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What is particularly exciting about the Litchfield market right now?

The values and current property selection are the best they've been in years.

What makes the Litchfield market so robust and perennial?

Litchfield County has a rich social and intellectual life and

there are more private preparatory schools per capita than in any other county in New England and New York. Northwest Connecticut also has overwhelming natural beauty with thousands of acres of land trust affording unlimited hiking, mountain biking, snow shoeing, horseback riding, and fly fishing to name a few easily accessible outdoor activities. Our market is steady offering savvy buyers a safe investment along with a wonderful quality of life.

Which areas or types of properties are experiencing popularity at the moment?

Turn-key properties and those with waterfront, privacy and large acreage are commanding the biggest premiums. Properties which generate rental income can make great investments. There's also demand for antiques in need of restoration.

How is the current market doing?

The Litchfield County real estate market saw significant growth during 2015 in luxury buyer demand for properties in excess of \$2 million. And although our prime selling season has just begun for 2016, there have been fewer luxury sales this year through May, coupled with more inventory versus last year, indicating more good deals on the horizon.

Who is the standard buyer for your area?

We're seeing both an influx of affluent young couples and families, many of whom are ex-Hamptonites and sophisticated mature couples seeking family compounds.



This outstanding property on Lake Waramaug in Washington, CT, is the only new construction currently available for purchase: \$4.75 million.