

PETER KLEMM'S LUXURY REAL ESTATE REPORT Year-end 2019

LITCHFIELD COUNTY, CONNECTICUT • \$1.0+ Million Sales

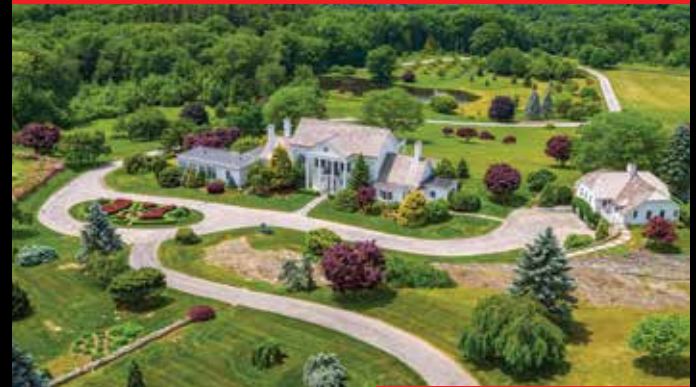
EXCLUSIVELY LISTED & SOLD 2019
HIGHEST SALE LITCHFIELD COUNTY 2019



WASHINGTON, CT

Ultimate Country Estate. Exquisitely Renovated 5 Bedroom Main House. 2 Bedroom Guesthouse. Party Barn. Pool. Spa. Tennis. Panoramic Views. 3 Parcels. 102.82± Acres. Ask \$8.995m.

EXCLUSIVELY LISTED & SOLD 2019
2ND HIGHEST SALE LITCHFIELD COUNTY 2019



WASHINGTON, CT

Magnificent Estate. Georgian Colonial Main House. Guesthouse. Caretaker's House. Indoor & Outdoor Pools. Pool House. Tennis. Privacy. 300± Acres. Ask \$9.0m.

EXCLUSIVELY LISTED & SOLD 2019
3RD HIGHEST SALE LITCHFIELD COUNTY 2019



WASHINGTON, CT

Rare Gentleman's Farm. 4 Bedroom Colonial. Pool. 1800's Barns. Open Meadows. Western Views. Special Location. More Land Available. 67± Acres. Ask \$5.0m.

EXCLUSIVELY LISTED & SOLD 2019
HIGHEST SALE ROXBURY 2019

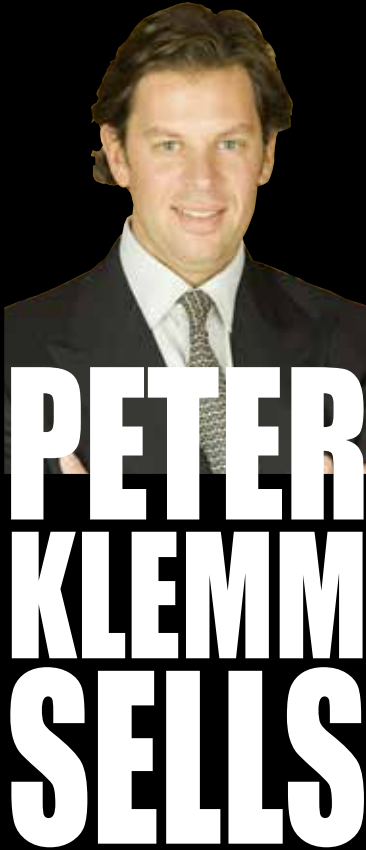


ROXBURY, CT

Lake Lillinonah Waterfront Estate. Renovated Antique Colonial. 3 Bedrooms. 2 Fireplaces. Extensive Water Frontage. Views. Privacy. 7 Parcels. 153± Acres. Ask \$5.75m.

#1 for Selling & Renting Fine Country Properties!

STATE OF THE MARKET
Year-end 2019



There's value at the top! The Litchfield County luxury real estate market is uniquely positioned as a proximate country destination for affluent New Yorkers. The County offers sprawling large acreage and lake estates alike. Recent values for the largest properties are causing buyers to come out of the woodwork. In 2019, we saw an acceleration in the number of sales countywide above \$4.0 million with twice as many sales as 2018. The top 6 sales countywide averaged over 100-acres and sold for a fraction of their replacement cost demonstrating clear value.

In 2019 there were 12% more \$1.0+ million sales throughout the County vs. 2018. While the average and median sales prices declined modestly (-3%) during 2019, the total value of sales increased by +11%. We're also seeing continued growth in luxury buyer demand for properties in the \$1.0 - \$2.0 million range with 23% more sales than 2018.

KLEMM has once again achieved the #1 market share in luxury (\$1.0+ million) sales throughout Litchfield County with significantly more total dollars closed than our nearest competitor. KLEMM continues to dominate the market with 40% market share for sales countywide above \$1.0 million, 48% market share for sales countywide above \$2.0 million, 69% market share for sales countywide above \$3.0 million and 92% market share for sales countywide above \$4.0 million.

KLEMM Real Estate sold the top 6 sales countywide in 2019 and 14 of the top 20 highest sales EVER in Litchfield County history. KLEMM exclusively listed and sold the highest sale countywide during 2019 for \$6.25 million.

KLEMM is proud to claim record-breaking sales for 2019 in the Towns of New Preston, Roxbury, Sharon, Southbury, Warren and Washington.

Looking ahead, our luxury market currently favors buyers; however, our supply of choice properties representing the best values is dwindling. This is the best time to buy in 20+ years.

I look forward to hearing from you.

Sincerely,

Peter Klemm

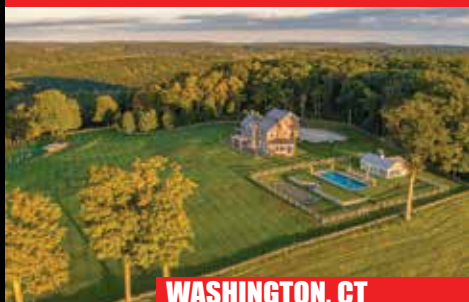
Peter Klemm is the #1 Agent in Litchfield County with over a billion dollars in real estate sold!

Peter is ranked as one of the best agents in America based on annual sales volume as published in the 2019 Real Trends/Wall Street Journal annual real estate survey. Peter has been selected as one of the nation's "Top 250 Realtors" for 2012 - 2018 based on individual sales volume as published in Real Trends/Wall Street Journal Survey. He was also named "Best Real Estate Agent" in the July 2014 Issue of Top Agent Magazine: Eastern USA Edition.

Source: SmartMLS & KRE Private Deals 1/1/97 - 12/31/19

PETER KEEPS SELLING!

EXCLUSIVELY LISTED & SOLD 2019
5TH HIGHEST SALE LITCHFIELD COUNTY 2019



WASHINGTON, CT

Exceptional Country Estate. 6 Bedroom Shingle-style. 2-car Attached Garage. 2-car Detached Barn/Garage. Pool. Pool House. Omnisurface Tennis Court. 12.9± Acres. Ask \$5.75m.

EXCLUSIVELY LISTED 2019
HIGHEST SALE LAKE WARAMAUG 2019



NEW PRESTON, CT

Lake Waramaug Stone & Shingle-style House. 4 Bedrooms. 1-car Garage. Floating Dock. Spectacular Views. 1.12± Acres. Ask \$4.95m.

EXCLUSIVELY LISTED & SOLD 2019
3RD HIGHEST SALE KENT 2019



KENT, CT

Stunning Modern Barn-style. Guesthouse. Caretaker's Apartment. 3-car Garage. 4-Bay Car Barn. Utility Barn. Pool. Distant Views. 17± Acres. Ask \$2.95m.

EXCLUSIVE LISTING



ROXBURY, CT

Spacious & Private Colonial. 4 Bedrooms. 4 Fireplaces. Screened Porch. 3-car Garage. Terrace. Views. 90 Minutes to NYC. 17.83± Acres. \$1.675m.

Top 10 Sales 2019

	TOWN	PRICE	MAIN	GUESTHOUSE	POOL	TENNIS	ACRES
1	Washington	\$6.25m	4,703sf	Y	Y	Y	102±
2	Washington	\$5.85m	9,000sf	Y	Y	Y	300±
3	Washington	\$5m	2,800sf	N	Y	N	67±
4	New Preston	\$4.85m	4,500sf	N	N	N	1*
5	New Preston	\$4.75m	5,768sf	N	Y	Y	12.9
6	Roxbury	\$4m	2,592f	N	N	N	153±*
7	Winchester	\$3.54m	5,801sf	N	N	N	1.7*
8	Washington	\$3.5m	3,474sf	N	N	N	54
9	Kent	\$3.1m	8,584sf	N	Y	Y	125
10	Cornwall	\$2.725m	6,599sf	N	Y	N	18

* = lakefront

EXCLUSIVE LISTING



WASHINGTON, CT

Quintessential Estate. 4-5 Bedroom Main House. 2 Bedroom Guesthouse. Caretaker's Apartment. Pool. Barns. Pond. Views. Privacy. 46.7± Acres. \$4.75m.

EXCLUSIVE LISTING



WARREN, CT

Philip Roth's c1790 Country Estate. 3 Bedroom Main House. Vintage Barn. Writing Cottage. Pond. Meadows. Orchards. Total Privacy. 147.2± Acres. \$2.45m.

EXCLUSIVELY LISTED & SOLD 2019
HIGHEST SALE LAKE LILLINONAH 2019



SOUTHBURY, CT

Lake Lillinonah Direct Waterfront. 6 Bedrooms. 3 Fireplaces. Screened Porch. In-law Apartment. Pool & Spa. Stone Terrace. Tennis. Views. Floating Dock. 4.06± Acres. Ask \$1.995m.

EXCLUSIVELY LISTED & SOLD 2019
2ND HIGHEST SALE LAKE WARAMAUG 2019



WARREN, CT

Direct Waterfront Property. 5 Bedrooms. Fireplace. Attached Garage. 1.02± Acres. Ask \$1.8m.

EXCLUSIVELY LISTED & SOLD 2019
3RD HIGHEST SALE LAKE WARAMAUG 2019



NEW PRESTON, CT

Stunning Lake Waramaug Modern. 3 En-suite Bedrooms. Fireplace. Enclosed Porch. Stone Terrace. Great Water Frontage. Floating Dock. Deep Water. Prime Location. Views. 0.19± Acres. \$1.694m.

PETER KEEPS SELLING!

SAMPLING OF EXCLUSIVE LISTINGS



WASHINGTON, CT

In-town Shingle-style Rossiter. Restored to Perfection. 8 Bedrooms. 5.5 Baths. 8 Fireplaces. 3-car Detached Garage. Property Borders Steep Rock. 3.13± Acres. \$5.75m.



WASHINGTON, CT

Newly Renovated Stone & Shingle Estate. 5 Bedrooms. 3 Fireplaces. Pool with Cabana. Dramatic Views Overlooking Steep Rock. Privacy. 8.23± Acres. \$4.75m.



WARREN, CT

Lake Waramaug Direct Waterfront. Modern 5 Bedroom House. Double Lot. Level Land. Sandy Beach. Magnificent Views. 2.16± Acres. \$4.5m.



WASHINGTON, CT

Private Estate Property. 4-5 Bedroom Main House. Guesthouse. Salt Water Pool. Party Barn. Potting Shed. Tennis. 7-car Garage. Views. 24.81± Acres. \$3.995m.



WASHINGTON, CT

Stunning Ehrick Rossiter Designed Home. 7 Bedrooms. 6.5 Baths. 4 Fireplaces. Screened Porch. Pool. Cabana. Views. Abuts Steep Rock. 5.4± Acres. \$3.495m.



WASHINGTON, CT

Meticulously Renovated. 3 Bedrooms. Fireplace. 2-car Attached Garage. Western Views. Perennial Gardens. Coveted Location. 9.14± Acres. \$2.995m.



WASHINGTON, CT

Private 4,800sf Barn-style Home. 3 Bedrooms. 3 Fireplaces. Pool. Stone Terrace. 2-car Detached Barn/Garage with Gym. Magnificent Views. 7.01± Acres. \$2.95m.



WASHINGTON, CT

Ultra-luxurious 2 Bedroom/2 Bath Guesthouse. Car Barn. Heated Gunite Pool. Historic District. Coveted Location. Views. 6.6± Acres. \$2.75m.



WASHINGTON, CT

c1850 Renovated Farmhouse. 4-5 Bedrooms. Pool. Flagstone Terrace with Outdoor Fireplace. Party Barn. Wine Cellar. Forever Views. 4.7± Acres. \$2.5m.



WASHINGTON, CT

Wallace K. Harrison Designed Colonial. 5 Bedrooms. 2 Fireplaces. Home Gym. Wine Cellar. 2-car Detached Garage. Garden. Stunning Views. 14.22± Acres. \$1.85m.



WARREN, CT

Rare Estate Located Above Lake Waramaug. Build Your Dream Home or Renovate Existing House. Preliminary Proposed Plans & Artistic Rendering. 180-Degree Views. Easement. 26.94± Acres. \$1.65m.



LITCHFIELD, CT

Ultimate Country Compound. 5 Bedroom Main House. 2 Guesthouses. Large Barn. Pool. Tennis. Major Views. More Land Available. 39.85± Acres. \$1.5m.

Any buyer/lessee must satisfy himself by inspections or otherwise as to correctness of any information given, written or verbal. No information may be relied upon as fact, and is given entirely without responsibility of Klemm Real Estate, Inc., its associates or seller/lessor. Offering subject to error, omissions, changes or withdrawal without notice. If your property is currently listed for sale with another Real Estate Broker, this is not intended as a solicitation.