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Wm. M. Hotchkiss Co. celebrates its 100th year

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The Wm. M. Hotchkiss Co. has celebrated its 100th consecutive year in business. Despite numerous recessions, an evolution of the real estate industry, added competition, and six ownership changes, the company has experienced steady growth since its inception 100 years ago. With more than 2 million s/f of real estate currently under management, and an arsenal of services to cover all facets of today's complex real estate industry, the company is well-positioned for continued growth.

As the real estate industry has evolved, so has the services offered by The Wm. M. Hotchkiss Co. over the past century. In the early years, the company was primarily a New Haven County commercial management company with an insurance division. Recognizing the demands of the changing industry, the company slowly diversified its services and repositioned itself into a full-service, statewide organization specializing in property management, commercial sales, residential sales, and leasing. With the evolution came the closing of the insurance division and the addition of small residential property management, association, and HUD residential management accounts.

The company currently employs over 20 real estate professionals, many of whom hold Ct. real estate licenses and certified designations within their area of expertise. Owner Richard Coote, who purchased The Wm. M. Hotchkiss Co. in 2002, attributes the company's long-term success to adherence to sound business principles. "The faces have changed over the 100 years, but there have been some constants as well," said Coote. "Our hands-on approach equates to superior service levels for our clients. What are most important are the relationships and the partnerships that we establish and maintain. Exceeding the needs of our clients will always be our goal."

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