

WELCOME TO

# *Connecticut*

AN INTRODUCTION TO  
THE NUTMEG STATE

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A REAL ESTATE EBOOK FROM





## INTRODUCING ONE OF THE HOTTEST REAL ESTATE MARKETS:

# *Connecticut*

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Connecticut has a lot more to offer residents than just strong socio-economic factors and the beautiful outdoors. With one of the fastest-growing wine-producing regions in the country, Connecticut is planting roots in more industries than ever as it diversifies, which has expanded its small-town reputation. Tourism and unique local attractions have also contributed to the state's allure. In this ebook, we'll introduce you to some of Connecticut's top markets for real estate, as well as share the different activities offered by this community-focused state.

# Top 5 Markets in Connecticut



## #5: OLD GREENWICH

Located in Fairfield County, Old Greenwich is a sprawling residential town with a spread out suburban feel. Don't let this small town fool you into thinking there's small money here. Dating back to 1640, when the founding families bought the land from Native Americans, [Old Greenwich](#) gets its name from being the oldest town in Greenwich, and its wealth has grown ever since.

### Local tip:

For a true experience in this quiet, small town, it's best to take it slow. Walk around town, and wave to the many locals spending their days on their porches soaking in Connecticut's natural beauty. Head down to [Lugano Salumeria & Wine Bar](#) for some delicious wine and extensive Italian dishes. Be sure to try their fresh fish, meats, and cheeses.

The median home value in Old Greenwich is \$1,147,337, which is a 3.1% increase from the previous year. Zillow predicts this figure will increase by 6.7% within the next year.



## Top 5 Markets in Connecticut


### #4: AVON

Another small town with a strong community, Avon is home to just 18,276 residents. It's mainly a residential town with a growing suburban population. Listed as the second best place to live in Connecticut by [DailyVoice.com](https://www.dailyvoice.com), Avon has been one of the more sought-after suburbs for growing families and retirees. Boasting an affordable median home value, this small town is perfect for small families looking to grow.

#### Local tip:

Looking for a night out? Try a local favorite, [Market Place Kitchen & Bar](#). As Avon's newest modern American restaurant, MP celebrates local, organic, and sustainably-sourced food and spirits. Inspired by seasonal flavors and aromatics, the chefs are continually inventing new plates and cocktails.

The median home value price in Avon is \$308,961, which is a 2.5% increase from the previous year. Zillow predicts this figure will increase by 6.7% within the next year.



“Eastern Connecticut is very different from Western; **we’re more liverwurst than pâté, more bowling than polo.**”

– *Wally Lamb*





## Top 5 Markets in Connecticut

### #3: SOUTH WINDSOR

Just outside of Hartford, South Windsor is a suburban town of 26,162 people. Residents love the well-ranked local schools, strong community presence, well-kept parks and pools, and generally enjoy the quiet life in this small town. South Windsor is consistently ranked as one of the best places to live and raise a family in Connecticut. Boasting a strong workforce and an average median home value that's lower than the state average, this town is ideal for growing families.

*Local tip:*

For a truly unique dining experience, you need to try [Mill on the River](#), a restaurant located on the mouth of the Podunk River flowing into Vintons Millpond. This charming eatery is known for its continental cuisine and the fact that it's located in a rustic mill that was the first dam in Connecticut.

The median home value in South Windsor is \$244,737, which is a 5.2% increase from last year. Zillow predicts this figure will increase by 7.0% within the next year.



## Top 5 Markets in Connecticut

### #2: SIMSBURY

Just north of Avon, located in Hartford County, Simsbury is ranked as one of the best places to live in Connecticut. Home to just over 25,395 residents, Simsbury is a sweet small town in Connecticut that's great for families and individuals looking for a quiet place to live. Known for its lush trees and green spaces, Simsbury and its surrounding area offer residents a host of hiking trails and paths to explore.

#### Local tip:

- Millwright's Restaurant is a local favorite with an exceptional wine selection that's been recognized by Wine Spectator and Wine Enthusiast. Situated just outside of Hop Brook, visitors are treated to views of the waterfall while enjoying this farm-fresh, fine-dining experience.

The median home value in Simsbury is \$321,009, which is a 3.6% increase from last year. Zillow predicts this figure will increase by 6.7% within the next year.



## #1: HARTFORD

Laying in Connecticut's River Valley, Hartford is a beautiful, quaint town tucked in the trees. As the state capital, Hartford was a colonial center and grew into a prosperous, Industrial-era city. Referred to as the center of the insurance industry, the first insurance company was established here in the late 1700s. Residents enjoy a suburban-town feel while pursuing recreational attractions at the ski slopes, vineyards, and performance venues just outside of town.

### Local tip:


Hartford is a city of options. If you're feeling casual and craving some cajun food, head to [Black-Eyed Sally's Southern Kitchen & Bar](#) for Southern BBQ and hip live blues, jazz, and soul performances. If you're looking for a quiet spot for date night, treat your taste buds and your partner to Salute. An upscale new-age take on Italian cuisine, Salute brings Tuscan favorites to Hartford's growing restaurant scene.

The median home value in Hartford is \$124,556, which is a 8.6% increase from last year. Zillow predicts this figure will increase by 8.0% within the next year, which is great news for prospective sellers.

## Top 5 Markets in Connecticut







“My first and lasting impression of the Connecticut River Valley is **its serene beauty, especially in the autumn months.**”

*-John William Tuohy*



# Why Connecticut Real Estate?

Connecticut has a strong economy largely based on three robust industries: real estate, renewable energy, and digital media. These three verticals lend themselves well to the residents of Connecticut who aren't afraid of a challenge and look to the future for success. Coupled with a predicted increase in home prices, there are countless opportunities for sellers looking to maximize their ROI in Connecticut.

## Quick Stats - CONNECTICUT

YEAR/YEAR MEDIAN HOME PRICES (MAY 2019-MAY 2020):	5.6%
MEDIAN HOME VALUE:	\$272,404
MEDIAN RENT PRICE:	\$2,500
AVERAGE DAYS LISTED:	109
HOMES WITH NEGATIVE EQUITY:	7.1%
DELINQUENT MORTGAGES:	9.4%

## MARKET OUTLOOK

Connecticut's home sales prices continue to soar, even as more homes hit the market. Right now is the time for sellers in the market to get in on the high demand, especially as some begin to look for housing outside of big cities. The median home price in the state is lower than the national average, which is fantastic for buyers in the market. Zillow sees Connecticut as a seller's market and projects a 7.2% increase in home value over the next year.



# THERE'S NEVER BEEN A BETTER TIME TO BECOME A *Connecticut Real Estate Agent*

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With its rich history, a variety of entertainment options, great communities for families, and boundless green spaces, Connecticut has become one of the premier relocation destinations in the country. This new growth opens up a fantastic opportunity for real estate agents. For instance, did you know that there were **over 163,605 Connecticut properties sold in October of 2020** with some selling for more than \$1,000,000? When you consider that Indeed.com reports the average **full-time real estate agent in Connecticut makes around \$76,333**, it's pretty obvious there's never been a better time to become a Nutmeg State real estate agent.

If you want to learn more about how you can get your license and join the ranks of Connecticut real estate agents, visit us at [TheCEShop.com/Connecticut/CT-Real-Estate](https://TheCEShop.com/Connecticut/CT-Real-Estate). There you'll be able to find the steps you need to take in order to become an agent, and discover how The CE Shop can help you achieve your goals through our award-winning real estate education.

# About Us

Founded in 2005, The CE Shop has become the leading provider of online real estate education through an encyclopedic knowledge of the real estate industry.

Our ever-expanding course catalog of Pre-Licensing, Exam Prep, and Continuing Education products are trusted throughout the industry and offer agents across the country the education they rely on.

With courses available in all 50 states and D.C., we're driven by a desire to constantly improve, both for ourselves and our students.

