

THE *hollywood* ISSUE

A V E N U E

APRIL 2016

NIGHTCLUB
IMPRESARIO

PAUL
SEVIGNY

*Brings His
Downtown
Cool Uptown*

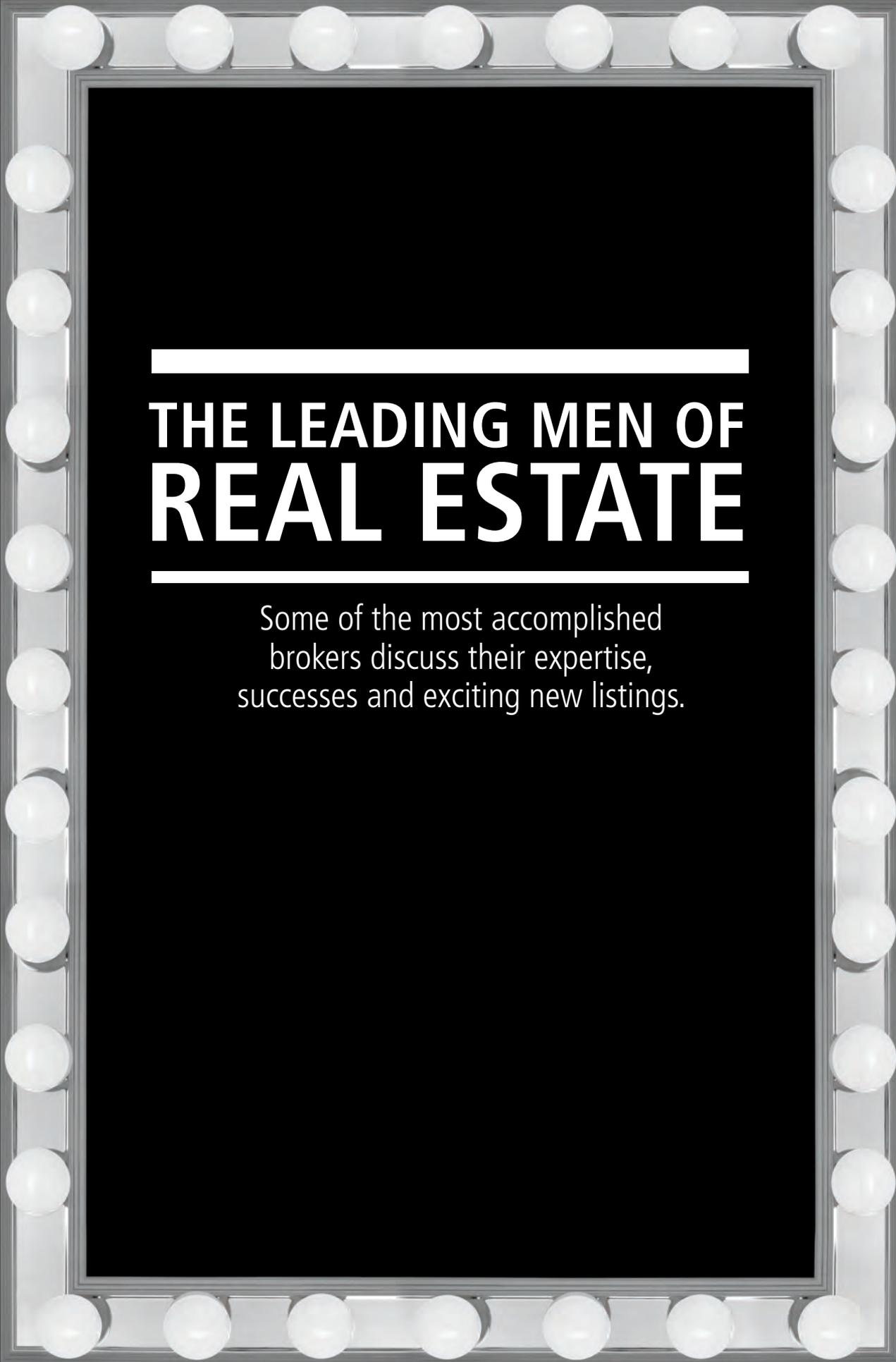
LYNN FORESTER DE
ROTHSCHILD

Renaissance Woman

*Behind-the-Scenes
at the
OSCARS
with*

PEGGY
SIEGAL





THE LEADING MEN OF REAL ESTATE

Some of the most accomplished
brokers discuss their expertise,
successes and exciting new listings.

Klemm Real Estate

PETER KLEMM

Broker

WHAT DISTINGUISHES YOU FROM OTHERS IN YOUR FIELD?

Real estate is both a lifestyle and a full-time profession for me. This is a family business that I live, eat and breathe, and I love doing it. Now 44 years old, I am the #1 agent in Litchfield County. For the past several years, I've been consistently ranked among the top five agents in Connecticut, and I'm the only agent in Litchfield County to be among the nation's top 250 agents nationwide based on my annual sales volume, as published by the *Wall Street Journal*.

WHAT EXPERIENCE DO YOU BRING TO THE TABLE?

I have personally sold more than \$700 million in Litchfield County real estate. I've sold the highest sale of the year countywide in 4 of the past 5 years, not to mention the third highest sale in Litchfield County history. I am proud that my family has exclusively represented 13 of the top 20 sales in Litchfield County history. This is home for me: I love it, and I intend to make my parents proud and serve my clients for the long run.

DID YOU HAVE ANOTHER PROFESSION PRIOR TO BEING IN REAL ESTATE?

I grew up in Washington, Connecticut, then attended American University in Washington, D.C., and upon graduating with a degree in finance moved to New York City to work as an analyst for a hedge fund, where I honed my analytical skills. I ultimately returned home to Litchfield County to help grow my family business and enjoy its quality of life, proximity to New York City and year-round beauty.



"My real estate career affords me both an extraordinary amount of freedom and the ability to network and meet fabulous people."

IS THERE ANYONE IN THE INDUSTRY YOU REALLY ADMIRE?

I greatly admire my mother, who is my mentor. She's the reigning queen of Litchfield County real estate. She's genuinely a people person and a force of nature who's sold more than \$2 billion in Litchfield County real estate during her amazing career.

WHAT'S THE BEST PART ABOUT YOUR JOB?

My real estate career affords me both an extraordinary amount of freedom and the ability to network and meet fabulous people.

WHAT ARE THE BEST VALUES IN YOUR AREA?

Values abound throughout our entire county, and smaller towns in southern Litchfield County is where the smart money is focused—this is comparable to St. Barts in the early 1980s, and yet it's only a 90-minute drive to Manhattan.

TO WHAT LENGTHS HAVE YOU GONE TO MAKE A SALE?

While on vacation on the Friday of New Year's weekend, a desperate client sought my help by telling me he had leveraged himself to purchase a major hotel at a below-market price but was unable to close as promised when his financing fell through at the eleventh hour.

He borrowed additional hard money to buy himself three more days to close but feared he would lose both his multimillion deposit and house if he couldn't close the following week.

I cancelled my entire holiday weekend and proceeded to work round the clock calling every investor I knew—we closed on the following Tuesday.

WHAT'S YOUR FAVORITE WAY TO SPEND YOUR FREE TIME?

I enjoy spending time with my wife and three young daughters.

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