



CELEBRATING  
55 YEARS

# nerej

## 50 year anniversary question and answer Tom Worth

March 28, 2013 - Spotlights

Name: Tom Worth

Title: President

Company: Clearwater Props.

Years with company: 20

Years in real estate industry: 34

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What year did you discover the New England Real Estate Journal and what business were you doing at that time? I first started using the Journal in 1982. At that time the apartment market was the hot investment product, much like today. I was working with a small brokerage firm and we had a very lucrative business brokering apartment sales. I came up with the idea to buy a small apartment complex and convert it to condominiums. This idea was being implemented out west and it seemed a natural to try it in this market. First project was 50 one-bedroom apartments. When we had the first open house there was a line out the door to get in. We sold all 50 units in 30 days. I have continued on in the commercial market since then putting together limited partnerships, brokering and leasing buildings, selling land and managing properties for national companies.

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