



Ruthanne Fuller  
Mayor

City of Newton, Massachusetts  
Office of the Mayor

**#174-23**

Telephone  
(617) 796-1100  
Fax  
(617) 796-1113  
TDD/TTY  
(617) 796-1089  
Email  
rfuller@newtonma.gov

May 5, 2023

Honorable City Council  
Newton City Hall  
1000 Commonwealth Avenue  
Newton, MA 02459

To the Honorable City Councilors:

I am pleased to appoint David Weinstein of 132 Cornell Street, Newton as a full member of the Newtonville Historic District Commission. His term of office shall expire on March 20, 2025 and his appointment is subject to your confirmation.

Mr. David Weinstein is currently serving on the Newtonville Historic District Commission as an Alternate member. Mr. Weinstein has been selected to serve as a full member and his term has been staggered in accordance with the Historic District Commission ordinance, therefore Mr. Weinstein will be serving the term expiring March 20, 2025.

Thank you for your attention to this matter.

Warmly,

Ruthanne Fuller  
Mayor

RECEIVED  
2023 MAY -8 PM 3:02  
CITY CLERK  
NEWTON, MA. 02459

**Application Form**

**Profile**

David \_\_\_\_\_ E \_\_\_\_\_ Weinstein \_\_\_\_\_  
First Name Middle Initial Last Name

davidw1820@gmail.com \_\_\_\_\_  
Email Address

132 Cornell St. \_\_\_\_\_  
Home Address Suite or Apt

Newton \_\_\_\_\_ MA \_\_\_\_\_ 02462 \_\_\_\_\_  
City State Postal Code

**What Ward do you live in?**

Ward 4

Mobile: (617) 719-0140 \_\_\_\_\_  
Primary Phone Alternate Phone

Self \_\_\_\_\_ Handyman \_\_\_\_\_  
Employer Job Title

**Which Boards would you like to apply for?**

Newtonville Historic District Commission: Submitted

**Interests & Experiences**

Please tell us about yourself and why you want to serve.

**Why are you interested in serving on a board or commission?**

I renovated from the ground up 314 Elliot St. Newton Upper Falls which was an 1810 Federal Colonial maintaining all the period details. I am knowledgeable on all the architectural styles found in Newton from 1750 to present. I've sold real estate all over Newton so I'm familiar with the neighborhoods and housing stock.

[David Weinstein Resume 2020.doc](#)  
Upload a Resume

## David E. Weinstein

132 Cornell St. Newton, MA 02462

Cell: 617-719-0140

Email: [davidw1820@gmail.com](mailto:davidw1820@gmail.com)

---

### Profile

Sales professional with 20 years of experience understanding and satisfying customer needs. Extensive technical and managerial skills, finding and recruiting talent, staying current with digital technology. Passion for architecture and historic preservation.

### Skills

- Exceptional customer service
- Financial analysis
- Assessing and understanding client needs
- Marketing and ad writing
- Knowledge of financial markets
- Proficient in Microsoft Office
- Recruiting and training
- Team management
- Cold calling phone sales
- Excellent communication skills
- Finish carpentry
- Colonial home restoration

### Work History

#### **Autozone Corp, Waltham, MA 2018 – Present** **Retail and Commercial Auto Parts Sales**

- Honed my customer relationship skills building loyalty with both commercial and retail customers.

#### **Clocktower Tax Credits, LLC, Maynard, MA**                      **2017 - 2018** **Acquisitions Associate**

- Developed relationships with commercial real estate developers throughout the country and marketed their state and federal historic and low income housing tax credits to banks, insurance companies, and other investors.
- Built and maintained a network of industry attorneys, accountants, and consultants through whom project leads were developed.
- Contributed to planning and implementation of company marketing.
- Submitted and managed annual budget of planned conference attendance, association membership dues, marketing materials, and visits to developers.
- Primary liaison with developers throughout the negotiation of a tax credit purchase agreement.
- Performed due diligence analysis on project features, economics, and credit-worthiness, as well as drafting and reviewing purchase and partnership agreements and other transaction documents.
- Prepare and obtain signed agency agreements from sponsors of approved projects.

#### **Centre Realty Group, Newton, MA**                                      **2010 – 2012, 2013 - 2016** **Sales Associate**

- Listed, sold, and rented residential real estate.

- Maintained long-term client relationships.
- Performed industry-standard credit and background reporting.
- Established market value of sales and rental properties.

**Prism Technology Search, Boston, MA  
Recruiter Web Software Developers**

**2012 - 2013**

- Identified talent with targeted LinkedIn searches.
- Interviewed and filtered candidates for relevant skills.
- Cold called start-ups to increase job orders.
- Interacted with Chief Technology Officers to place candidates.

**Preservation Properties, Newton, MA  
Sales Associate/Rental Manager.**

**1993 – 2006, 2008 – 2010**

- Managed full leasing cycle for residential properties.
- Assisted owners in maximizing rental value through strategic improvements.
- Managed and trained new sales and rental associates.
- Implemented computerized rental database.
- Established vast network of local business contacts, which included individual homeowners and large residential developers.
- Interacted extensively with property managers and negotiated tenant/landlord disputes.
- Continuously forged and maintained strong client relationships.
- Creative ad writing and marketing of properties.

**Bernardi Honda, Natick, MA  
Automobile Sales**

**2006 – 2008**

- Sold new and used Honda automobiles using Honda's people-centered philosophy.
- Financially qualified customers, tracked inventory, and tapped into extensive local contact database to ramp up sales quickly.

**Accomplishments**

- Created strong relationships with 20 new developers in the Midwest and West at Clocktower Tax Credits, LLC
- Top rental producer for six years.
- Grew Preservation Properties into dominant rental firm in the Newton area
- Top producer for 3 months at Bernardi Honda
- Served on a Newton Zoning Committee Task Force

**Education**

**University of Connecticut, Storrs, CT.**  
Bachelor of Science in Finance