

# REAL ESTATE

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## A WELCOME BREATH OF FRESH AIR

BY LILY HOAGLAND

*HISTORICALLY, AND NOT SURPRISINGLY, the Connecticut and Rhode Island real estate markets enjoy an active summer selling season. A (sometimes vigorous) stone's throw away from New York City, these luxury properties create a demand that is more than just local—it's gone global. After all, who wouldn't want to relax along the shore, surrounded by the intimate communities and authentic atmospheres that places like Greenwich and Newport can offer? For good reason, these are the salt-scented oceanfront properties where billionaires choose to have their seaside retreats, and the grand estates that offer some much-needed seclusion. Here, we profile the experts who know the lay of these lands—quite literally—to give you a comprehensive list of the best people to turn to when shopping for not just a room, but a whole house to call one's own.*





## PETER KLEMM

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**PETER KLEMM** has been ranked one of the "Best Real Estate Agents in America" for individual sales volume as published in the 2013/2014 *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* and selected among the nation's "Top 250

Realtors" for individual sales volume as published in the 2012 *Real Trends/Wall Street Journal* Survey.

To what does he credit his success? "Real estate is both a lifestyle and a full-time profession for me. This is a family business which I live, eat and breathe and I love doing."

"I grew up in Washington, CT, 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. I ultimately returned home to Litchfield County to help grow my family real estate business and enjoy the quality of life, proximity to New York City, and year-round beauty."

"I am an expert in Litchfield County real estate with an in-depth knowledge of the inventory and current market conditions. I have per-

sonally sold over \$500 million in Litchfield County real estate, closed on over 250 real estate transactions, closed over 70 transactions in excess of \$2.0 million and participated in seven out of the top 10 highest sales countywide since January, 2010."

"Having grown up in the local real estate business with dynamic parents as mentors has given me a distinct advantage. Now, I am the number one agent in Litchfield County. This is home for me, I love it, and I intend to make my parents proud and serve my clients for the long run."



A Lake Waramaug stone and shingle-style house in New Preston, CT, with a floating dock and spectacular views: \$7.95 million.