



SMART M L S

Broker Slides

December 2025

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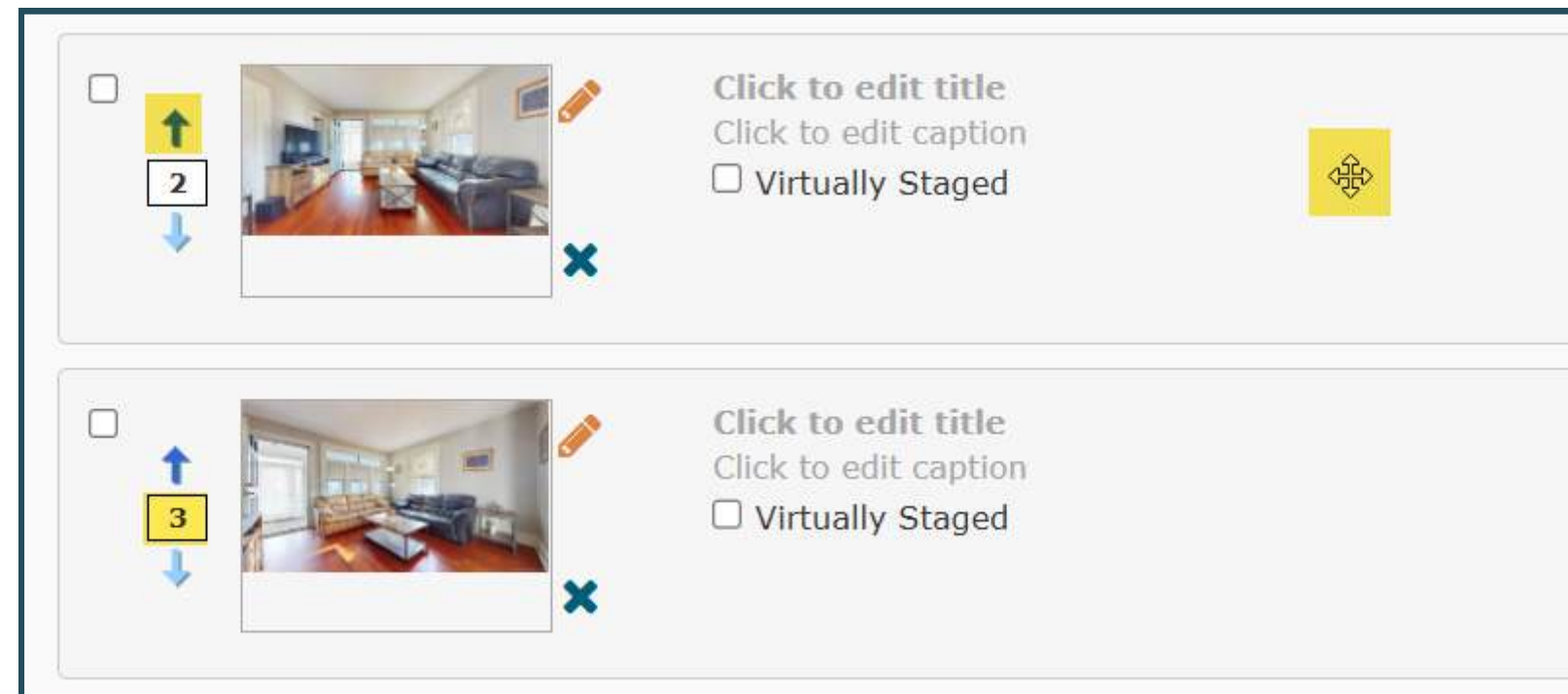
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Reordering Photos in Add/Edit

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.

Production Detail Report									
Agent Production Detail Criteria									
Property Type: Single Family For Sale, Condo/Town Sq For Sale, Multi Family For Sale, Residential Rental, Lots and Land For Sale, Business For Sale, Commercial For Lease, Commercial For Sale, Group Buy Report, Sales Manager Activity/Status Through: 12/16/2024, Office/Agent Status: ALL, All									
Status: Active or Pending/Active/Ready to Sell									
Alt ID	Status	Address	# Agents	Sale	Units	Volume	Sale Price	Cash Sales	YTD
179614176	0.00	12 Morris Ave CT	1	0.00	1.00	\$675,000	\$675,000	2024-06-11	0.00
19610176	0.00	11 Ridgemoor Rd 3	1	0.00	1.00	\$780,000	\$780,000	2024-06-10	0.00
19610176	0.00	35 Double Ave 2	2	0.00	0.00	\$1,000	\$1,000	2024-07-05	0.00
179610100	0.00	28 Chestnut ST	1	0.00	1.00	\$775,000	\$775,000	2024-07-05	0.00
179610100	0.00	101 Rockbrook Rd	1	0.00	1.00	\$790,000	\$790,000	2024-07-04	0.00
19610100	0.00	500 Maple Trl	1	0.00	0.00	\$200,000	\$200,000	2024-07-05	0.00
19610100	0.00	46 East Ave	1	0.00	1.00	\$750,000	\$750,000	2024-07-01	0.00
19610100	0.00	46 East Ave	1	0.00	1.00	\$750,000	\$750,000	2024-07-01	0.00
19610100	0.00	71 Wilbur Ave	1	0.00	1.00	\$1,000	\$1,000	2024-08-04	0.00
19610100	0.00	341 South	1	0.00	1.00	\$740,000	\$740,000	2024-08-01	0.00
19610100	0.00	341 South	1	0.00	1.00	\$740,000	\$740,000	2024-08-01	0.00
19610100	0.00	307 Longfellow	1	0.00	1.00	\$775,000	\$775,000	2024-08-04	0.00
19610100	0.00	11 Marlborough St	1	0.00	1.00	\$890,000	\$890,000	2024-08-01	0.00
19610100	0.00	10 Morris Ave	1	0.00	1.00	\$675,000	\$675,000	2024-08-01	0.00
179610117	0.00	100 Kings Hwy	1	0.00	1.00	\$675,000	\$675,000	2024-08-01	0.00
179610117	0.00	100 Kings Hwy	1	0.00	1.00	\$675,000	\$675,000	2024-08-01	0.00
19610104	0.00	101 Ridgemoor Rd	1	0.00	1.00	\$8,000	\$8,000	2024-08-01	0.00
19610104	0.00	6 1/2 Mile Road Rd	1	0.00	1.00	\$1,000,000	\$1,000,000	2024-08-01	0.00
19610104	0.00	11 Morris St	1	0.00	1.00	\$790,000	\$790,000	2024-08-01	0.00
19610104	0.00	11 Morris St	1	0.00	1.00	\$790,000	\$790,000	2024-08-01	0.00
19610104	0.00	11 Ave St	1	0.00	1.00	\$1,000	\$1,000	2024-08-01	0.00
19610104	0.00	11 Ave St	1	0.00	1.00	\$1,000	\$1,000	2024-08-01	0.00
179610100	0.00	100 Cedar Ave	2	0.00	0.00	\$175,000	\$175,000	2024-08-01	0.00
19610104	0.00	178 Maple St	1	0.00	1.00	\$775,000	\$775,000	2024-08-01	0.00
19610104	0.00	17 Southfield Ln St	1	0.00	0.00	\$790,000	\$790,000	2024-08-01	0.00
19610104	0.00	70 Lewis Ave	1	0.00	0.00	\$200,000	\$200,000	2024-08-01	0.00
19610104	0.00	101 Rockbrook Rd	1	0.00	1.00	\$790,000	\$790,000	2024-08-01	0.00
19610104	0.00	101 Shagbark Rd 101	1	0.00	0.00	\$175,000	\$175,000	2024-08-01	0.00
19610104	0.00	11 Ave St	1	0.00	0.00	\$175,000	\$175,000	2024-08-01	0.00

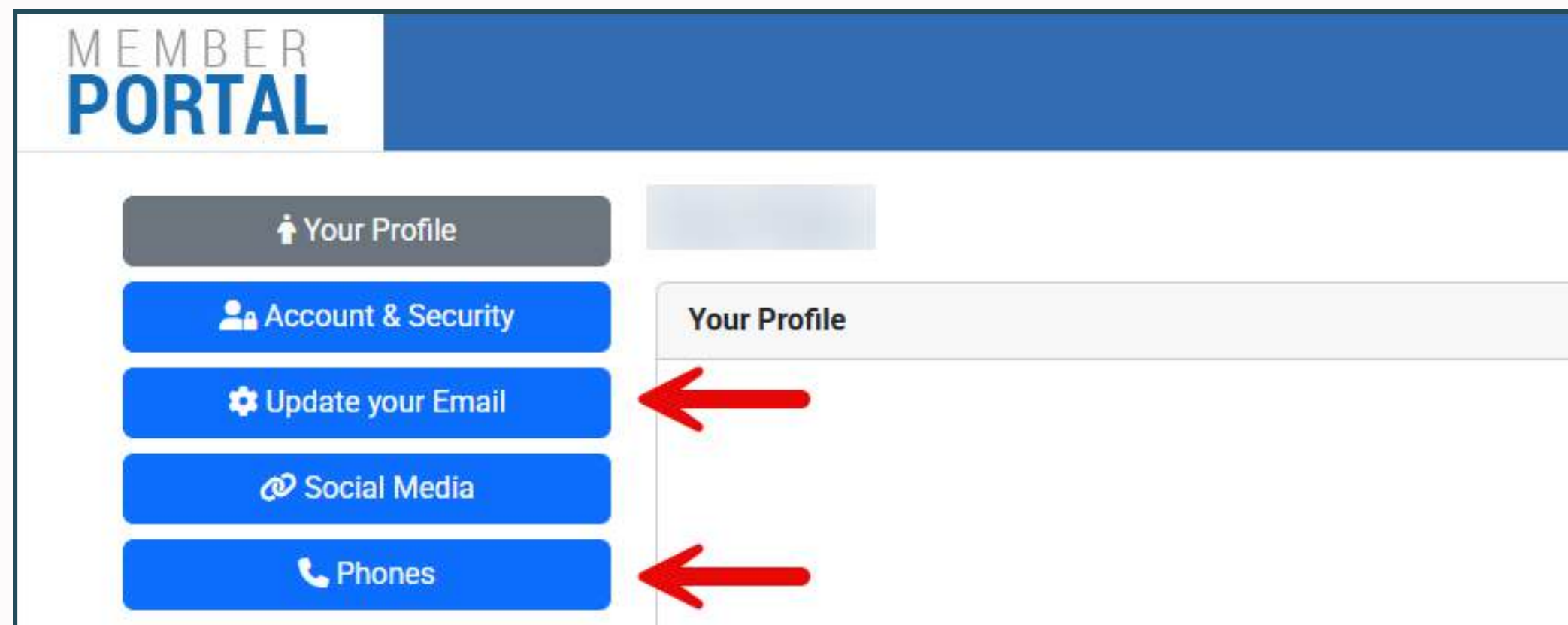


How to Change Email or Phone Number

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.



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.

Getting Started In ConnectMLS

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.

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

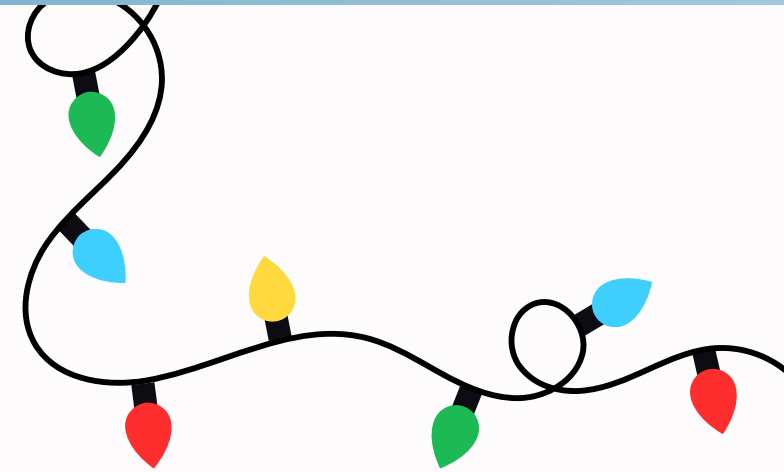
Saturday, 12/27 & Sunday, 12/28: 9:00AM - 3:00PM

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

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
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%

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



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

