111	107	- 3.6%	108	107	- 0.9%				
Inventory of Homes for Sale		6,205	6,390	+ 3.0%	—	—	—				
Months Supply of Inventory		2.2	2.2	0.0%	—	—	—				

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

The data presented is up to date as of December 8, 2025. All data from SmartMLS. Report © 2025 ShowingTime.



Single Family Market Updates - By County

County	# of New Listings (Nov. 2024)	# of New Listings (Nov. 2025)	Percent Change	Closed Sales (Nov. 2024)	Closed Sales (Nov. 2025)	Percent Change	Average Sales Price (Nov. 2024)	Average Sales Price (Nov. 2025)	Percent Change
Fairfield	404	380	-5.9%	497	488	-1.8%	\$1,113,861	\$1,297,926	+16.5%
Hartford	476	456	-4.2%	556	497	-10.6%	\$430,393	\$457,025	+6.2%
Litchfield	145	139	-4.1%	172	128	-25.6%	\$485,746	\$566,968	+16.7%
Middlesex	113	116	+2.7%	121	133	+9.9%	\$540,708	\$561,787	+3.9%
New Haven	433	407	-6.0%	487	420	-13.8%	\$464,862	\$464,702	-0.0%
New London	173	207	+19.7%	201	199	-1.0%	\$427,180	\$566,799	+32.7%
Tolland	95	101	+6.3%	105	88	-16.2%	\$397,307	\$474,112	+19.3%
Windham	107	85	-20.6%	78	75	-3.8%	\$387,673	\$382,395	-1.4%



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Condo/Townhouse Market Updates - By County

County	# of New Listings (Nov. 2024)	# of New Listings (Nov. 2025)	Percent Change	Closed Sales (Nov. 2024)	Closed Sales (Nov. 2025)	Percent Change	Average Sales Price (Nov. 2024)	Average Sales Price (Nov. 2025)	Percent Change
Fairfield	157	199	+26.8%	188	184	-2.1%	\$494,724	\$478,663	-3.2%
Hartford	147	144	-2.0%	167	119	-28.7%	\$285,305	\$286,297	+0.3%
Litchfield	27	20	-25.9%	30	21	-30.0%	\$252,440	\$316,405	+25.3%
Middlesex	26	35	+34.6%	34	23	-32.4%	\$233,766	\$409,883	+75.3%
New Haven	170	165	-2.9%	174	141	-19.0%	\$314,766	\$314,717	-0.0%
New London	43	38	-11.6%	36	28	-22.2%	\$281,778	\$386,854	+37.3%
Tolland	10	19	+90.0%	11	17	+54.5%	\$256,100	\$274,635	+7.2%
Windham	6	7	+16.7%	11	3	-72.7%	\$262,282	\$220,500	-15.9%



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Rental Market Updates - By County

County	# of Active Rentals (Nov. 2024)	# of Active Rentals (Nov. 2025)	Percent Change	Number of Properties Leased (Nov. 2024)	Number of Properties Leased (Nov. 2025)	Percent Change	Average Monthly Lease Price (Nov. 2024)	Average Monthly Lease Price (Nov. 2025)	Percent Change
Fairfield	1,246	1,359	+9.1%	382	389	+1.8%	\$3,149	\$3,581	+13.7%
Hartford	698	786	+12.6%	202	171	-15.3%	\$2,004	\$2,091	+4.3%
Litchfield	263	306	+16.3%	66	52	-21.2%	\$2,172	\$2,211	+1.8%
Middlesex	218	255	+17.0%	37	55	+48.6%	\$1,993	\$2,345	+17.7%
New Haven	873	1,051	+20.4%	200	252	+26.0%	\$2,003	\$2,116	+5.6%
New London	358	366	+2.2%	80	65	-18.8%	\$1,886	\$2,100	+11.4%
Tolland	86	78	-9.3%	8	17	+112.5%	\$2,440	\$1,876	-23.1%
Windham	61	58	-4.9%	10	8	-20.0%	\$1,553	\$1,475	-5.0%



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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

