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## **Tom Hill Realty & Investment completes two sales and one lease**

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Commercial realtor Tom Hill, III, CCIM/SIOR, has closed on the sale of Bob's Dodge dealership in Naugatuck; completed the leasing of the former Courtney Dodge on Straits Turnpike in Watertown to Shaker Family Ford Lincoln; plus sold a building he had leased three years ago in the Naugatuck Industrial Park to the advanced medical powder coater manufacturer Vitek.

With more than 30 years in the commercial and industrial real estate field, Tom Hill Realty & Investment, LLC in Waterbury provides brokerage and advisory services to businesses and industries throughout New Haven, Fairfield, Litchfield, and Hartford Counties.

"Sadly GM, Chrysler and Ford have all closed many dealerships across the country," Hill said. "It's quite a coup to be able to sell the former Bob's Dodge on Rte. 63 in Naugatuck. The buyer is the highly-respected J & M Automotive also on Rte. 63 in Naugatuck. They purchased the dealership property to accommodate their expanding used car inventory plus build a sizable service department and administrative offices."

Formerly a successful car dealer, in recent years Hill has acquired extensive experience in working with vacated automotive dealerships and the automotive industry at large. "While some auto dealers are moving in to these spaces, there's been a good deal of creative alternate uses for the buildings including health clubs and dance studios moving into the spaces."

A second recent success was the leasing the former Courtney Dodge in Hill's marketplace of Watertown to Shaker Family Ford Lincoln. Their ambition is to temporarily house their Ford store on the site while they build a new \$5 million store on Watertown's automobile row on Straits Turnpike."

In Waterbury's Colonial Avenue section near Oakville, Hill recently took on the anticipated lease/sale of excess property, formerly a credit union operation, for a local area grocery store, Jascarli Mini Market.

The market serves a need in the neighborhood of over 1,000 apartment tenants for groceries and perishables. Hill completed the complicated transaction involving permitting of the 2,000 s/f market plus extending the lease into a sales transaction. Presently Hill is working on the sale of the building to the tenant plus selling the excess land that surrounds the market.

In 2011, Tom Hill has earned two prestigious designations in the commercial realty industry: The prestigious CCIM designation from the Commercial Investment Real Estate Institute, plus the highly-regarded SIOR designation by the Society of Industrial & Office Realtors. Hill is only 1 of 10,000 of the 80,000 commercial real state agents nationwide who hold the CCIM designation, also known as the "Ph.D." of commercial real estate. The application process obtain the SIOR designation took almost three years to complete and Hill qualified on industrial transactions totaling over 13 million dollars.

"These dual designations are extremely rare to accomplish," said Hill. He is one of only 900 dual

designees in the world who hold both the CCIM and SIOR designations. These designations come from his completion of real estate transactions in nearly every facet of commercial, industrial and investment real estate.

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