

WELCOME TO

Vermont

AN INTRODUCTION TO
THE GREEN MOUNTAIN STATE

A REAL ESTATE EBOOK FROM



INTRODUCING ONE OF THE HOTTEST REAL ESTATE MARKETS:

Vermont

As a real estate education company, we make it our duty to explore different markets and uncover what makes them so attractive. For this report, we went to Vermont to learn how it has become a premier relocation destination, and why tourists flock there every year. Vermont is the largest producer of maple syrup, producing over 50,000 gallons a year. But that's not the only thing that makes this state sweet; Vermont is home to dense forests full of sugar maple trees and some of the best mountains in the Northeast, which provide residents scenic views all year round.

Top 5 Markets in Vermont



#5: ESSEX JUNCTION

Essex Junction is a village inside of the town of Essex and is just east of Lake Champlain. Home to around [11,000 residents](#), this small community has a big downtown bustling with activity and high spirits. Local shops include great antique and craft stores, as well as the [Essex Outlets](#).

Local tip:

Vermont has a thriving brewery scene, and Essex Junction is home to a state favorite: [1st Republic Brewing Company](#). It's the largest homebrew shop in the state of Vermont and offers a variety of beers for all tastes.

The median home value in Essex Junction is \$335,772, which is a 5.3% increase from the previous year. [Zillow](#) predicts this figure will increase by 6.4% within the next year.

Top 5 Markets in Vermont

#4: BENNINGTON

This small town located southwest of Green Mountain National Forest promotes a healthy, outdoor-focused lifestyle with its vast hiking trail system and swimming/recreational access to [Lake Paran](#). Residents enjoy outdoor activities year round, even during Vermont's harsh winters. On average, Bennington receives 65 inches of snow a year, making it perfect for those who love to hit the slopes.

Local tip:

Start your day with a hike in the woods on the [Harmon Hill Trail](#), featuring some steep inclines that provide beautiful views, making it well worth the trip. After you've worked up a sweat on the trails, head back into town for a beer at [Madison Brewing Company](#) and sample some local brews.

The median home value in Bennington is \$156,517, which is a 2.0% increase from the previous year. [Zillow](#) predicts this figure will increase by 5.3% within the next year.





“All in all, Vermont is a jewel
state, **small but precious.**”

- Pearl S. Buck

Top 5 Markets in Vermont



#3: MONTPELIER

Montpelier is the capital city of Vermont and [also the smallest capital in the country](#) with just over 7,000 residents. This city is so small that it [doesn't have a McDonald's](#). As the site of Vermont's political scene, the town has become quite diverse over time, creating a melting pot that provides its residents access to unique, multicultural restaurants and local shops.

*Local
tip:*

- For an authentic Vermont experience, venture out of town for a stop at [Morse Farm Maple Sugarworks](#). With a free tasting
- and tour, visitors get their sugar fix at no cost by sampling some real maple syrup. For more local flavors, check out [Kismet](#),
- a relatively new restaurant in the area that uses local ingredients to recreate family recipes and craft delicious cocktails.

The median home value in Montpelier is \$207,444, which is a 2.0% increase from the previous year. [Zillow](#) predicts this figure will increase by 6.3% within the next year.



Top 5 Markets in Vermont

#2: BURLINGTON

This city in northwest Vermont rests on the shores of Lake Champlain, with New York state right across the water and the Canadian border due north. Burlington is the largest city in the state, with over 42,000 residents who are proud Vermont residents and even prouder Burlingtonians. Home to the famous Ben & Jerry's Ice Cream, locals have a sweet tooth outside of just maple syrup. With water and outdoor activities galore, residents and tourists alike enjoy taking in Burlington's natural beauty through the surrounding trails, lakes, and mountains.

Local tip:

- For a fun-filled day in Burlington, stroll down to Church Street Marketplace and shop around for local crafts and touristy gifts.
- Once you've spent your afternoon walking around town, head to the Waterfront Park for a beautiful sunset over Lake Champlain.

The median home value in Burlington is \$357,731, which is a 3.5% increase from the previous year. Zillow predicts this figure will increase by 6.2% within the next year.

Top 5 Markets in Vermont

#1: NORWICH

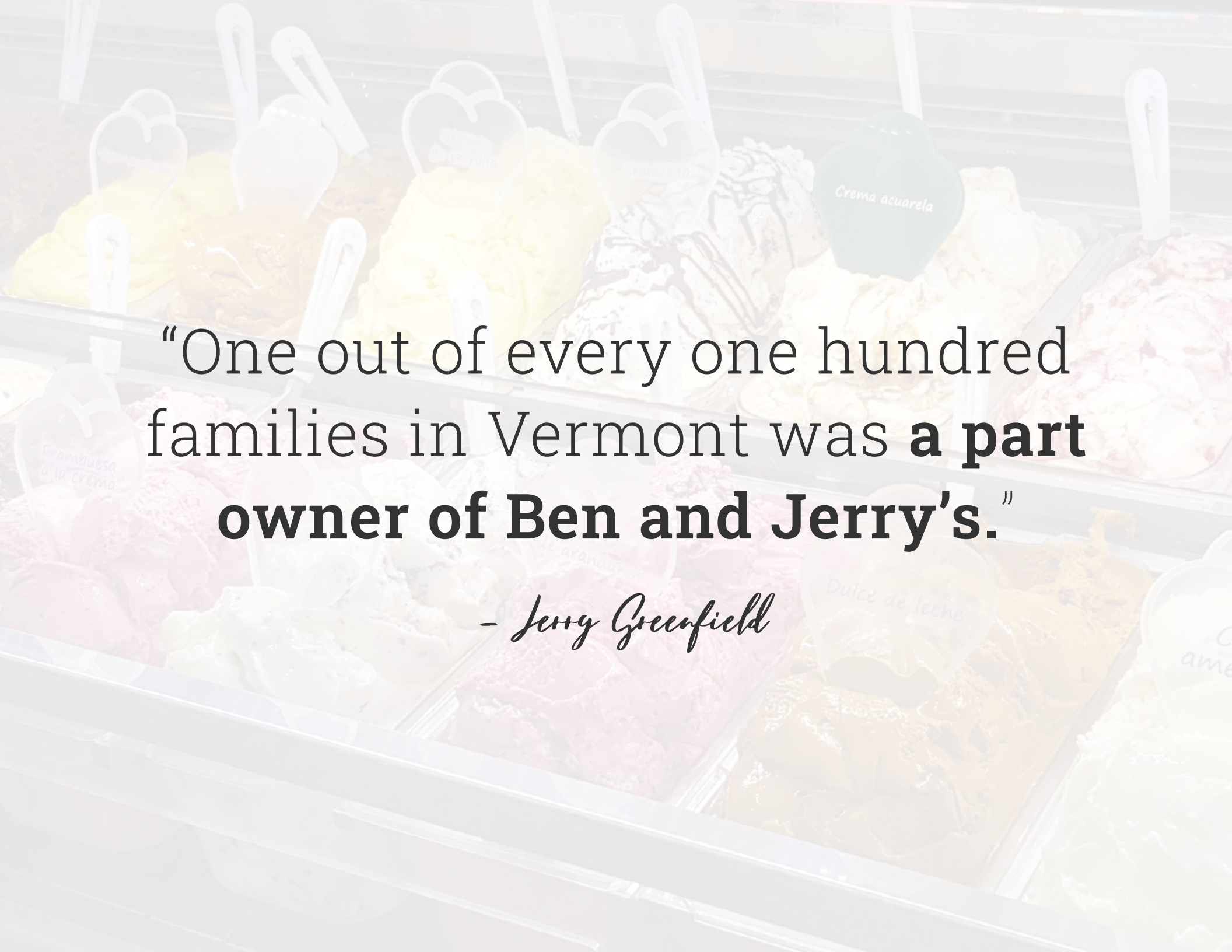
Norwich is known for its small-town feel. With homes sprinkled around the countryside, having neighbors close by isn't common. This town is located on the east side of the state, right on the Connecticut River, which creates the border to New Hampshire. The town's claim to fame is its [Montshire Museum of Science](#). This award-winning museum grips visitors with its hands-on approach to learning. Boasting 110 acres and featuring exhibits on natural and physical sciences, ecology, and technology, there's always plenty to explore at this museum.

Local tip:

Home to the [first and oldest flour company](#) in America, first-time visitors need to stop by King Arthur's Bakery for a fresh taste of Vermont's history. Focused on creating connections in the community through baking, this employee-owned company is not just a local favorite, but a cornerstone of the town.

The median home value in Norwich is \$477,196, which is a 1.0% increase from the previous year. [Zillow](#) predicts this figure will increase by 6.4% within the next year.





“One out of every one hundred families in Vermont was **a part owner of Ben and Jerry’s.**”

– Jerry Greenfield



Why Vermont Real Estate?

Vermont's key industries are agriculture, tech, energy, and manufacturing, and these powerful verticals bolster the state's economy. While Vermont is well known for its fresh maple syrup, it offers a host of other famous food and beverage brands as well, including [Keurig's Green Mountain coffee](#) and Ben & Jerry's Ice Cream. Vermont residents are proud of their state, the goods they produce, and are enthusiastic about their outdoor recreation.

And with a landscape this beautiful, who could blame them?

Quick Stats - VERMONT

YEAR/YEAR MEDIAN HOME PRICES
(MAY 2019-MAY 2020):

2.8%

MEDIAN HOME VALUE:

\$262,525

MEDIAN RENT PRICE:

\$1,800

AVERAGE DAYS LISTED:

140

HOME EQUITY:
(SECOND HIGHEST IN THE U.S.)

39.1%

DELINQUENT MORTGAGES:

1.7%

MARKET OUTLOOK

Vermont's home sale prices continue to rise. Even as more homes hit the market, the high demand throughout the state doesn't seem to subside. Now is the time for sellers to cash in on the high demand, especially as clients 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 Vermont as a seller's market and projects a 6.1% increase in home value over the next year.

THERE'S NEVER BEEN A BETTER TIME TO BECOME A

Vermont Real Estate Agent

Vermont is an outdoor lover's heaven with its scattering of small towns and laid-back lifestyle. Ushering in new residents from denser communities outside of the state, Vermont is becoming home to new residents looking to have fun outside and spend quality time with friends and family. The state's new growth also opens up a fantastic opportunity for real estate agents. For instance, did you know that there were **over 38,300 Vermont properties sold in October of 2020**, with some selling for more than \$1,000,000? When you consider that [Indeed.com](https://www.indeed.com) reports **the average full-time real estate agent in Vermont makes around \$59,723**, it's pretty obvious there's never been a better time to become a Green Mountain State real estate agent.

If you want to learn more about how you can easily get your license and join the ranks of Vermont real estate agents, visit us at TheCEShop.com/Vermont/VT-real-estate. There you'll be able to find out how The CE Shop can help you achieve your career 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.

