



33 Waterbury Road, Prospect CT 06712

**To the Town of Salisbury Planning & Zoning Commission:**

**Attn: Dr. Michael Klemens, Chairman**

27 Main Street Salisbury, CT 06068

**Re: Support for Wake Robin Inn Redevelopment – Refuting Opinion on Property Value Impacts**

Dear Chairman Klemens and Members of the Commission,

As a real estate professional with 18 years of experience, a former president of the Board of Realtors, and a member of several municipal committees, I write to address concerns raised regarding the potential impact of the Wake Robin Inn redevelopment on property values in the Salisbury/Lakeville area. My brokerage, with five offices and 170 realtors across Connecticut, provides extensive insights into market dynamics.

**1. Salisbury/Lakeville's Robust Market**

Salisbury and Lakeville enjoy one of the strongest real estate markets in Litchfield County. The draft 2024 POCD highlights this, and data supports consistent demand, high appreciation rates, and quick sales turnover. Contrary to claims, these factors indicate that thoughtful development, such as this boutique hospitality project, enhances the area's appeal rather than diminishing it.

**2. Comparable Success at Bantam Lake**

As a resident near Bantam Lake in Morris, I've witnessed firsthand how similar projects, like the development of the Winvian, have positively transformed our community. The Winvian has made Bantam Lake a sought-after destination, significantly boosting the area's visibility and desirability. Since its opening, property values in our area have only increased, reinforcing the argument that high-quality developments enhance local real estate markets.

**3. Sales Above Appraised Values**

It is well-documented that properties in Salisbury/Lakeville frequently sell well above appraised values and assessments. This trend reflects market confidence and demand, undermining speculative assertions of devaluation due to nearby developments.



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**4. Destination Success**

In my professional opinion a destination, especially one done as professionally as this project is designed to be, will not negatively impact any future resale value, or current value. It may even help to increase the surrounding property's value.

In conclusion, the metrics and rationale presented in opposition to this project rely on flawed assumptions, speculative interpretations, and cherry-picked data. Salisbury/Lakeville's market is resilient and driven by demand for quality living environments, which this project supports. The successful integration of developments like the Winvian at Bantam Lake further exemplifies how such projects can positively shape communities. Just because two factors are related it does not mean they cause each other. A relationship between price and condition does not necessarily imply cause and effect.

I appreciate your careful consideration and remain available for any questions.

Respectfully,

Dave Jones

Owner, Dave Jones Realty

Licensed in CT, FL & NY

e-PRO, GRI, CDPE, CIAS, SFR

FORBES MAGAZINE Real Estate Market Leaders, The 500 List

Fortune MAGAZINE Real Estate Market Leaders, The 500 List

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