



# nerej

## **2021 Ones to Watch: Brad Canova, Vice President, Horvath & Tremblay**

May 28, 2021 - Spotlights

Which project, deal, or transaction was the “game-changer” in the advancement of your career? Early on in my career I had the opportunity to represent a few clients who were in large 1031 exchanges. Our firm was able to successfully represent these clients in the acquisition of several net lease properties including long-term drug stores, restaurants, banks, and new construction retail centers. This not only acted as a catalyst for my career, but also allowed me to create more long-term relationships within the industry.

What led you to your current profession? Real estate always fascinated me from an early age and I knew that it was going to be the most likely path for me. My mom had various jobs in real estate throughout my life, which helped to solidify these interests. Once I enrolled in the UConn Real Estate program, my exposure to different fields within real estate was widened. Brokerage caught my attention early on as I saw the potential that hard work could bring.

How do you contribute to your community or your profession? I continue to remain engaged with the UConn Center for Real Estate. During my time at UConn, the overwhelming support we received from the alumni of the program, the faculty, and other students helped lead me to where I am today. I hope to make a positive impact on current students at the University as they begin their careers in commercial real estate.

What advice can you offer to someone who is interested in a career in your industry? The best pieces of advice I can give for someone entering the brokerage industry is (1) become a specialist in your field, (2) keep a long-term approach to everything that you do, and (3) network with as many people as possible. There are so many different aspects to brokerage that you need to continue improving your craft to become an expert in what you do. The more people you know in this industry, the easier it becomes to be successful.

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