



CELEBRATING
55 YEARS

nerenj

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

Address: 29 Conn. Blvd., East Hartford, CT 06108

Telephone: 860-798-7651

Email: tom@clearwaterprop.net

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.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540