



MLS Tools: InfoSparks & FastStats RE/MAX Branded App



InfoSparks is a housing market research tool designed specifically for fast analysis

- Compare up to four geographies at a time
- Filter search results by countless housing variable combinations
- Examine housing market metrics as counts, medians and averages
- Customize price and square footage ranges



SMART M L S

Home Discover Logout

Notification

MLS Products



Matrix



ShowingTime



InfoSparks



FastStats



Immoviewer



Remine



Elevate



Supra

MLS Products & Resources



Transaction Desk



RPR



Realist



ListTrac



Local Boards



CTR



DCP

Smart Agent Options



Smart Agent Profile



SmartDesk



Smart Compliance



Smart Forms



Smart Training

InfoSparks- Top Bar



The tool logo is on the left side. Tool options and profile information are on the right side. For the InfoSparks tab, you can select either MLS Data (default) or Public Records Data.

My Areas

Stored items from the mapping utility are located here.

Profile

Saved search parameters can be found here. Your profile is tied to your login credentials.

Select the question mark icon for basic tips on each section of the tool.

InfoSparks- Tabs

The screenshot shows a search interface for 'InfoSparks- Tabs'. At the top, there is a search bar with the text 'Entire MLS' and a blue 'x' icon to its right. To the right of the search bar is a button labeled '+ ADD AN...'. Below the search bar is a dropdown menu with a list of cities, each preceded by a location pin icon. The cities listed are: Entire MLS, Amenia CITY, Andover CITY, Ansonia CITY, Ashford CITY, Avon CITY, Barkhamsted CITY, Beacon Falls CITY, and Berlin. Below the list is a blue bar with two icons: a pencil and a list icon. Below this bar is a grid of six filter buttons: ALL, CITY, COUNTY, ZIP CODE, NEIGHBORHOOD, and MY AREAS.

Selection

Enter your inputs here. A drop-down list displays an alphabetical list of available searchable items or you can just start typing. You may add up to four tabs for comparison. The default is the Entire MLS.



Single-Tab Filters

Below the searchable list of items associated with your community are a set of filter options, including City, County, ZIP Code and Neighborhoods. My Areas will appear as a filter once you have added any to that portion of the tool.



Multi-Tab Filtering

When a second item is added, that item becomes the default filtering agent for direct comparison to other items. Whatever variables you choose here will be applied to all tabs. Similarly, you can choose a different tab and give it different variables. While any item is selected during multi-tab filtering, that item will be the hub of all selected variables. Filtering can be toggled on and off so you can also compare disparate variables to one another.

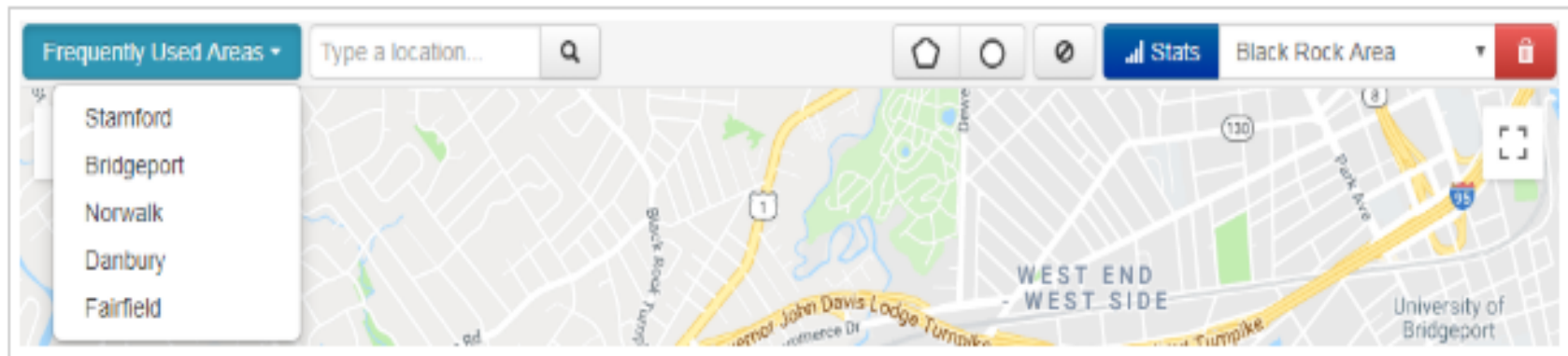


InfoSparks- My Areas



The "My Areas" option brings you to a mapping interface where you can draw your own areas for customized statistics.

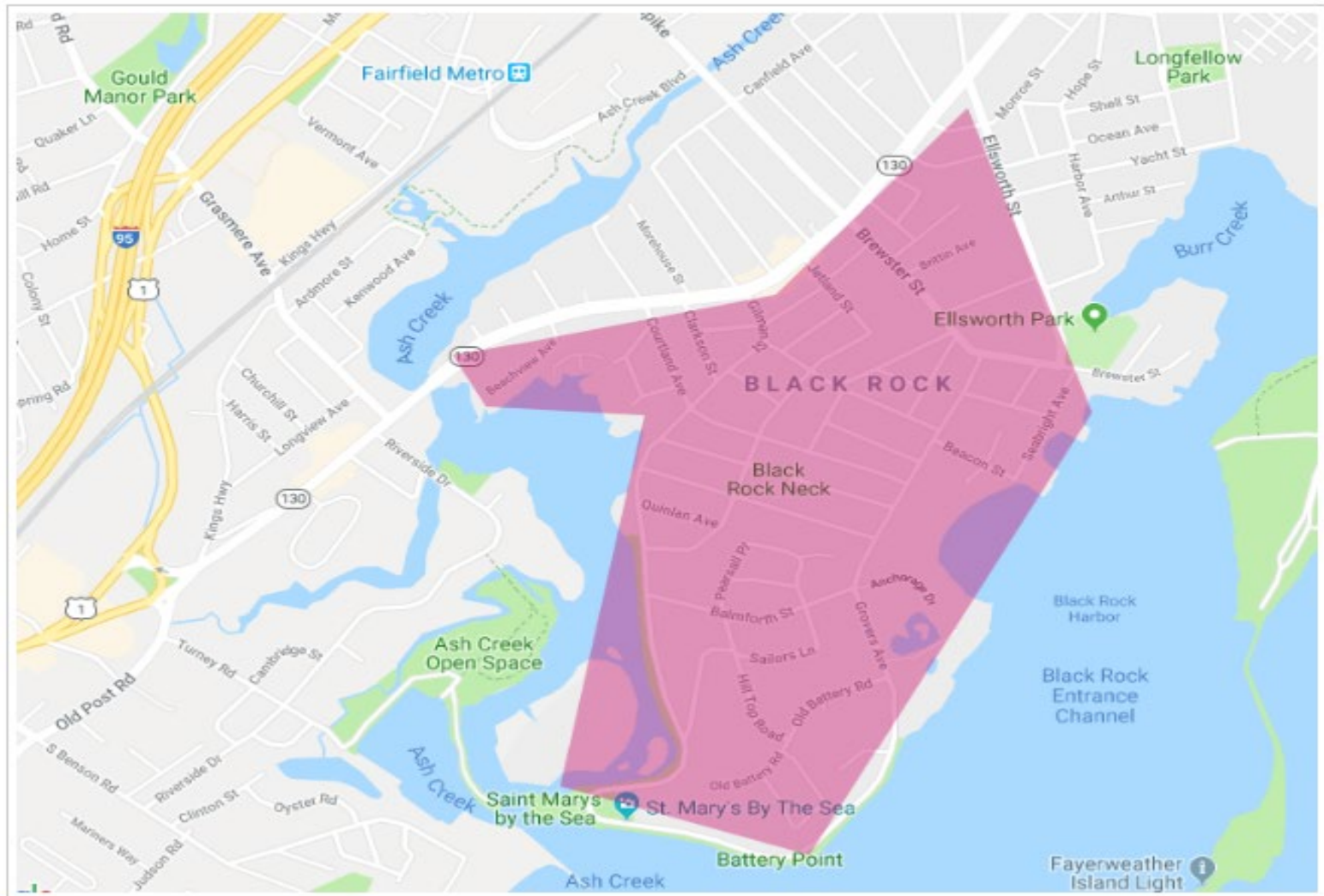
Pick a predefined area on the left or type a location (address, city, landmark, ZIP code, etc.).



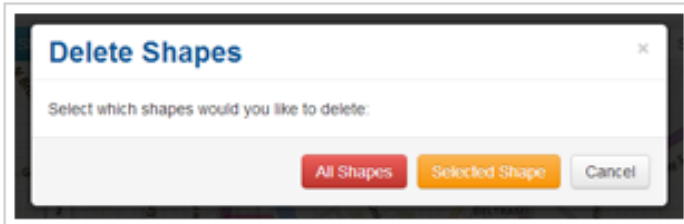
InfoSparks- My Areas



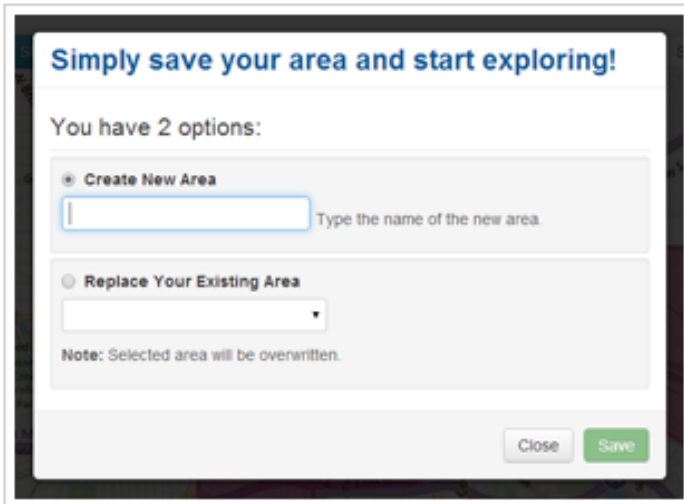
Use the polygon or circle tools to draw custom shapes on the map. Connect first and last points to finish a shape. Restart, save and trash areas with ease.



InfoSparks- My Areas

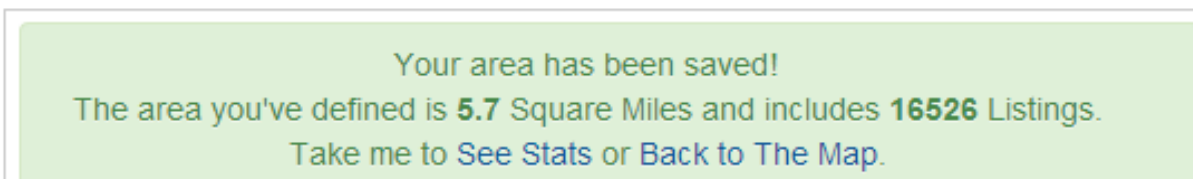


To delete shapes you are working on and start over, select the crossed-out circle to receive a **Delete Shapes** message box.



If you are happy with the shape(s) you have created, select the green Save button. You'll get a message that asks you to choose to create a new area or replace an existing area.

Once you have saved your shape, a green box will tell you the amount of square miles and the amount of listings that the area contains. You can choose to **See Stats** or go **Back to the Map**.



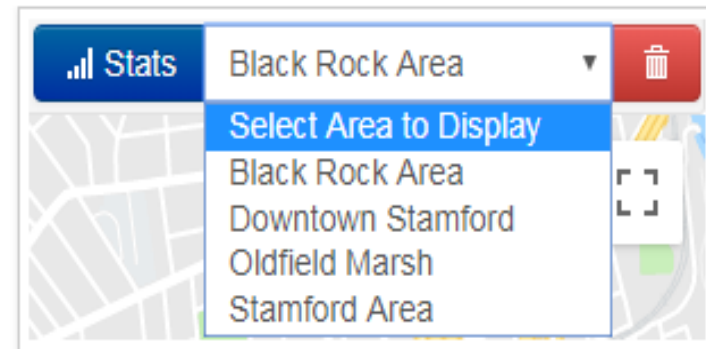
InfoSparks- My Areas



Area shapes are accessible on the drop-down list at the top-right of the map toolbar. Shapes not visited for an extended period will still exist on the list but will go from **Active Areas** to **Archived Areas**.

Delete saved shapes by clicking the red trash can.

After shapes are made and saved, a blue **Stats** button will exist in place of the green **Save** button. This will bring you to the stats in the main viewing area of InfoSparks. A **My Areas** filter will now appear alongside other Area filters.



InfoSparks- Variables



- All variables default to the "All" category
- Within a vertical variable category, each selected option will be plotted into one item on a chart unless the double-arrowed splitter "Breakout" icon is selected
- Breakouts can only be performed on one variable vertical at a time

InfoSparks- Variables



PRICE RANGE **CUSTOM** 

All Price Ranges

\$170,999 or Less

\$171,000 to \$268,999

\$269,000 to \$433,999

\$434,000 or More

PROPERTY TYPE 

All Property Types

Single Family

Condo

Mobile/Manufactured

BEDROOMS 

All Bedrooms

1 Bedroom or Fewer

2 Bedrooms

3 Bedrooms

4 Bedrooms or More

BATHROOMS 


All Bathrooms

1 Bathroom or Fewer

2 Bathrooms

3 Bathrooms

4 Bathrooms or More

SQUARE FOOTAGE **CUSTOM** 

All Sizes

1,500 sq ft or Less

1,501 to 2,000 sq ft

2,001 to 2,500 sq ft

2,501 sq ft or More

InfoSparks- Variables



Breakouts Select a double-arrowed splitter icon to look at each item in that vertical variable category as a stand-alone value.



Price Ranges Ranges adjust for each area based on its sales history. Sold home prices are used when filtering by price for metrics with calculations based on sold data, and original list prices are used when filtering by price for filtering by price for non-closed metrics. Price ranges are customizable.

You may notice that Price Range historical line charts go flat when you mix it with Sales Price in a 12-month view. That's because these combinations create medians/averages for defined price ranges which will remain relatively static.

Property Type Separates properties by Single Family, Condo, Townhouse and Mobile.

Bedrooms Separates activity by properties with 1 Bedroom or Fewer, 2 Bedrooms, 3 Bedrooms, and 4 Bedrooms or More.

Bathrooms Separates activity by properties with 1 Bathroom or Fewer, 2 Bathrooms, 3 Bathrooms, and 4 Bathrooms or More.

Square Footage Separates activity by properties with 1,500 sq ft or Less, 1,501 to 2,000 sq ft, 2,001 to 2,500 sq ft and 2,501 sq ft or More. This variable is also customizable.

Year Built Separates activity for properties built in 1989 and Before, 1990 to 1999, 2000 to 2009, and 2010 and Later.

InfoSparks- Custom Ranges



Customize Price Ranges

Select pre-defined range(s) or create your own:

Custom Range

Enter start and end values for each range:

	,000	to	249,999	\$249,999 or Less
250,000		to	399,999	\$250,000 to \$399,999
400,000		to	599,999	\$400,000 to \$599,999
600,000		to	,999	\$600,000 or More

Clear

Hint: Leave start or end blank to represent positive or negative infinity.

Cancel Done

Most values are predefined, but you can customize your own values for some variables. Next to customizable variables, select "Custom" to access the menu options.

In the first drop-down, you can select which area's ranges you would like to edit and customize. With an area selected, the existing prices will be in the editable text boxes. Simply type in your own values where you see fit.

Select "Custom Range" from the drop-down to start with a clean slate. Once all of the numbers are filled in and you would like to start over, select the "Clear" button found below the ranges to yet again have a clean slate.

If nothing is selected in the first box of a paired range, the assumption will be "or Less." If nothing is selected in the second box, the assumption will be "or More." This allows for an infinite number of ranges to be charted.

InfoSparks- Time Calculations



The length of charted timelines may vary depending on MLS data availability; "1 Year" and "3 Years" are common timeline values and "Max" represents the end point for reliable history. Different metrics may have different Max values, depending on available data.

"12 Months" means **Rolling 12 Months**. Each data point is 12 months of activity. From any given month, go back 12 months and total it up. In this view, the historical line graph will generally appear smoothed out because there is more sample data for each point on the line. Other options include **Monthly**, which shows only a month of activity for each data point, and **Year to Date**, which shows activity from January to the current month for the years shown. Year to Date is only available in bar chart format.

A screenshot of a software interface for time calculations. At the top left, there is a dropdown menu with a clock icon and the text '3 Years'. At the top right, there is a dropdown menu with a summation symbol and the text '12 Months'. Below these are two columns of options. The left column lists '1 Year', '2 Years', and '3 Years', with '3 Years' highlighted. The right column lists 'Monthly', 'Rolling 3 Months', 'Rolling 6 Months', 'Rolling 12 Months', and 'Year to Date', with 'Rolling 12 Months' highlighted. Each option has a brief description of what it represents.

3 Years	
1 Year	Monthly Each data point is one month of activity
2 Years	Rolling 3 Months Each data point is three months of activity
3 Years	Rolling 6 Months Each data point is six months of activity
	Rolling 12 Months Each data point is 12 months of activity
	Year to Date Each data point represents year-to-date activity

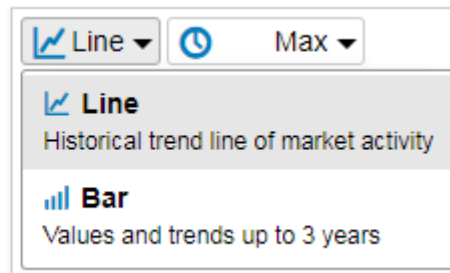
As with Rolling 12 Months, **Rolling 6 Months** and **Rolling 3 Months** represent rolling 6-month and 3-month segments of activity, respectively.

InfoSparks- Charting



You can choose to display either a line or a bar chart.

The charted area shows the combination of geographic areas with variables and metrics up to the most **complete** month of data. You can toggle charted items on and off in the legend. You can select anywhere on a line or bar to see individual values, and you can see the variable elements for each chart just below the x axis.



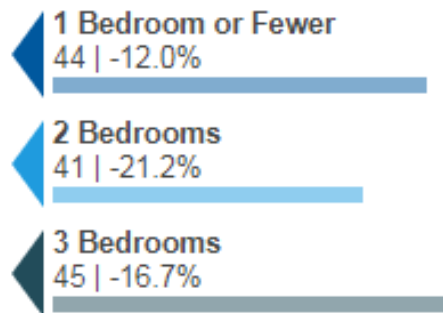
- For all charts, the y-axis is based on the metric, the x-axis is time of year and there are never more than six variables on a single chart
- If a line or bar doesn't have any data, a "No Data" note will be added to the legend label

InfoSparks- Quick Facts



MARCH 2019

Stamford

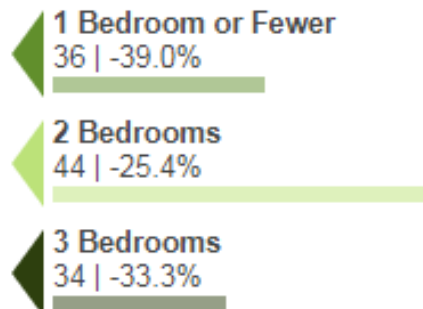


This is a quick display of the selected criteria with the value for the most current **complete** month of data with the % change vs. the same month last year.

Even though some charts with heavy calculations may load slowly, Quick Facts about the selected metric will always display immediately.

If there is no current data for a charted item, an N/A will appear here.

Norwalk



InfoSparks- Metrics



- Metrics represent the residential real estate topics that areas and variables pop against
- Some are counts, some are calculations
- Some calculations are median, some are just average
- In combination, they are the primary descriptors for what makes a market tick
- Only one metric can be selected at any time

InfoSparks- Metrics



Sales Price MEDIAN AVERAGE	New Listings	Homes for Sale	Pending Sales
Closed Sales	Days on Market	Months Supply	% of List Price
Price Per Sq Ft	Dollar Volume	Shows to Contract	Shows Per Listing

InfoSparks- Metrics



Sales Price	Calculations are based on sold data. Prices do not account for seller concessions. Median represents the point at which half of the homes that sold in a given month were priced higher and half were priced lower. Average is the mean sales price for all closed sales in a given month.*
New Listings	A count of the properties that have been newly listed on the market in a given month.
Homes for Sale	The number of properties available for sale in active status at the end of a given month. Also known as inventory. For this metric, the "12/6/3 months" calculation is the average of the most recent 12/6/3 months of data.
Pending Sales	A count of the properties on which contracts have been accepted in a given month.
Closed Sales	A count of the actual sales that have closed in a given month. Calculations are based on sold data.
Days on Market	Median or average number of days between when a property is listed and when an offer is accepted in a given month.*

InfoSparks- Metrics



Months Supply	The inventory of homes for sale at the end of a given month, divided by the average monthly Pending Sales from the last 12 months. Also known as absorption rate.
Pct of List Price	Percentage found when dividing a listing's sales price by its list price, then taking the average or median for all sold listings in a given month, not accounting for seller concessions. Calculations are based on sold data. Example: A property is listed at \$200,000, reduced to \$190,000 and taken off the market. Then the same property is listed again at \$180,000 a few months later and is further reduced to \$175,000. It closes for \$160,000. We take the ratio of \$160,000: \$175,000 or 91.4% instead of \$160,000:\$200,000 because a new listing ID was issued.
Price Per Sq Ft	Calculations are based on sold data. Prices do not account for seller concessions. Median represents the point at which half of the homes that sold in a given month were priced higher and half were priced lower, divided by the number of finished square feet. Average is the mean sales price for homes sold in a given month divided by the number of finished square feet.*
Dollar Volume	The total dollar amount of all sales for the selected criteria.
Shows to Contract	The number of showings scheduled per listing that went into pending status during the selected reporting period.**
Shows Per Listing	The average number of showings scheduled on active listings per month.**



All print/export/email options are here, including live, static and embeddable charts and images, as well as raw data tables.



Shared items will include your contact information, which is automatically generated from the information stored in your Profile in the upper right hand corner of the tool.

Share Options

Step 1: What type of data would you like to share?

Static - Exactly what you are seeing right now

Live - Always updated with latest data

Step 2: How would you like to share it?

PDF - great for printing

Social Media and Email - Share away

Embed - Embed in your blog/website

CSV - grab the raw data

Share

Close

Share Options

Step 1 involves choosing whether you would like to share live or static data.

Step 2 involves the way you would like to share it, whether that is a printable PDF, a link for social media and email purposes, and embeddable widget for your blog or website or raw data in comma-separated value format (.csv) which you can manipulate in a spreadsheet program for your own visual purposes.

After choosing, you will be given a URL to share, open in a new window or download to your computer. If you decide you don't like the parameters you've chosen, you simply need to select "Start Over."



Shared Chart Expiration

Upon initial creation, shared charts are automatically active for 6 months. Charts will be extended by an additional 2 months if the chart's creator is an active MLS subscriber and the chart has been visited in the past 90 days and is within 60 days of its expiration date. Users can also renew charts by logging into InfoSparks and visiting the chart within 30 days of expiration.

CSV Sharing

Shared chart expiration rules do not apply to CSV sharing. CSV files can be extended by visiting live CSV links within 30 days of logging into the tool.

Inactive MLS Subscribers

For users who become inactive MLS subscribers, all of their chart expiration dates will automatically be moved to 30 days from the time we detect inactivity (per MLS). This applies to both created charts and CSV files. If a user becomes active again within those 30 days, that person's charts will be extended by the usual expiration parameters.

InfoSparks- Important to Note



Why can't I get the tool's numbers to match my own personal MLS search?

If you do your own data pulls from your MLS system, you may see differences. These differences can often be attributed to variations in search criteria, our data-scrubbing methods, or different data pull dates or times.

How often is your data updated?

Data for a new month is released on the first of every month at 4:00 am Central Time. Updates to all (including historical) data are performed each night to reflect any changes made to the underlying MLS data.

Are there any common browser or operating system issues?

The tool will work on Chrome, Firefox, Safari and Internet Explorer (version 7 or higher). Avoid using your browser's "Back" button or arrow. It will take you out of the tool. If you want to go back to the first "page" of the tool, delete all areas.



FastStats is an easy to use reporting tool that allows you to pull:

- Local Market Updates
 - Dive deeper into specific geographies
- Board Reports
 - An overview of key real estate trends
- Showings Reports
 - A summary of showings by area



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Smart Agent Options



Smart Agent Profile



SmartDesk



Smart Compliance



Smart Forms



Smart Training

FastStats- Local Market Updates



- Geography
 - Dropdown includes all Towns and Counties in Connecticut
- Time Period
 - Monthly
 - April 2019 through November 2019

A screenshot of the FastStats interface is shown. It features a blue background. At the top, the word 'Geography:' is written in white. Below it is a white dropdown menu with the text 'Select an area...' and a small downward-pointing triangle on the right. Underneath that, the text 'Time Period:' is written in white. Below it is another white dropdown menu with the text 'Most Recent' and a small downward-pointing triangle on the right. At the bottom right of the blue area is a white button with rounded corners and a white border, containing the text 'VIEW REPORT' in blue capital letters.

FastStats- Local Market Updates



Local Market Update – November 2019

A Research Tool Provided by SmartMLS



Hartford County

Single Family Key Metrics	November			Year to Date		
	2018	2019	% Change	Thru 11-2018	Thru 11-2019	% Change
New Listings	714	685	- 4.1%	11,994	11,876	- 1.0%
Pending Sales	621	709	+ 14.2%	7,821	8,176	+ 4.5%
Closed Sales	693	634	- 8.5%	7,843	7,946	+ 1.3%
Days on Market Until Sale	65	60	- 7.7%	50	58	+ 16.0%
Median Sales Price*	\$225,000	\$231,043	+ 2.7%	\$232,500	\$234,000	+ 0.6%
Average Sales Price*	\$262,296	\$263,197	+ 0.3%	\$267,672	\$270,929	+ 1.2%
Percent of List Price Received*	97.6%	97.8%	+ 0.2%	98.2%	98.5%	+ 0.3%
Inventory of Homes for Sale	3,243	2,948	- 9.1%	—	—	—
Months Supply of Inventory	4.7	4.0	- 14.9%	—	—	—

FastStats- Local Market Updates



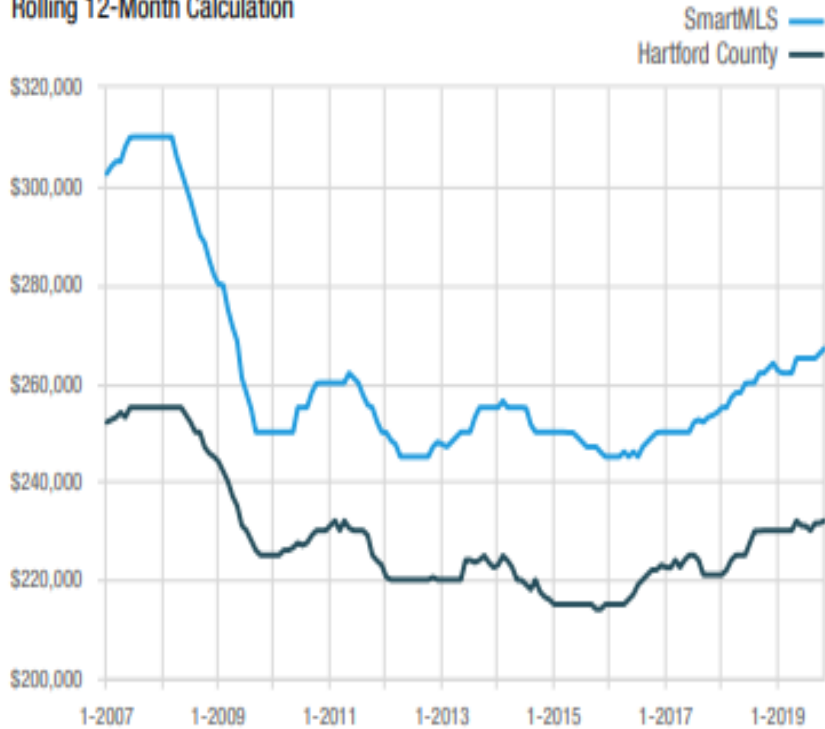
Townhouse/Condo Key Metrics	November			Year to Date		
	2018	2019	% Change	Thru 11-2018	Thru 11-2019	% Change
New Listings	179	180	+ 0.6%	2,983	2,838	- 4.9%
Pending Sales	154	170	+ 10.4%	2,049	2,091	+ 2.0%
Closed Sales	180	177	- 1.7%	2,061	2,037	- 1.2%
Days on Market Until Sale	66	45	- 31.8%	61	61	0.0%
Median Sales Price*	\$148,500	\$154,900	+ 4.3%	\$153,000	\$152,500	- 0.3%
Average Sales Price*	\$171,744	\$171,779	+ 0.0%	\$172,824	\$174,308	+ 0.9%
Percent of List Price Received*	97.0%	97.6%	+ 0.6%	96.5%	97.1%	+ 0.6%
Inventory of Homes for Sale	741	643	- 13.2%	—	—	—
Months Supply of Inventory	4.0	3.5	- 12.5%	—	—	—

FastStats- Local Market Updates



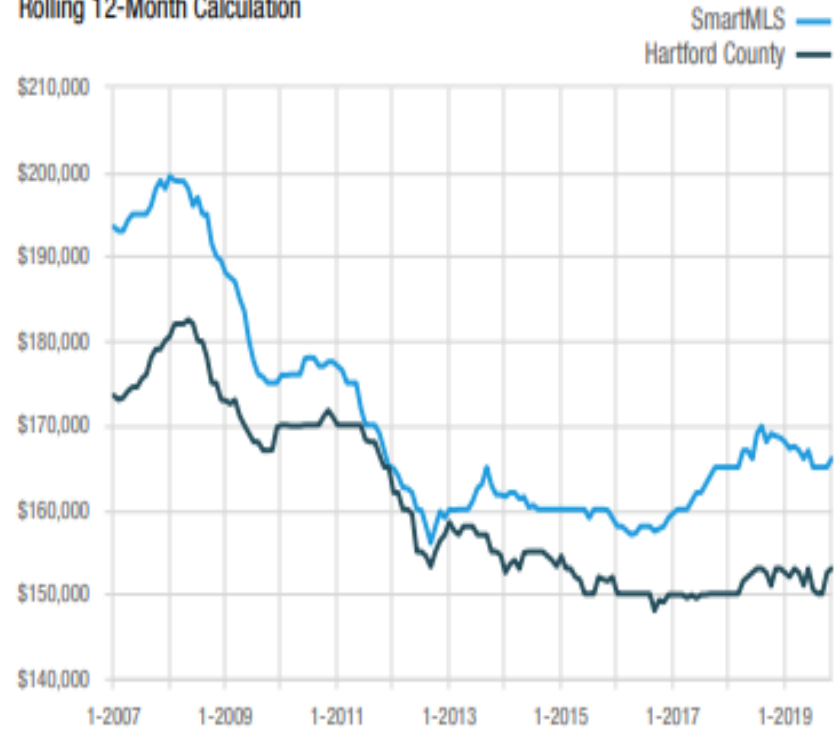
Median Sales Price - Single Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



FastStats- Board Reports



- Report
 - Dropdown list every Board in Connecticut
 - Can search by Entire SmartMLS Area
- Time Period
 - Monthly
 - April 2019 through November 2019

Report:

Select a report... ▼

Time Period:

Most Recent ▼

VIEW REPORT



Monthly Indicators

Greater Hartford Association of REALTORS®



November 2019

In November, the Federal Reserve reduced its benchmark rate for the third time this year. This action was widely anticipated by the market. Mortgage rates have remained steady this month and are still down more than 1 percent from last year at this time. Residential new construction activity continues to rise nationally. The U.S. Commerce Department reports that new housing permits rose 5% in October to a new 12-year high of 1.46 million units.

New Listings decreased 5.7 percent for Single Family homes and 3.1 percent for Townhouse/Condo homes. Pending Sales increased 4.6 percent for Single Family homes and 22.8 percent for Townhouse/Condo homes. Inventory decreased 10.8 percent for Single Family homes and 9.1 percent for Townhouse/Condo homes.

Median Sales Price increased 5.1 percent to \$247,000 for Single Family homes and 9.1 percent to \$162,500 for Townhouse/Condo homes. Days on Market decreased 15.4 percent for Single Family homes and 22.4 percent for Townhouse/Condo homes. Months Supply of Inventory decreased 14.6 percent for Single Family homes and 10.0 percent for Townhouse/Condo homes.

While many economic signs are quite strong, total household debt has been rising for twenty-one consecutive quarters and is now \$1.3 trillion higher than the previous peak of \$12.68 trillion in 2008. While delinquency rates remain low across most debt types (including mortgages), higher consumer debt loads can limit future household spending capability and increase risk if the economy slows down.

Quick Facts

- 12.7%

Change in
Closed Sales
All Properties

+ 3.6%

Change in
Median Sales Price
All Properties

- 10.5%

Change in
Homes for Sale
All Properties

This report covers residential real estate activity in the Greater Hartford Association of REALTORS® Association service area. Percent changes are calculated using rounded figures.

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FastStats- Board Reports



Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.

Key Metrics	Historical Sparkbars	11-2018	11-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		543	512	- 5.7%	9,464	9,213	- 2.7%
Pending Sales		481	503	+ 4.6%	6,018	6,188	+ 2.8%
Closed Sales		536	446	- 16.8%	5,995	6,049	+ 0.9%
Days on Market Until Sale		65	55	- 15.4%	51	57	+ 11.8%
Median Sales Price		\$235,000	\$247,000	+ 5.1%	\$245,000	\$247,000	+ 0.8%
Average Sales Price		\$276,197	\$280,431	+ 1.5%	\$283,684	\$286,281	+ 0.9%
Percent of List Price Received		97.3%	97.7%	+ 0.4%	98.1%	98.4%	+ 0.3%
Housing Affordability Index		172	177	+ 2.9%	165	177	+ 7.3%
Inventory of Homes for Sale		2,543	2,268	- 10.8%	—	—	—
Months Supply of Inventory		4.8	4.1	- 14.6%	—	—	—

FastStats- Board Reports



Townhouse/Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Townhouse/Condo properties only.

Key Metrics	Historical Sparkbars	11-2018	11-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		130	126	- 3.1%	2,240	2,177	- 2.8%
Pending Sales		114	140	+ 22.8%	1,535	1,576	+ 2.7%
Closed Sales		133	138	+ 3.8%	1,519	1,536	+ 1.1%
Days on Market Until Sale		58	45	- 22.4%	61	58	- 4.9%
Median Sales Price		\$149,000	\$162,500	+ 9.1%	\$161,000	\$164,850	+ 2.4%
Average Sales Price		\$173,223	\$178,434	+ 3.0%	\$180,861	\$183,755	+ 1.6%
Percent of List Price Received		97.0%	98.1%	+ 1.1%	96.3%	97.3%	+ 1.0%
Housing Affordability Index		271	269	- 0.7%	250	265	+ 6.0%
Inventory of Homes for Sale		549	499	- 9.1%	—	—	—
Months Supply of Inventory		4.0	3.6	- 10.0%	—	—	—

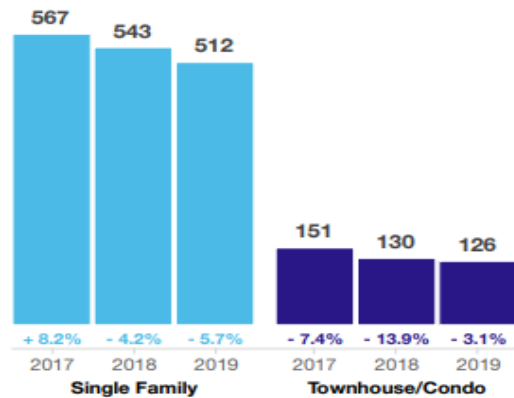
FastStats- Board Reports



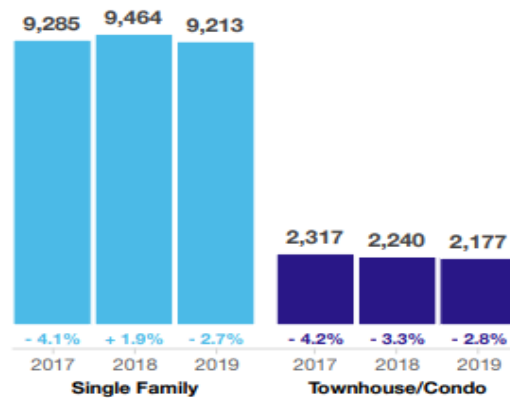
New Listings

A count of the properties that have been newly listed on the market in a given month.

November

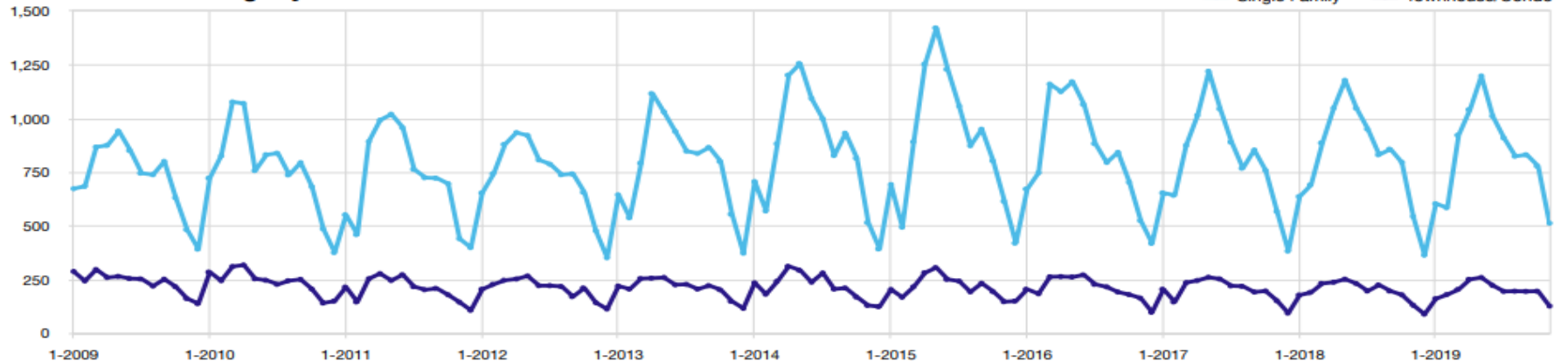


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2018	363	- 5.0%	88	- 5.4%
Jan-2019	603	- 5.2%	160	- 9.6%
Feb-2019	584	- 15.4%	179	- 5.3%
Mar-2019	922	+ 4.1%	203	- 12.1%
Apr-2019	1,041	- 0.8%	250	+ 5.5%
May-2019	1,198	+ 1.7%	259	+ 3.2%
Jun-2019	1,011	- 3.5%	222	- 3.9%
Jul-2019	909	- 4.4%	194	- 1.0%
Aug-2019	824	- 0.8%	195	- 12.9%
Sep-2019	831	- 3.0%	194	- 1.0%
Oct-2019	778	- 2.1%	195	+ 9.6%
Nov-2019	512	- 5.7%	126	- 3.1%
12-Month Avg	798	- 2.8%	189	- 2.6%

Historical New Listings by Month



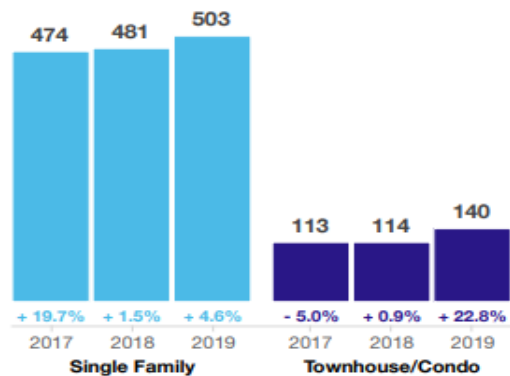
FastStats- Board Reports



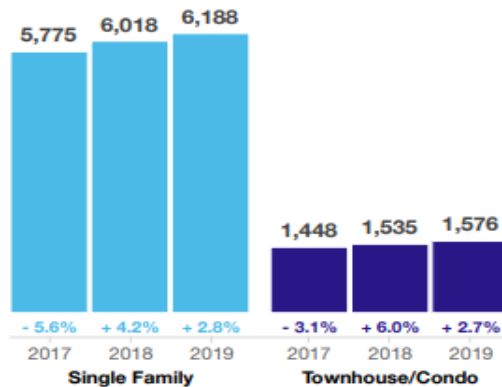
Pending Sales

A count of the properties on which offers have been accepted in a given month.

November

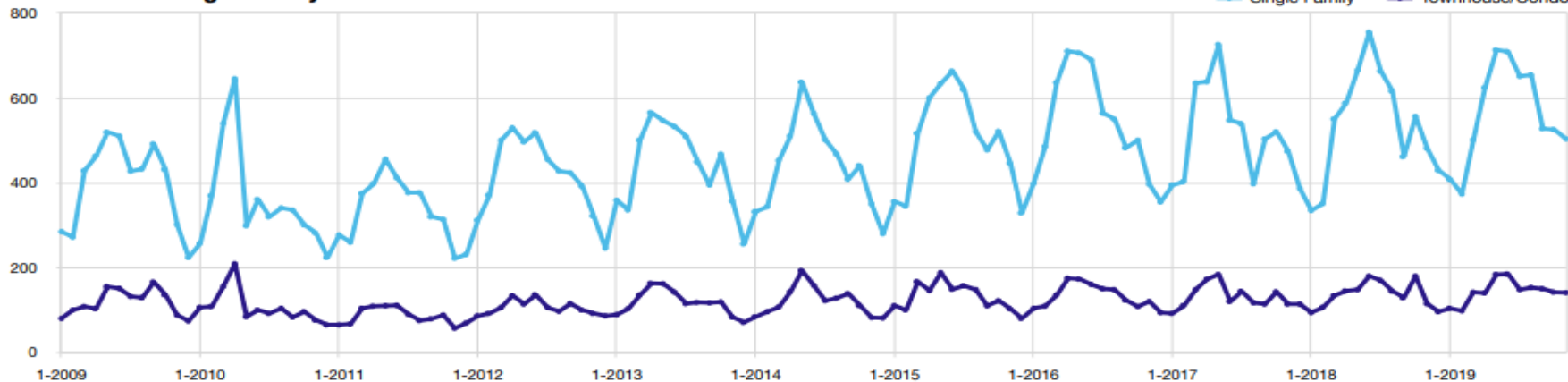


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2018	429	+ 11.1%	95	- 15.9%
Jan-2019	408	+ 22.2%	103	+ 10.8%
Feb-2019	373	+ 6.6%	97	- 7.6%
Mar-2019	501	- 8.9%	141	+ 6.0%
Apr-2019	624	+ 6.3%	139	- 3.5%
May-2019	713	+ 7.2%	183	+ 24.5%
Jun-2019	709	- 6.1%	184	+ 2.8%
Jul-2019	651	- 1.8%	147	- 13.0%
Aug-2019	654	+ 6.2%	152	+ 5.6%
Sep-2019	527	+ 14.3%	149	+ 16.4%
Oct-2019	525	- 5.6%	141	- 21.2%
Nov-2019	503	+ 4.6%	140	+ 22.8%
12-Month Avg	551	+ 3.2%	139	+ 1.5%

Historical Pending Sales by Month



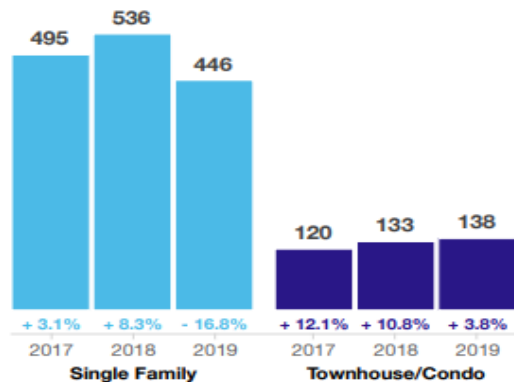
FastStats- Board Reports



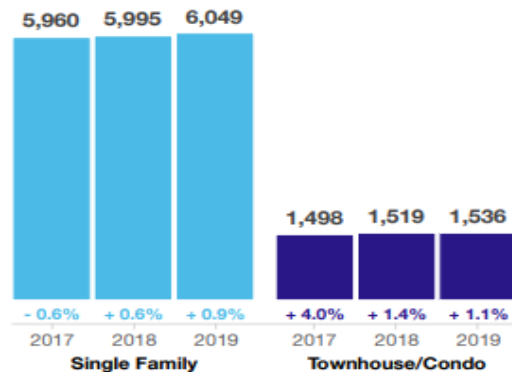
Closed Sales

A count of the actual sales that closed in a given month.

November

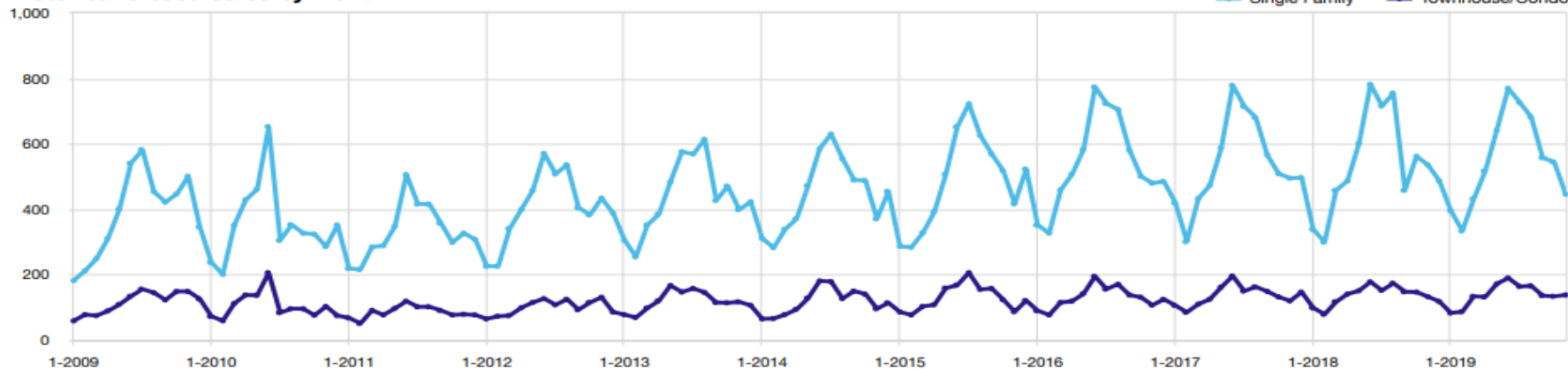


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2018	487	- 2.0%	118	- 19.7%
Jan-2019	396	+ 16.8%	83	- 16.2%
Feb-2019	334	+ 11.3%	87	+ 10.1%
Mar-2019	432	- 5.7%	134	+ 14.5%
Apr-2019	517	+ 6.2%	132	- 6.4%
May-2019	642	+ 6.6%	172	+ 13.9%
Jun-2019	770	- 1.5%	190	+ 6.7%
Jul-2019	727	+ 1.5%	164	+ 7.9%
Aug-2019	682	- 9.7%	166	- 4.6%
Sep-2019	558	+ 21.8%	136	- 8.1%
Oct-2019	545	- 3.0%	134	- 8.8%
Nov-2019	446	- 16.8%	138	+ 3.8%
12-Month Avg	545	+ 0.7%	138	- 0.7%

Historical Closed Sales by Month



FastStats- Board Reports



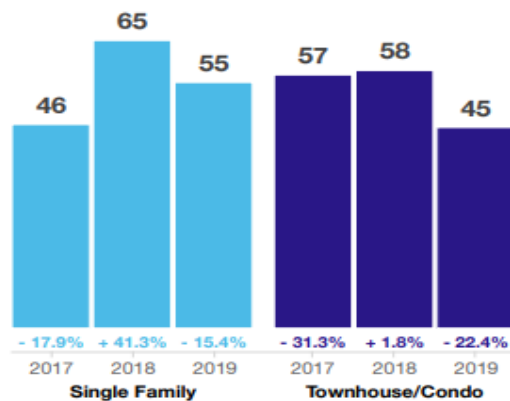
SMART MLS



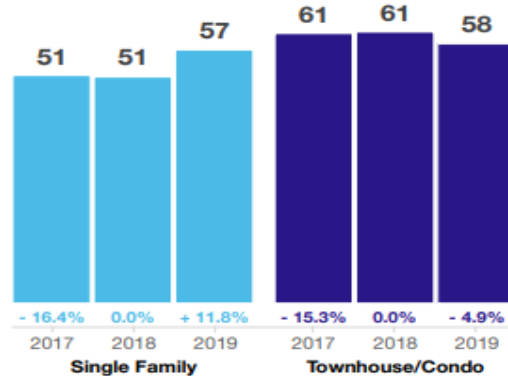
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

November



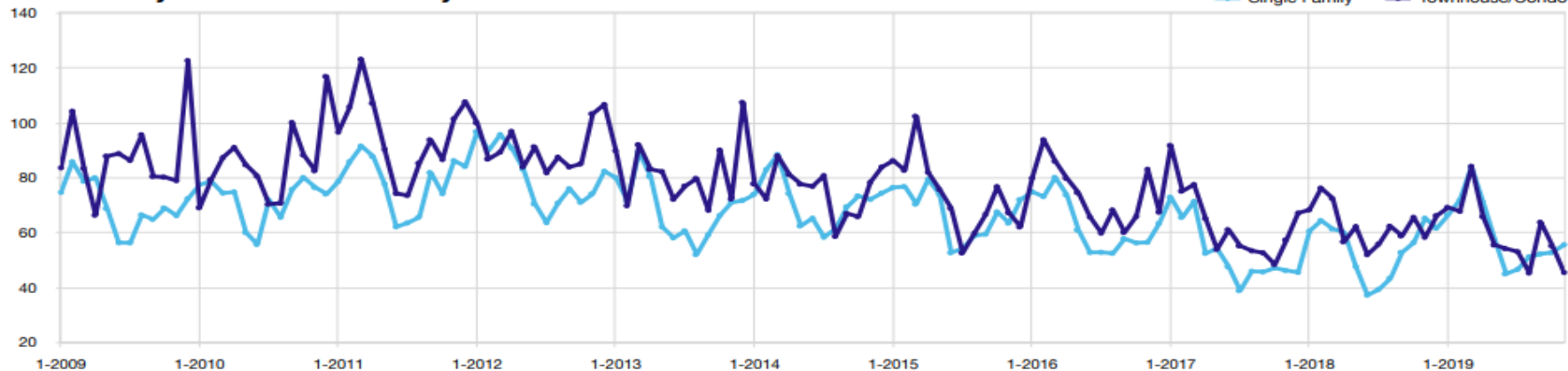
Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2018	61	+ 35.6%	66	- 1.5%
Jan-2019	66	+ 10.0%	69	+ 1.5%
Feb-2019	72	+ 12.5%	68	- 10.5%
Mar-2019	84	+ 37.7%	84	+ 16.7%
Apr-2019	71	+ 18.3%	66	+ 15.8%
May-2019	58	+ 23.4%	55	- 11.3%
Jun-2019	45	+ 21.6%	54	+ 3.8%
Jul-2019	46	+ 17.9%	53	- 5.4%
Aug-2019	51	+ 18.6%	45	- 27.4%
Sep-2019	52	- 1.9%	64	+ 8.5%
Oct-2019	53	- 5.4%	55	- 15.4%
Nov-2019	55	- 15.4%	45	- 22.4%
12-Month Avg*	57	+ 13.7%	59	- 4.6%

* Days on Market for all properties from December 2018 through November 2019. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



FastStats- Board Reports

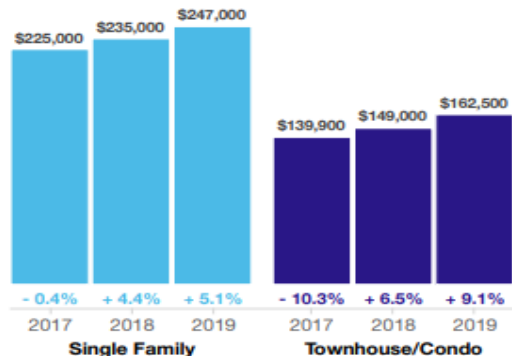


Median Sales Price

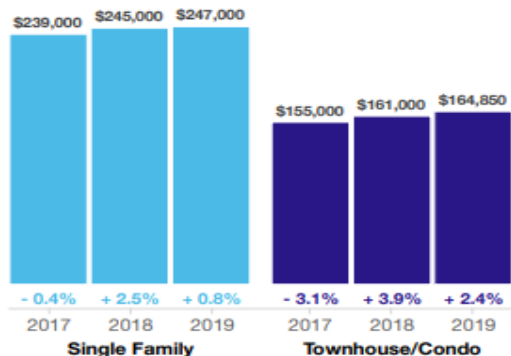
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

SMART ML S

November



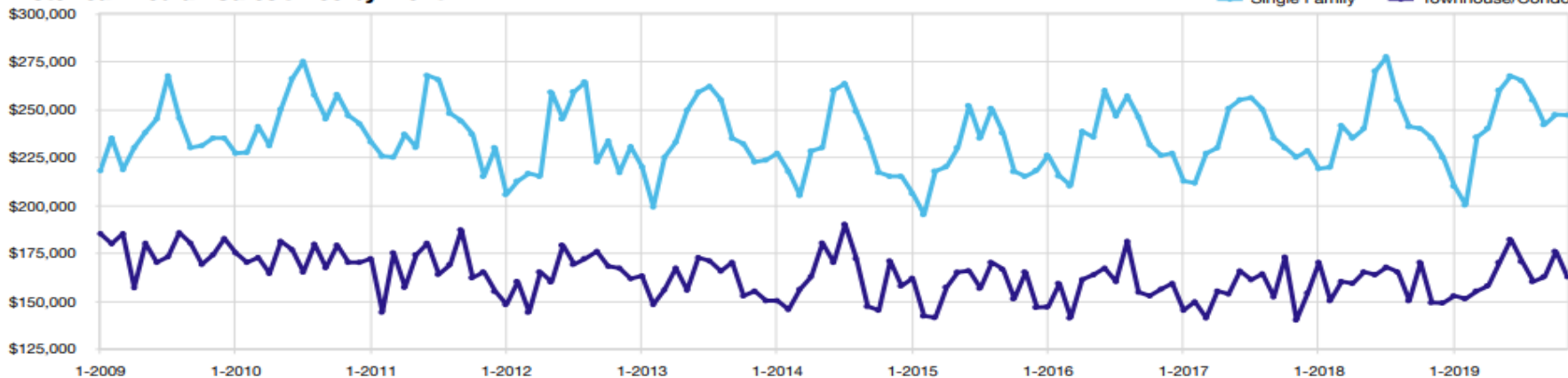
Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2018	\$225,000	- 1.5%	\$148,790	- 3.4%
Jan-2019	\$209,880	- 4.2%	\$152,500	- 10.3%
Feb-2019	\$200,000	- 9.0%	\$151,000	+ 0.7%
Mar-2019	\$235,500	- 2.5%	\$155,000	- 3.1%
Apr-2019	\$240,000	+ 2.1%	\$157,750	- 0.8%
May-2019	\$260,000	+ 8.4%	\$169,950	+ 3.0%
Jun-2019	\$267,450	- 0.9%	\$182,000	+ 11.3%
Jul-2019	\$265,000	- 4.5%	\$170,500	+ 1.8%
Aug-2019	\$254,950	0.0%	\$160,000	- 3.0%
Sep-2019	\$242,000	+ 0.4%	\$162,450	+ 8.3%
Oct-2019	\$247,250	+ 3.0%	\$175,750	+ 3.4%
Nov-2019	\$247,000	+ 5.1%	\$162,500	+ 9.1%
12-Month Avg*	\$245,000	+ 0.4%	\$163,000	+ 1.9%

* Median Sales Price for all properties from December 2018 through November 2019. This is not the average of the individual figures above.

Historical Median Sales Price by Month



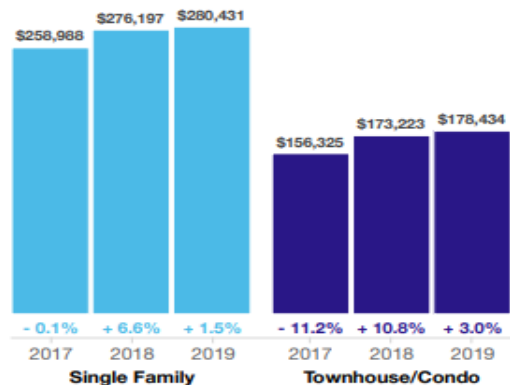
FastStats- Board Reports



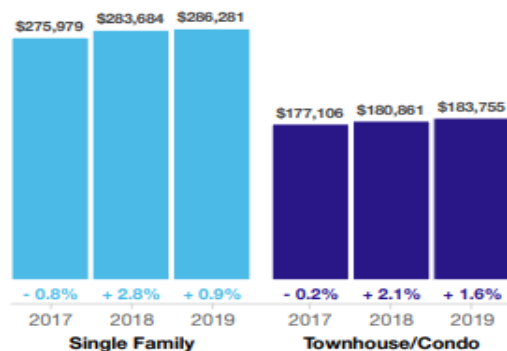
Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

November



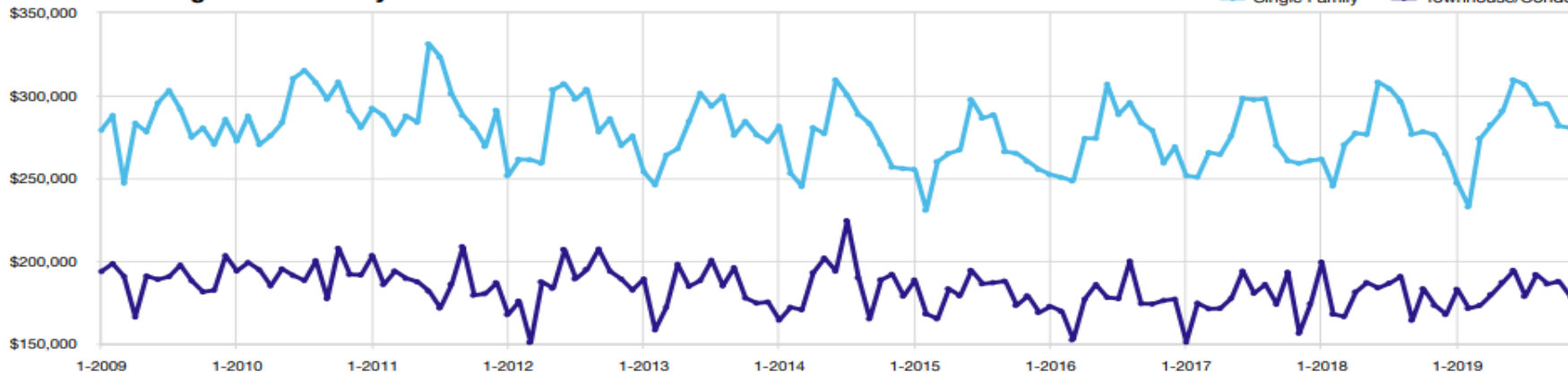
Year to Date



Avg. Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2018	\$264,899	+ 1.6%	\$167,661	- 3.7%
Jan-2019	\$247,140	- 5.5%	\$182,829	- 8.3%
Feb-2019	\$232,722	- 5.1%	\$171,331	+ 2.1%
Mar-2019	\$273,909	+ 1.4%	\$173,017	+ 4.0%
Apr-2019	\$282,351	+ 1.8%	\$179,611	- 0.9%
May-2019	\$290,455	+ 5.1%	\$186,917	0.0%
Jun-2019	\$309,431	+ 0.5%	\$194,297	+ 5.8%
Jul-2019	\$306,533	+ 0.8%	\$178,638	- 4.2%
Aug-2019	\$294,817	- 0.5%	\$191,746	+ 0.6%
Sep-2019	\$295,017	+ 6.7%	\$186,128	+ 13.4%
Oct-2019	\$281,579	+ 1.2%	\$187,640	+ 2.4%
Nov-2019	\$280,431	+ 1.5%	\$178,434	+ 3.0%
12-Month Avg*	\$284,687	+ 1.0%	\$182,607	+ 1.3%

* Avg. Sales Price for all properties from December 2018 through November 2019. This is not the average of the individual figures above.

Historical Average Sales Price by Month



FastStats- Board Reports

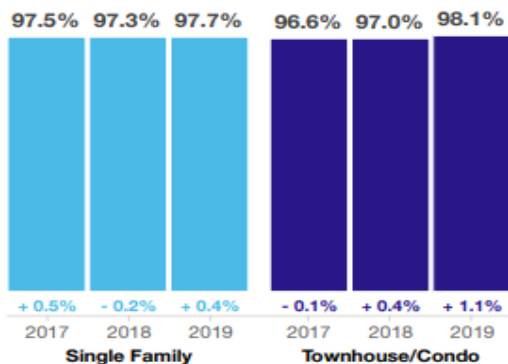


SMART MLS

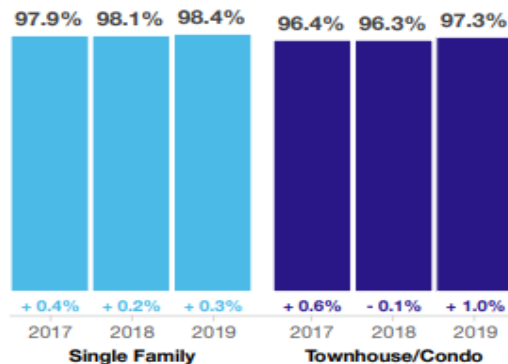
Percent of List Price Received

Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

November



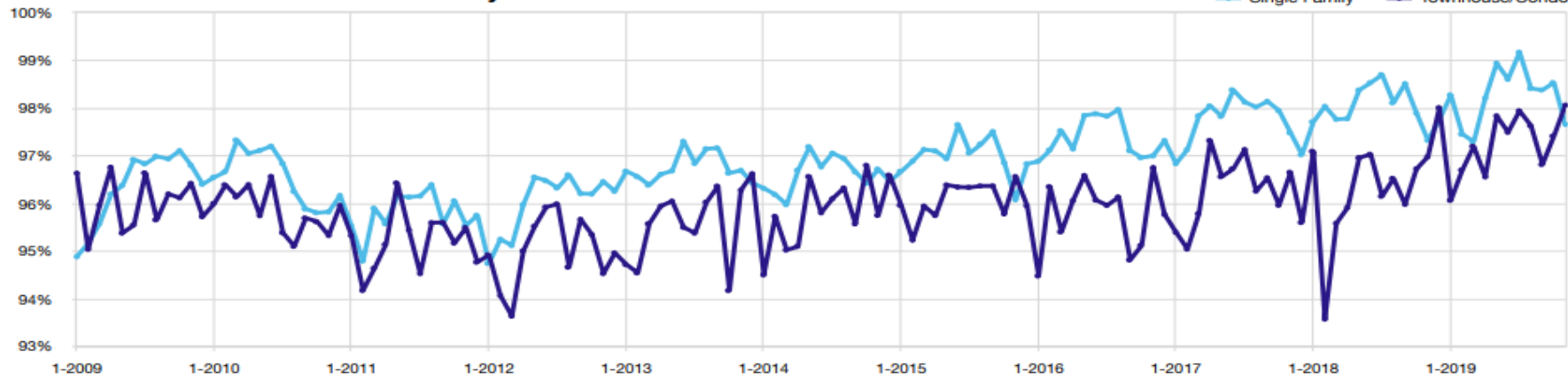
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2018	97.8%	+ 0.8%	98.0%	+ 2.5%
Jan-2019	98.3%	+ 0.6%	96.1%	- 1.0%
Feb-2019	97.4%	- 0.6%	96.7%	+ 3.3%
Mar-2019	97.3%	- 0.5%	97.2%	+ 1.7%
Apr-2019	98.2%	+ 0.4%	96.6%	+ 0.7%
May-2019	98.9%	+ 0.5%	97.8%	+ 0.8%
Jun-2019	98.6%	+ 0.1%	97.5%	+ 0.5%
Jul-2019	99.2%	+ 0.5%	97.9%	+ 1.9%
Aug-2019	98.4%	+ 0.3%	97.6%	+ 1.1%
Sep-2019	98.4%	- 0.1%	96.8%	+ 0.8%
Oct-2019	98.5%	+ 0.6%	97.4%	+ 0.7%
Nov-2019	97.7%	+ 0.4%	98.1%	+ 1.1%
12-Month Avg*	98.3%	+ 0.3%	97.4%	+ 1.2%

* Pct. of List Price Received for all properties from December 2018 through November 2019. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



FastStats- Board Reports

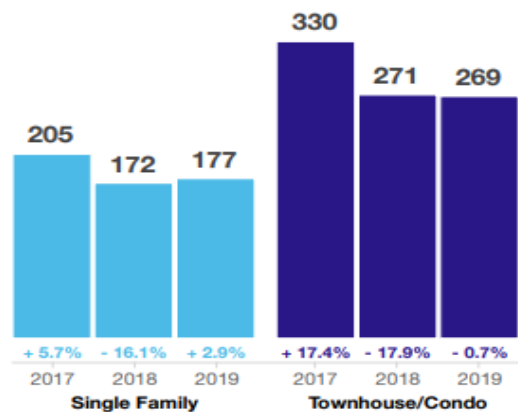


Housing Affordability Index

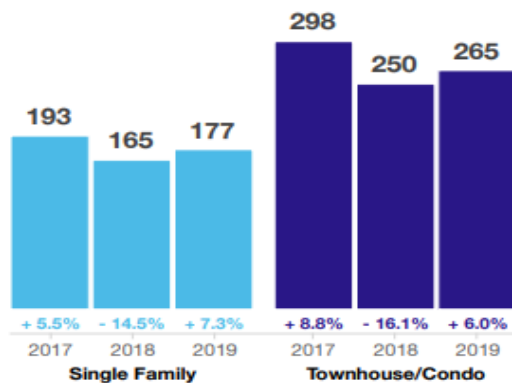
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

SMART M L S

November

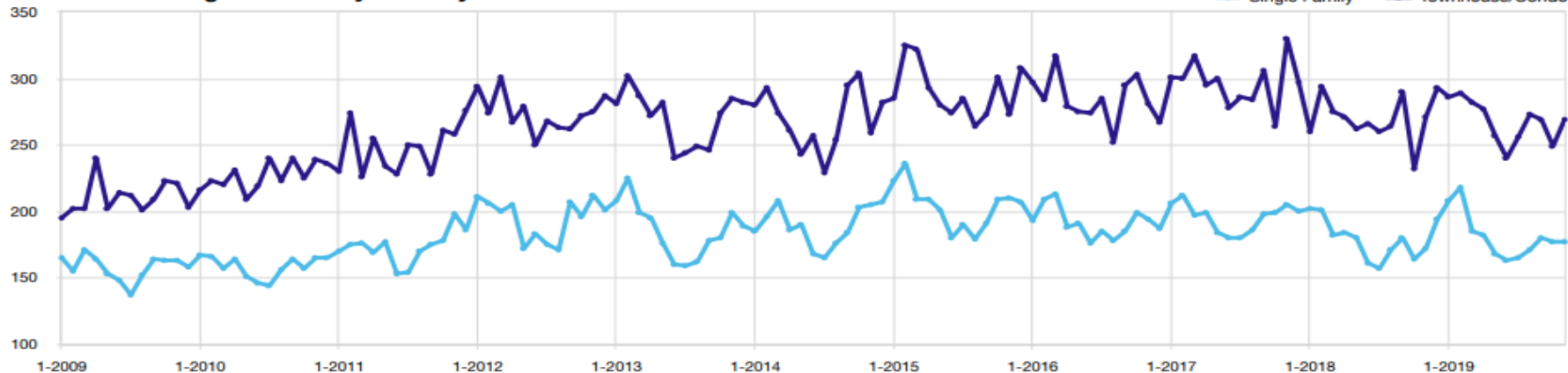


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2018	194	- 3.0%	293	- 1.3%
Jan-2019	208	+ 3.0%	286	+ 10.0%
Feb-2019	218	+ 8.5%	289	- 1.7%
Mar-2019	185	+ 1.6%	282	+ 2.5%
Apr-2019	182	- 1.1%	277	+ 2.2%
May-2019	168	- 6.7%	257	- 1.9%
Jun-2019	163	+ 1.2%	240	- 9.8%
Jul-2019	165	+ 5.1%	256	- 1.5%
Aug-2019	171	0.0%	273	+ 3.4%
Sep-2019	180	0.0%	269	- 7.2%
Oct-2019	177	+ 7.9%	249	+ 7.3%
Nov-2019	177	+ 2.9%	269	- 0.7%
12-Month Avg	182	+ 1.1%	270	0.0%

Historical Housing Affordability Index by Month



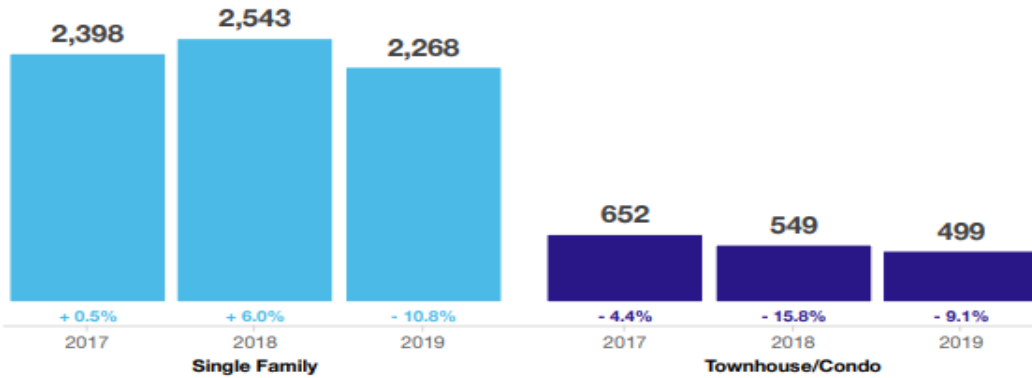
FastStats- Board Reports



Inventory of Homes for Sale

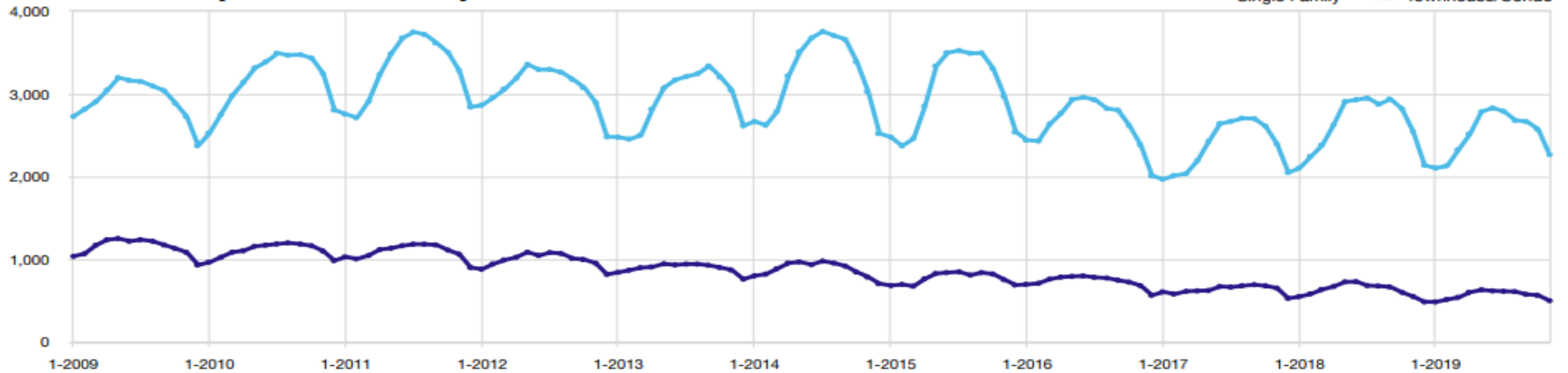
The number of properties available for sale in active status at the end of a given month.

November



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2018	2,138	+ 4.3%	484	- 8.2%
Jan-2019	2,104	+ 0.0%	484	- 11.7%
Feb-2019	2,132	- 5.0%	513	- 11.7%
Mar-2019	2,327	- 2.3%	538	- 15.1%
Apr-2019	2,516	- 4.4%	600	- 10.6%
May-2019	2,786	- 4.3%	630	- 13.2%
Jun-2019	2,832	- 3.4%	618	- 15.2%
Jul-2019	2,790	- 5.5%	613	- 10.0%
Aug-2019	2,682	- 6.7%	608	- 10.1%
Sep-2019	2,668	- 9.3%	575	- 13.5%
Oct-2019	2,576	- 8.7%	565	- 5.8%
Nov-2019	2,268	- 10.8%	499	- 9.1%
12-Month Avg	2,485	- 5.0%	561	- 11.2%

Historical Inventory of Homes for Sale by Month



FastStats- Board Reports



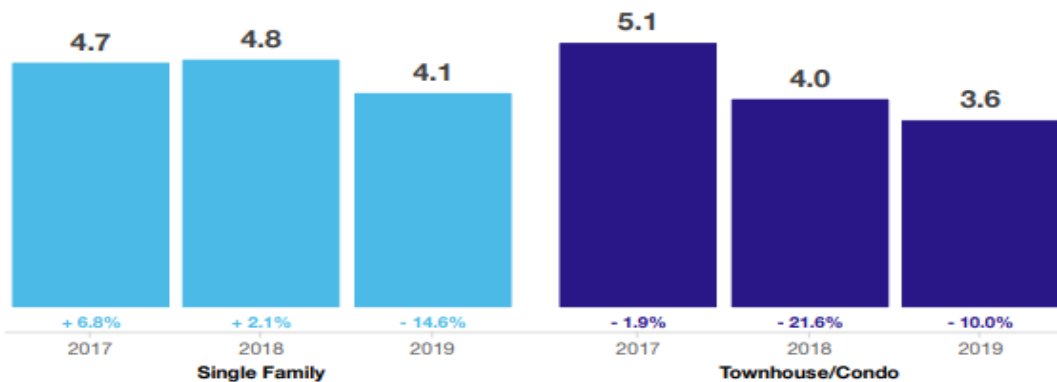
Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

SMART MLS



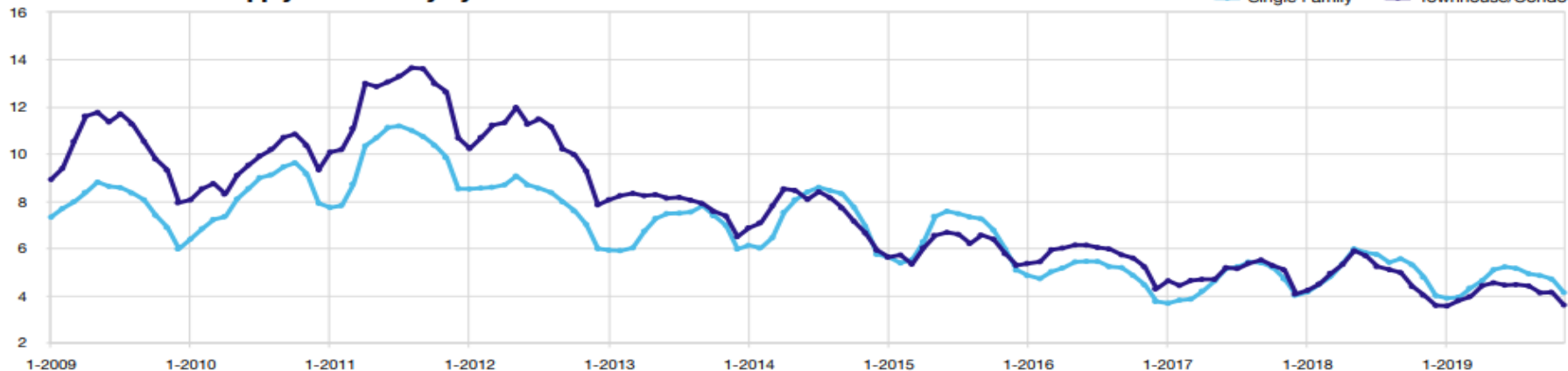
November



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Dec-2018	4.0	0.0%	3.6	- 12.2%
Jan-2019	3.9	- 4.9%	3.5	- 16.7%
Feb-2019	3.9	- 13.3%	3.8	- 15.6%
Mar-2019	4.3	- 10.4%	3.9	- 20.4%
Apr-2019	4.6	- 13.2%	4.4	- 17.0%
May-2019	5.1	- 15.0%	4.5	- 23.7%
Jun-2019	5.2	- 10.3%	4.4	- 22.8%
Jul-2019	5.1	- 10.5%	4.4	- 15.4%
Aug-2019	4.9	- 9.3%	4.4	- 13.7%
Sep-2019	4.8	- 12.7%	4.1	- 18.0%
Oct-2019	4.7	- 11.3%	4.1	- 6.8%
Nov-2019	4.1	- 14.6%	3.6	- 10.0%
12-Month Avg*	4.6	- 10.7%	4.1	- 16.1%

* Months Supply for all properties from December 2018 through November 2019. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



FastStats- Board Reports



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	11-2018	11-2019	% Change	YTD 2018	YTD 2019	% Change
New Listings		673	638	- 5.2%	11,704	11,390	- 2.7%
Pending Sales		595	643	+ 8.1%	7,553	7,764	+ 2.8%
Closed Sales		669	584	- 12.7%	7,514	7,585	+ 0.9%
Days on Market Until Sale		64	53	- 17.2%	53	57	+ 7.5%
Median Sales Price		\$215,000	\$222,800	+ 3.6%	\$228,000	\$229,900	+ 0.8%
Average Sales Price		\$255,726	\$256,329	+ 0.2%	\$262,892	\$265,508	+ 1.0%
Percent of List Price Received		97.3%	97.8%	+ 0.5%	97.8%	98.2%	+ 0.4%
Housing Affordability Index		188	196	+ 4.3%	177	190	+ 7.3%
Inventory of Homes for Sale		3,092	2,767	- 10.5%	—	—	—
Months Supply of Inventory		4.6	4.0	- 13.0%	—	—	—

FastStats- Showings Reports



- Time Period
 - Monthly
 - June 2019 through November 2019
- Report Coverage Areas
 - Report automatically generates for every County and Town in Connecticut

A screenshot of a web interface for generating reports. It features a dark teal background. At the top left, the text 'Time Period:' is displayed in a light blue font. Below this is a white dropdown menu with a thin border, containing the text 'Most Recent' and a small downward-pointing arrow on the right side. To the right of the dropdown menu is a white button with rounded corners and a thin white border, containing the text 'VIEW REPORT' in a bold, black, sans-serif font.

FastStats- Showings Reports



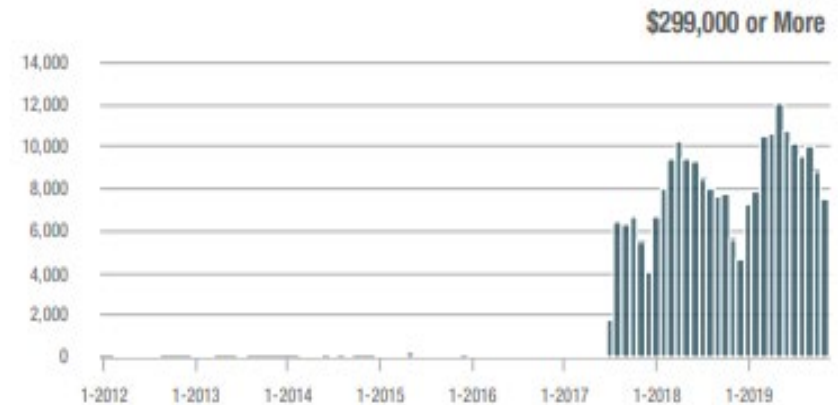
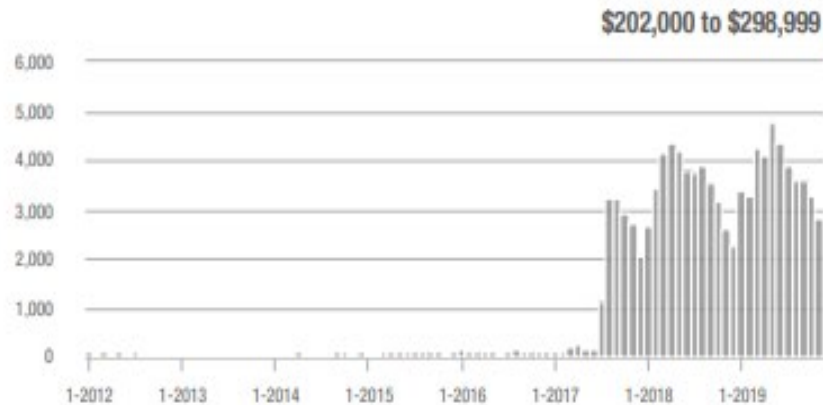
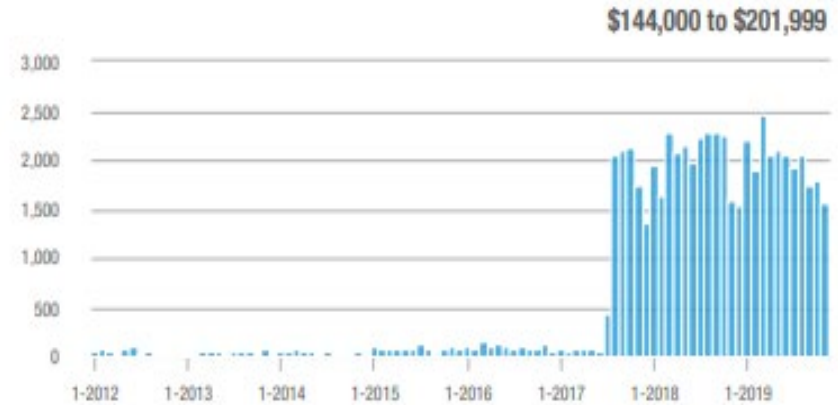
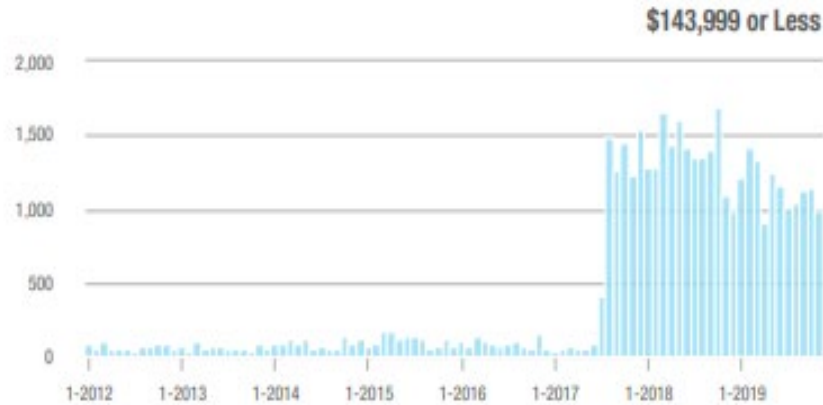
Fairfield County

Price Range	Total Showings			Buyer Interest (Showings/Listings)			Managed Listings		
	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change	November 2019	Year-Over-Year Change	Month-Over-Month Change
\$143,999 or Less	998	- 8.5%	- 12.7%	5.0	+ 22.0%	0.0%	213	- 23.4%	- 12.0%
\$144,000 to \$201,999	1,573	- 1.7%	- 11.9%	5.2	+ 18.2%	+ 2.0%	308	- 17.9%	- 13.0%
\$202,000 to \$298,999	2,837	+ 8.7%	- 13.9%	4.5	+ 18.4%	0.0%	654	- 9.5%	- 13.9%
\$299,000 or More	7,586	+ 34.4%	- 14.5%	2.6	+ 13.0%	- 3.7%	3,563	+ 2.3%	- 11.7%
Total	12,994	+ 18.7%	- 13.9%	3.2	+ 10.3%	- 3.0%	4,738	- 2.5%	- 12.1%

FastStats- Showings Reports



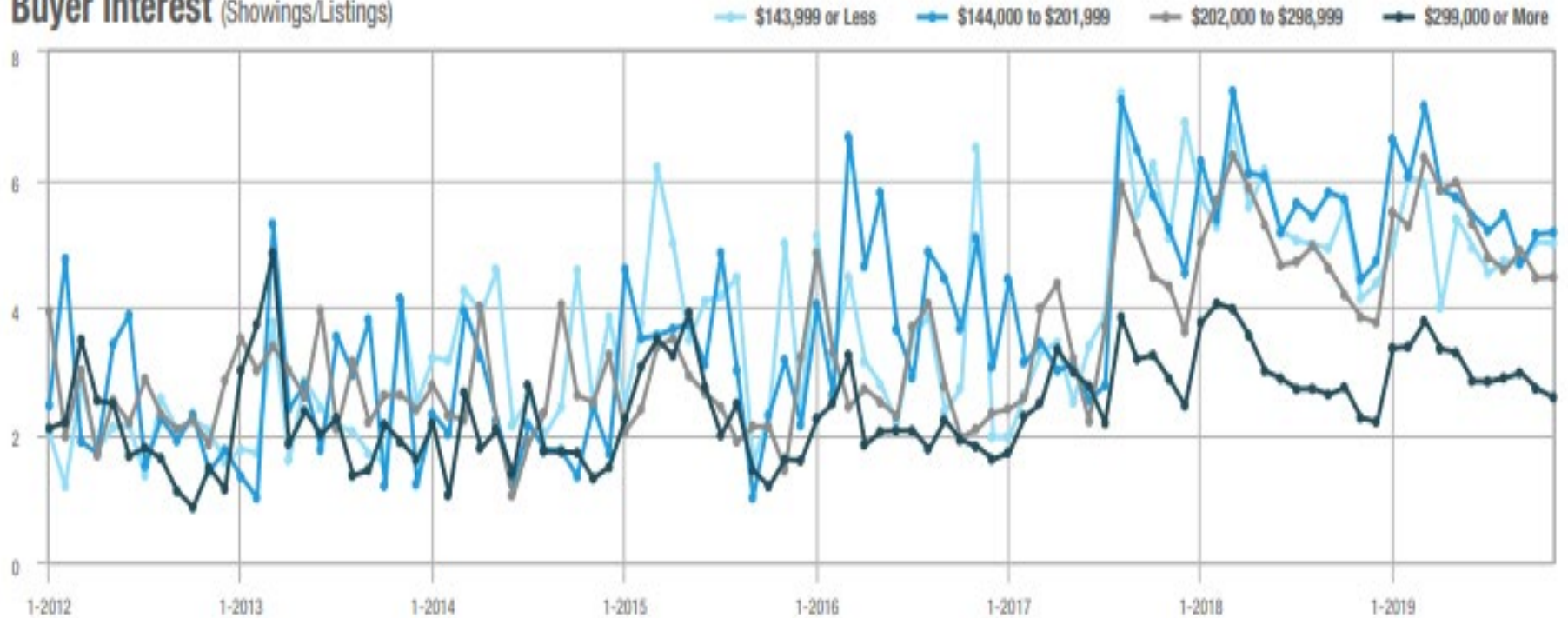
Showings



FastStats- Showings Reports



Buyer Interest (Showings/Listings)



RE/MAX Branded App for Agents: Setup

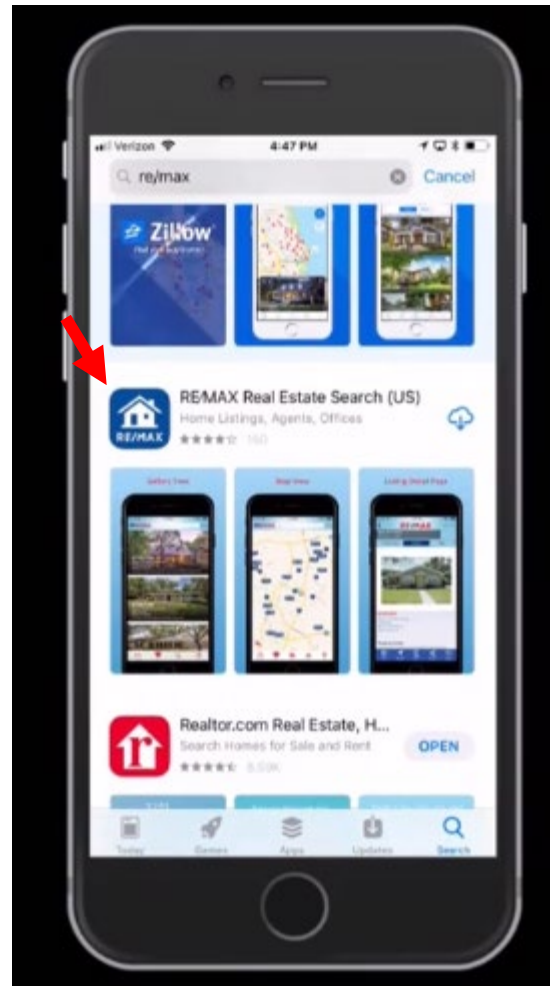


- Setup and share your own RE/MAX branded app with clients
- Stay in the know when it comes to your clients
- Provide your clients with an industry leading search portal
- Automatically get contacted by email with all client activity

RE/MAX Branded App for Agents: Setup



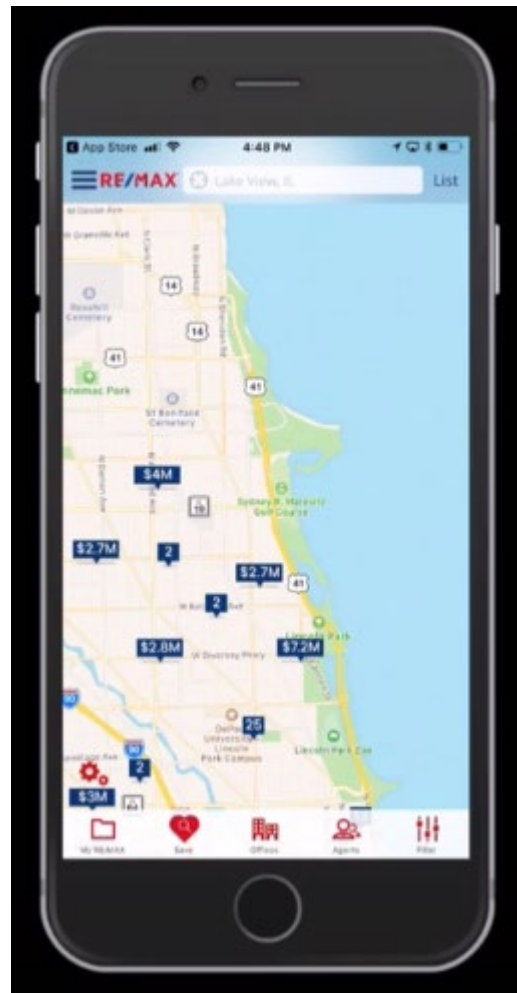
- Download the App from the App Store



RE/MAX Branded App for Agents: Setup



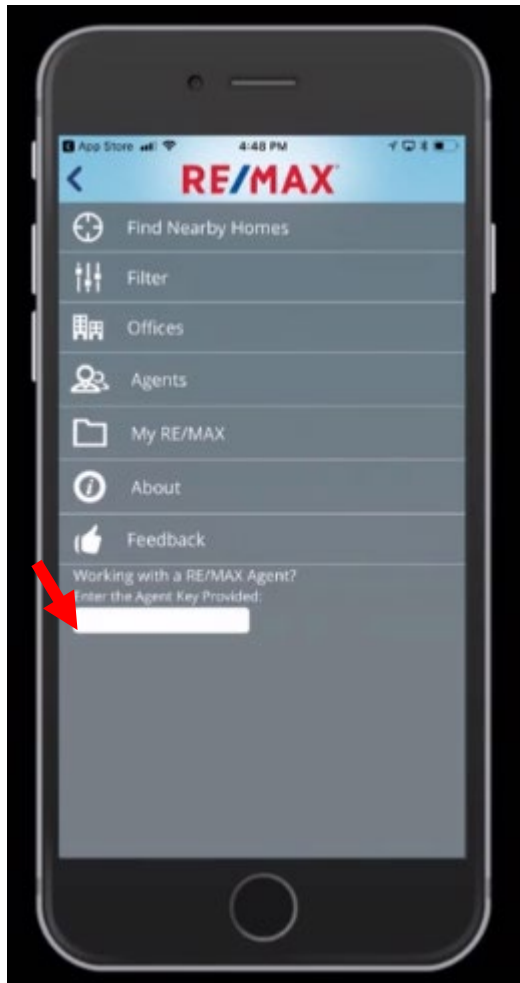
- After downloading, allow the App to use your location



RE/MAX Branded App for Agents: Setup



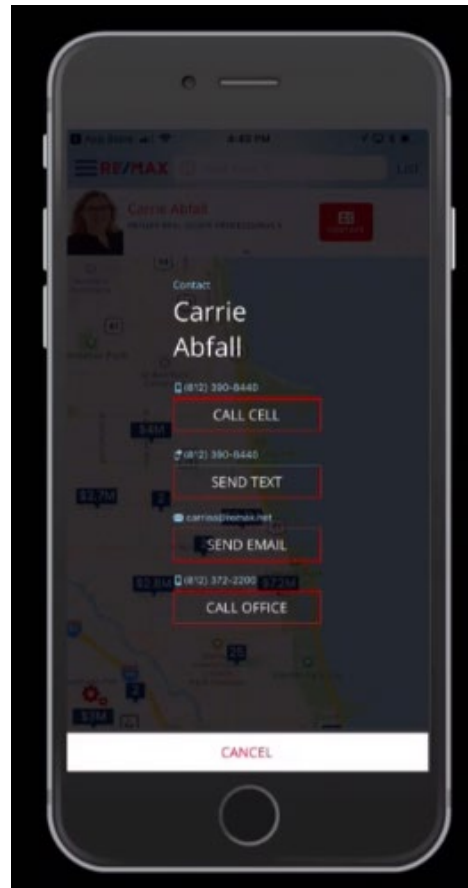
- Clients need to enter your Agent Key to brand you to them
- Your Agent Key is your username for MAX/Center, only what comes before @remax.net



RE/MAX Branded App for Agents: Setup



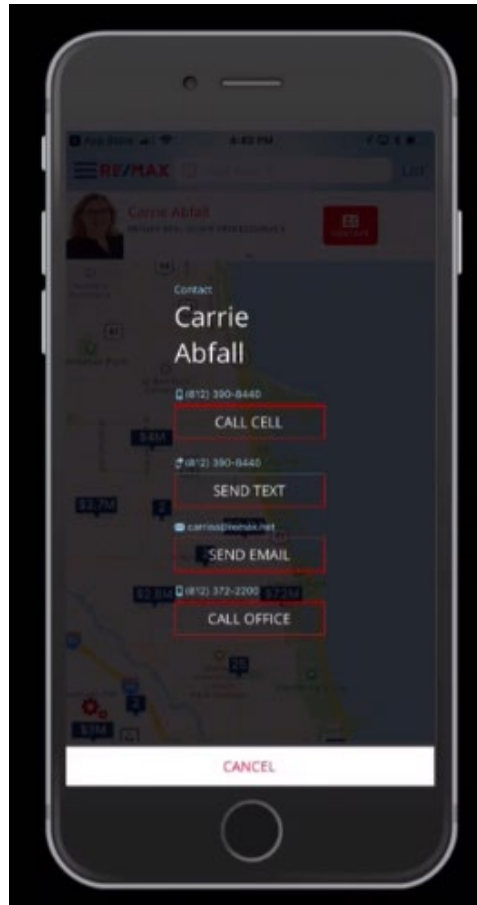
- Once the Agent Key takes, you are directed back to the main screen where the Agent's face will appear
- By clicking contact me, clients will see all their Agent's contact information



RE/MAX Branded App for Agents: Setup



- If your contact information does not appear correctly, visit Launchpad.remax.com and update your information



RE/MAX Branded App for Agents: Setup



launchpad.remax.com/login



Email/Username

Password

Remember Me

Log In

RE/MAX Branded App for Agents: Setup



Marissa Pistrutto X



MAX PERX Code: 614305D

Update Profile

RE/MAX Branded App for Agents: Setup



Change Profile

This page shows you the current information we have in your profile. It is very important to keep this up-to-date to make sure past clients or prospects can reach you. Your profile information is used to help clients or prospects contact you via the network of RE/MAX sites and referral rosters.



Fields indicated in bold are mandatory. Your profile changes will not be submitted if they are empty or invalid.

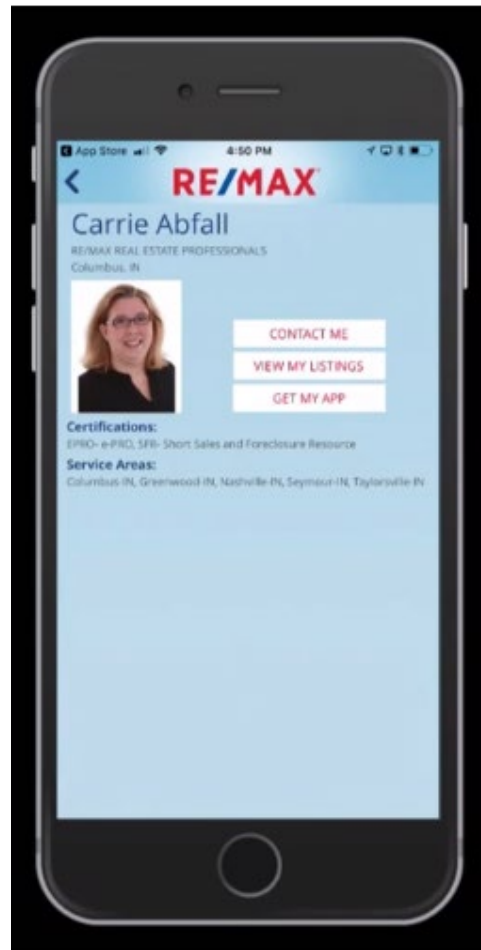
Contact Information

First Name :	<input type="text" value="Marissa"/>
Middle Name/Initial :	<input type="text"/>
Last Name :	<input type="text" value="Pistritto"/>
Marketing Name :	<input type="text" value="Marissa Pistritto"/>
Suffix :	<input type="text" value="Select ..."/>
Preferred Name :	<input type="text"/>
Office Phone :	<input type="text" value="(860) 659-3343"/>
My Personal Website :	<input type="text"/> (e.g.: http://www.mypersonalwebsite.com)
My Listing Website :	<input type="text"/> (e.g.: http://www.mylistingwebsite.com)
Additional Website :	<input type="text"/> (e.g.: http://www.additionalwebsite.com)
Fax :	<input type="text"/>
Phone :	<input type="text"/>
Mobile :	<input type="text" value="(860) 929-9697"/>
Direct :	<input type="text"/>
Pager :	<input type="text"/>
Toll Free :	<input type="text"/>
Display on Profile :	<input type="text" value="Mobile"/>
Email :	<input type="text" value="marissapistritto@remax.net"/>
Web ID :	<input type="text"/>
Facebook :	<input type="text"/> (e.g.: http://www.facebook.com/username)
Linked In :	<input type="text"/> (e.g.: http://www.linkedin.com/YourProfile)
Twitter :	<input type="text"/> (e.g.: @twitterhandle)

RE/MAX Branded App for Agents: Setup



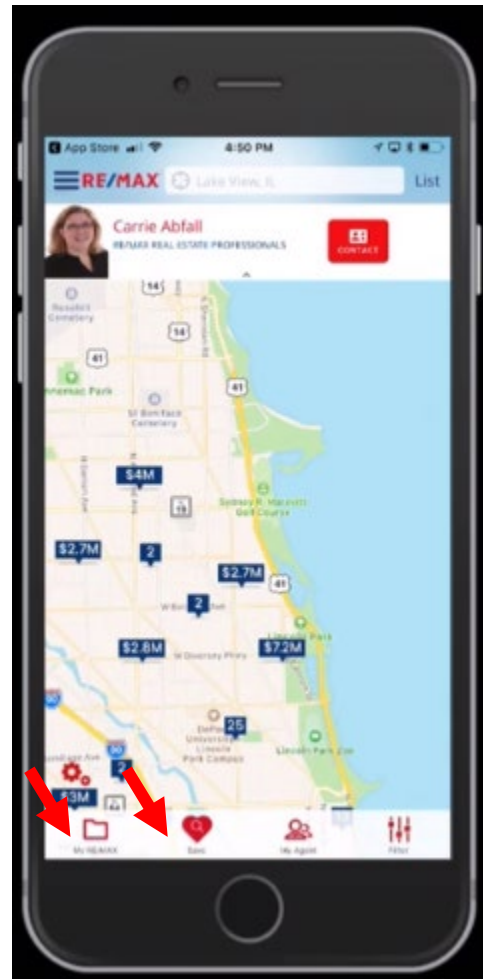
- Agent is now branded to their Client
- Clients can easily contact their agent and view all their listings



RE/MAX Branded App for Agents: Setup



- Agent will be notified by email, when branded clients save favorites or setup searches



RE/MAX Branded App for Agents: Promote your App

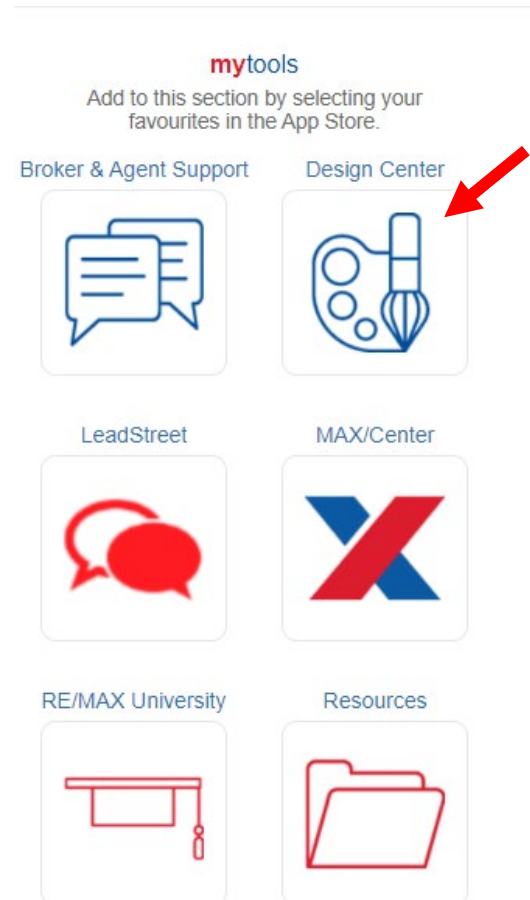


- Text Clients a link to download your branded App
- [Getmobile.remax.com/yourusername](https://getmobile.remax.com/yourusername)
 - [Getmobile.remax.com/marissapistritto](https://getmobile.remax.com/marissapistritto)
- The text message will allow Clients to click the link and download instructions will be provided

RE/MAX Branded App for Agents: Promote your App



- Use the pre-done Design Center flyer template as another way to promote your branded App
- Launchpad.remax.com




RE/MAX Branded App for Agents: Promote your App




















- Type Mobile App in the search field

Create a New Marketing Project
or edit existing Projects

mobile app 

Designs Show All (1,320)

Product Task Occasion

 Advertisement	 Brochure	 Card	 Door Hanger	 eNewsletter
 ePostcard	 Flyer	 Letterhead	 Newsletter	 Postcard
 Presentation	 Social Media	 Video	 Video eMail	 Virtual Tour
 Web Ad	 Website			

RE/MAX Branded App for Agents: Promote your App



Mobile App Advertisement



[View Sample](#)

Product Type
Advertisement

Sided
Single

Cancel

Select This Design



RE/MAX Branded App for Agents: Promote your App



- Name your project and save into your general folder

New Project: Project Info



Project Name

Project Description

Project Folder

Save and Continue

RE/MAX Branded App for Agents: Promote your App



- Agent Key Field Number is your username for MAX/Center, only what comes before @remax.net

Update Text

Info **Text** Agent

View 1

Agent Key Field Number

Back Save and Continue

The form is titled 'View 1' and contains a single text input field labeled 'Agent Key Field Number'. Above the form is a progress indicator with three steps: 'Info', 'Text', and 'Agent'. The 'Text' step is currently active, indicated by a red dot and red text. Below the form are two buttons: a light blue 'Back' button on the left and a red 'Save and Continue' button on the right.

RE/MAX Branded App for Agents: Promote your App



- Verify all your information is entered correctly

Update Agent Info

Info Text **Agent**

Name
Marissa Pistritto

Brokerage
RE/MAX Right Choice Real Estate

Email address
marissapistritto@gmail.com

Title

Phone 1
(860) 929-9697 Direct

Phone 2
(860) 659-3343 Office

URL (Web site)

License

Photo 1

Back Save and Continue

RE/MAX Branded App for Agents: Promote your App



- Preview the flyer
- Upon downloading, the watermark will be removed



A FEW KEY FEATURES INCLUDE:

- Real-time listing info
- Interactive maps
- Instant sharing
- The ability to connect with your agent



RE/MAX Right Choice Real Estate
Marissa Pistritto

(860) 920-9697 (Direct)
(860) 659-3343 (Office)
marissapistritto@gmail.com



 getmobile.remax.com


Enter marissapistritto in the agent key field to get started.

RE/MAX Branded App for Agents: Promote your App



- Distribute in whichever manners work best for you

Project Folders > test > Test for Training



Design Type:
Advertisement

Description:


Preview


Edit


Duplicate


Move | Delete


Show: Distribute Links & Tools Email History


 Publish to Web


 Email to Contacts

 Download PDF


 Download Image


 Share on Facebook


 Tweet a Link

 Pin on Pinterest

Print Options


Design, Print & Mail Postcards Online Same Day!





Print It Yourself

Concluding Thoughts



***You don't have to be great to start,
but you have to start to be great.***

Joe Sabah

SUCCESS IS A JOURNEY,
NOT A DESTINATION

