

Tommy Newton

Principal | Austin & San Antonio

Tommy Newton has over ten years of commercial real estate experience throughout the United States, Europe and Mexico. His Healthcare Real Estate experience consist of representing Dentists, Urgent Care Groups, Plastic Surgeons, Free Standing Emergency Departments (FSED), Veterinarians, Optometrist, Ambulatory Surgery Centers (ASC), Imaging Centers, FDA Prescription Drug Manufacturing Companies, Healthcare Insurance Companies and Ancillary Care Companies.

Tommy has extensive experience working alongside government entities and has successfully identified, negotiated and secured over one million dollars in Federal, State and Local Tax Abatement's, Grants (4A, 4B, 380 Funds, etc...), Employee Education Funds and numerous Government Incentive Packages on behalf of his clients. He is also well versed in the complexities of Foreign Trade Zones, Empowerment Zones, Community and Enterprise Renewal Initiatives and Energy Management Rebate Programs.

Throughout his career, Tommy has completed specialized build-to-suits projects, creative lease structures, sale-lease back arrangements and the purchase/disposition of office, retail, medical and industrial products along with numerous commercial land transactions.

Due to Tommy's Free Standing Emergency Room experience, he has been invited to speak at the national Emergency Department Practice Management Association's (EDPMA) Solutions Summit, and the American College of Emergency Physicians' (ACEP) Scientific Assembly regarding the Retailization of Healthcare and the Scientific Approach to Site Selection for FSED's.

As a founder of Xite Realty, Tommy understands the demands of starting and growing a new company. His clients have comfort in the fact that he can relate to the day-to-day stress and steep learning curve of opening a new business/practice/clinic.

Tommy is from Longview, TX where his mother Rebecca Newton and father Tom Newton still reside. He graduated from The University of Texas in Austin where he was involved in intermural sports and was a member of the Sigma Alpha Epsilon Fraternity. He is an avid

outdoorsman who enjoys fishing, hunting, golfing, boating, UT sports and spending time with his large extended family. Tommy resides in Austin, TX with his wife Erika.