



**Tom Latta, Buckingham Properties**

May 24, 2022 - Spotlights



Name: Tom Latta

Title: Partner and Vice President, Leasing & Tenant Relations

Company: Buckingham Properties

What recent project, transaction or accomplishment are you most proud of?

We recently filled the final commercial vacancy within Tower280. After waiting for the perfect tenant to come along for the 9,799 s/f space, it feels good to check the final commercial box off at this beautiful redevelopment in the heart of Downtown Rochester.

Who was/is your mentor and how did s/he influence/help you in your career?

I've had two mentors throughout my career: Ted Welter, CCIM, CPM and Larry Glazer. As a young adult, I worked in maintenance for the Cabot Group. Ted took notice of my work ethic and thirst for knowledge. He promoted me to portfolio manager, opening many more career doors. Eventually, I was hired by Larry Glazer as a leasing and tenant relations agent at Buckingham Properties. Larry was brilliant. He had incredible vision and was extremely driven.

He held himself and his entire team to a higher standard, pushing me to be the very best I could be.

How do you contribute to your community or your profession?

I'm an extremely active member of my community. I'm a member of Rochester Area Chapter of The New York State Commercial Realtors, and a member of the Institute of Real Estate Management, chapter 58. I am also the president of the Rochester Historical Society. Professionally, I am head of leasing and take pride in developing new team members to ensure they are the best they can be, just as my mentors did for me early on in my career. I'm also known as Buckingham's personal historian and love teaching employees the history of Buckingham Properties and of Rochester, NY.

What led you to your current profession?

My Dad owned real estate, so I grew up in the property business. While other kids were watching cartoons, I mowed lawns and assisted with maintenance, learning the business from the ground up. At 20, I worked in maintenance at the Cabot Group while attending college in the evenings. I was eventually promoted to portfolio manager and things took off from there. Today, I am a partner and vice president of leasing and tenant relations at Buckingham Properties. Working my way up from maintenance has given me perspective and a different level of appreciation for every level of the industry.

Top three things on your bucket list:

My top three bucket list items include giving back and educating my community by writing a book about the history of Rochester; traveling to Greece; and of course, filling all the spaces in our property portfolio.

Favorite quote:

“If it is to be, it is up to me,” by William Johnsen. This reflects my self-starter mindset. When it comes to work, or just life in general, you need to put in the work to make your goals and dreams a reality. It is not just going to magically happen on its own. I try to pass this message onto members of my team as well.

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