



# TOUCHDOWN REALTY GROUP

## COMPANY OVERVIEW

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January 2026

Our Introduction

# Executive Summary

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## Focus

Touchdown Realty Group ("TRG") is a vertically integrated real estate development and operations firm based in Rhode Island, focusing on the rehabilitation and construction of single-family BTR communities and multifamily properties through adaptive reuse development and ground-up construction.

## Background

TRG was founded by retired NFL athlete Tom Clayton after a seven-year playing career, for teams including the San Francisco 49ers, Arizona Cardinals, and New England Patriots, and is both a minority-owned and woman-owned enterprise.

Track Record

**\$100 Million**

Transaction Volume

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**\$30 Million**

Assets Delivered in Past 3 Years

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**70+**

Residential Flips

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**5-10x**

Realized Equity Multiple  
(Multifamily  
Development)

# Investment Thesis

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*High regional housing demand, near record-low statewide housing production and promising developer-friendly legislation make Rhode Island a prime opportunity for housing investment.*

# Population Trends

**2nd**

**Most densely populated state in the US.**

**10th**

**Best net migration during Covid.**

**28%**

**Lower average cost of living than neighboring Massachusetts.**

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# Un-met Housing Demand

**24,000**

**Statewide multifamily unit shortage.**

# Rhode Island Rental Market

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100%

25%

1.9%

< 0.5%

- The occupancy rate for buildings in RI with 10–19 units in 2022. Vacancy rates have decreased over the past several years, particularly for single family homes and multifamilies up to 49 units.\*\*
- The increase in median net rent in Rhode Island between 2017 and 2022. Median rent is growing at an increasing rate year-to-year.\*\*
- The rental vacancy rate in Rhode Island in 2022.\* That is significantly below the national average for 2022 of 5.8%.
- The net increase in total number of housing units in existence in Rhode Island in the past 4 years. Historic demand is a major opportunity and contributing to record increases to rental and sales prices.\*\*

# Areas of Differentiation

## Strategic Pillars

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### Sourcing:

- Off-market opportunities via local reputation, positive area press, and relationships with town officials and influential members of business community.

### Operations

- Leverage historical project data to streamline budgeting and operations.
- Exclusive relationship with two general contracting firms supplies over 70+ in-house workers.
- Multi-year relationships with trades ensures consistency and continuity of work quality.

### Vertical Integration

- In-house operations minimizes third-party transaction costs.
- In-house design creates consistent aesthetic cementing local brand.
- In-house leasing enables optimization of rents and occupancies across portfolio.

### Alignment:

- Substantial equity contribution in deals, forcing discipline and demonstrating alignment with prospective partners.



Our Story

# Who Is Touchdown

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Tom Clayton, former NFL running back from 2007–2013, transitioned into real estate development immediately post-NFL retirement, forming Touchdown Realty Group LLC (“TRG”) with business partner and wife Kelly Clayton. Since 2014, TRG has successfully closed hundreds of real estate transactions, while developing over 200 luxury single-family and A-class multifamily units valued at over \$100MM.

Licensed as both a real estate broker and contractor, with a passion for asset management, and interior/exterior design, TRG is well versed in the entitlement process, all phases of construction, buying and selling, and short & long term leasing.



Our Story

# Who Is Touchdown

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Specializing in complete reconstruction with 10 years of experience as a heavy-lift redeveloper, TRG has a substantial background in historic restorations and adaptive reuse multifamily conversions, with new construction BTR development as its newest point of interest.

Vertically integrated, with acquisition & sales, development & construction, design, leasing and asset management all sourced internally, TRG's core strengths are managing budgets, managing design, and managing day-to-day construction, owning TRG Construction LLC with over 70 carpenters and tradesmen as manpower.



Capital Partners

# Lender Relationships

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BANKRI

RENOVO<sup>TM</sup>  
FINANCIAL


FINANCE  
BOSTON

**bcp**  
BLUEDOG  
CAPITAL PARTNERS, LLC

CentrevilleBank.


Westerly  
Community  
Credit Union

# Press


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## BankRI provides \$2.4 million to refinance Touchdown Realty's 10-unit project in East Greenwich

April 08, 2022 - Rhode Island



exterior, 319 Main Street - East Greenwich, RI



interior, 319 Main Street - East Greenwich, RI

**East Greenwich, RI** Bank Rhode Island's (BankRI) Commercial Real Estate division has closed a deal with Touchdown Realty Group, LLC, providing \$2.4 million to refinance a 10-unit apartment building located at 319 Main St. The historic property is fully-occupied and underwent a complete rehabilitation that was completed in the spring of 2021.

Purchased by Touchdown Realty in 2020, the residential property at 319 Main St. consists of a mix of three studio,

 Latest News Tow

## VIDEO: Duke St. Building Demolished To Make Way For Townhouses

by Elizabeth McNamara | Dec 10, 2021



*Above: The scene at 104 Duke St. after the building was taken down Friday, Dec. 10.*

 Latest News T

## Progress Report On EG Residential Projects Under Construction

by Elizabeth McNamara | Aug 23, 2022



 Latest News Tow

## New Plan For 11 Lion Street Could Save It

by Samuel DiBella | Apr 19, 2021



# Press



## Perfect Union: A Former Schoolhouse Blends Chic with Historical Charm

Two local firms teamed up to transform the once empty shell in Rumford into gleaming loft apartments.

April 24, 2024

by Dana Rae Lavery



For more than twenty years, the former Union Primary School sat vacant on its Pawtucket Avenue perch in the Rumford section of East Providence.

But now it stands as a marvel to adaptive reuse, after two firms teamed up to transform the empty shell into gleaming loft apartments that take full advantage of the high ceilings, sunny location and wide windows, all while keeping its historic character intact.

Residential Real Estate

## Elmwood church slated for 'attainable luxury housing'



An architect's rendering shows the adaptive reuse of a former church structure at 126 Adelaide Ave. in the Elmwood area of Providence.

DAVID SISSON ARCHITECTS

# The Touchdown Team



Tom Clayton, Co-Founder of TRG, focuses on acquisitions, development, construction management, and business strategy.

Since retiring from the NFL, he has successfully completed over 200 residential fix-and flip and heavy-lift multifamily renovation projects, adaptive reuse conversions and historic restoration projects, along with several in-fill multifamily and townhouse developments, and ground-up new construction multifamily projects throughout the Greater-Providence MSA.

Mr. Clayton received a BA from Kansas State, completed the NFL's Business Management & Entrepreneurial Program at Northwestern's Kellogg School of Management and received a Commercial Real Estate Certification from Cornell University's Commercial Development & Property Management program.

## Development



Kelly Clayton is the Co-Founder of TRG, where she focuses on day-to-day operations, leasing, and property management of Touchdown's portfolio, as well as exterior and interior design & staging on new developments.

Her cutting-edge design work has led to several awards and acknowledgments, including "Restoration of the Year" for the re-development of 319 Main Street in the historic downtown of East Greenwich, RI. Prior to real estate, Ms. Clayton worked in healthcare administration, where she was responsible for managing operations for one of Massachusetts' largest dental practices.

Mrs. Clayton received a BA from Kaplan University and received a Real Estate Certification from Cornell University's 'Commercial Development & Property Management program.

## Asset Management

# The Touchdown Team



## Legal

Joe Brennan is the owner of JB Brennan Attorney at Law and has been practicing law in Warwick, Rhode Island as a licensed attorney for over a decade.

Mr. Brennan concentrates in the areas of residential and commercial closings, leases, municipal government affairs, and land use law including zoning and planning matters. He has extensive experience representing clients with their development projects and working directly with local officials.

In addition to his private practice, Mr. Brennan currently serves as the Attorney for the Pawtucket Housing Authority, co-counsel for the Warwick Housing Authority, and Attorney for the Environment and Natural Resources Committee for the House of Representatives.

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## Accounting

Stacey Pelton is a partner at John T. Chipman and Company LLP, a certified public accounting firm with more than 35 years of experience providing a full range of accounting, tax, and consulting services to small businesses and individuals.

She has expertise in all levels of financial reporting, consulting and cash flow planning, federal and state income tax preparation, and Internal Revenue Service representation.

Stacey graduated Cum Laude with a Bachelor of Science degree in Business Management with a concentration in Accounting from Bridgewater State University. She is a member of the Massachusetts Society of Certified Public Accountants and the American Institute of Certified Public Accountants.

# The Touchdown Team



## Architecture

David Sisson is the CEO of David Sisson Architecture, an experienced architecture firm with expertise in multifamily housing development, adaptive reuse, historic preservation, commercial and municipal projects. With decades of experience in both commercial and residential architecture, David is a LEED Accredited Professional (AP) in Building Design and Construction (BD+C) and takes green design and practice seriously in projects of all sizes.

As a firm, DSA has extensive experience in multifamily design and construction, having worked on more than 100 multifamily projects from under 10 units to large complexes featuring over 400 units. They prioritize the goals of developer and investor clients, while ensuring the design of high quality and safe living spaces.



## MEP Engineering

John Patterson is a MEP engineer and currently serves as Principal and Mechanical Department Head at Creative Engineering. He works in tandem with the architect on variances and zoning hearings for Touchdown projects.

His knowledge of building codes and field experience makes him a versatile leader of the company adept at handling multi-disciplinary design and administration efforts.



## Civil Engineering

Tim Behan is a civil engineer and Principal at Commonwealth Engineers, a multi-disciplinary Professional Civil Engineering Firm. Mr. Behan works in tandem with the architect on variances and zoning hearings for Touchdown projects.

# Case Study

## 319 Main Street

East Greenwich, RI

Historic Adaptive Re-Use

- Distressed, vacant 10-door boutique hotel on coveted Main Street in highly affluent East Greenwich downtown (2nd highest incomes in state).
- Negotiated acquisition for \$700k in the height of Covid. Prior relationship with seller via separate transaction.
- Closed in 2020 and completed 14-month reconstruction from the foundation including 4th story addition. All 10 apartment units leased prior to project stabilization.
- Awarded East Greenwich Historic District Commission "Restoration of the Year."
- Full takeout post-construction. 100% of debt and equity returned at cash-out refinance. Infinite returns on Day 1.

Completed '1Q 2022



10-Unit Multifamily Conversion

**\$1.7 Million**

Project Cost

**\$4 Million**

Stabilized Value

**12%**

Stabilized Yield on Cost

# Case Study

## 11 and 29 Lion Street

East Greenwich, RI

### Heavy Value-Add/New Construction

- Former owner (inexperienced developer) was looking to demolish the structure, as he felt it was too far beyond repair.
- Given historic status, town officials approached Touchdown to acquire site from owner to renovate and preserve existing structure.
- Acquired property and distressed vacant double lot next door (29 Lion Street) providing parking for both 29 and 11 Lion.
- Obtained approval for 4-unit conversion for 29 Lion, with two 2-story townhouses and two 1-bedroom units above each townhouse, and a single-family construction for 11 Lion.
- Completed both projects ahead of schedule (15 months).
- Full takeout post-construction. 100% of debt and equity returned at cash-out refinance. Infinite returns on Day 1.

Completed '2Q 2022



### 5-Unit Residential Conversion

**\$1.4 Million**

Project Cost

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**\$3.2 Million**

Stabilized Value

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**11%**

Stabilized Yield on Cost

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# Case Study

Completed '1Q 2023

**104 Duke Street** East Greenwich, RI

## In-Fill New Construction

- Condemned 5-unit structure in the heart of historic East Greenwich district near coveted Main Street & vibrant waterfront.
- Though historic, the existing structure had an off-kilter stature - left side 3 stories high, right side a 1-story flat.
- Took project through zoning/received entitlements with approval to teardown condemned structure (1st ever in EG historic district).
- Demolished existing structure by developing 5 identical 3-story townhomes.
- Installed storm water drainage system, new sewer lines for the town, slab foundation install, roughly 10,000 sf of new framing, and trusses.
- Completed the project on time and within budget, with all units leased prior to completion.
- Full takeout post-construction. 100% of debt and equity returned at cash-out refinance. Infinite returns on Day 1.



5 Townhome Units

**\$1.7 Million**

Project Cost

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**\$3.5 Million**

Stabilized Value

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**11%**

Stabilized Yield on Cost

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# Case Study

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Completed '3Q 2023

## 1320 Pawtucket Ave Rumford, RI Adaptive Re-Use

- Re-development of historic elementary school.
- Amenity-rich location, close to major highways (I-195 & I-95), and less than 10 mins from downtown Providence.
- Put under contract through an RFP.
- Took through the approval process – planning/ zoning, gaining full entitlement in September 2022, and broke ground immediately after.
- 12-month construction timeline. Completed project on time and under budget.
- Full takeout post-construction. 100% of debt and equity returned at cash-out refinance. Infinite returns on Day 1.



### 8-Unit Multifamily Conversion

**\$1.7 Million**

Project Cost

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**\$3 Million**

Stabilized Value

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**11%**

Stabilized Yield on Cost

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# Case Study

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Completed Q2 2024

## 1369 Park Avenue Cranston, RI 8-unit townhomes

- 8-unit new construction townhome development on an 0.5 acre lot in dense commercial thoroughfare.
- Park Avenue location provides excellent visibility, with 15k cars passing daily. 1.5 miles away from amenity-rich Garden City Center, less than 10 mins to airport, and less than 15 mins from downtown Providence.
- Off-market deal sourced directly from seller through business relationships. Purchased fully entitled and shovel-ready. Broke ground January 7, 2023.
- 15-month construction timeline.
- Full takeout post-construction. 100% of debt and equity returned at cash-out refinance. Infinite returns on Day 1.



### 8-Townhome Development

'Q1 2023

Project Start

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**\$2.4 Million**

Project Cost

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**\$4.5 Million**

Stabilized Value

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# Case Study

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Completed '1Q 2024

## 27 Chestnut Street Bristol, RI New Construction

- 16-unit, ground-up new construction on 5 acres of undeveloped land.
- Across the street from amenities Colt State Park and 1 stoplight from historic downtown Bristol. Bristol is surrounded by water and is perfectly positioned between Newport & Providence.
- Off-market deal sourced through a business relationship. Purchased fully entitled and shovel-ready May 2022, broke ground July 2022.
- 18-month construction timeline. Delivered January 2024.
- Full takeout post-construction. 100% of debt and equity returned at cash-out refinance. Infinite returns on Day 1.



### 16-Unit Multifamily Development

'Q2 2022

Project Start

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\$3.5 Million

Project Cost

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\$8 Million

Stabilized Value

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# Project Photos

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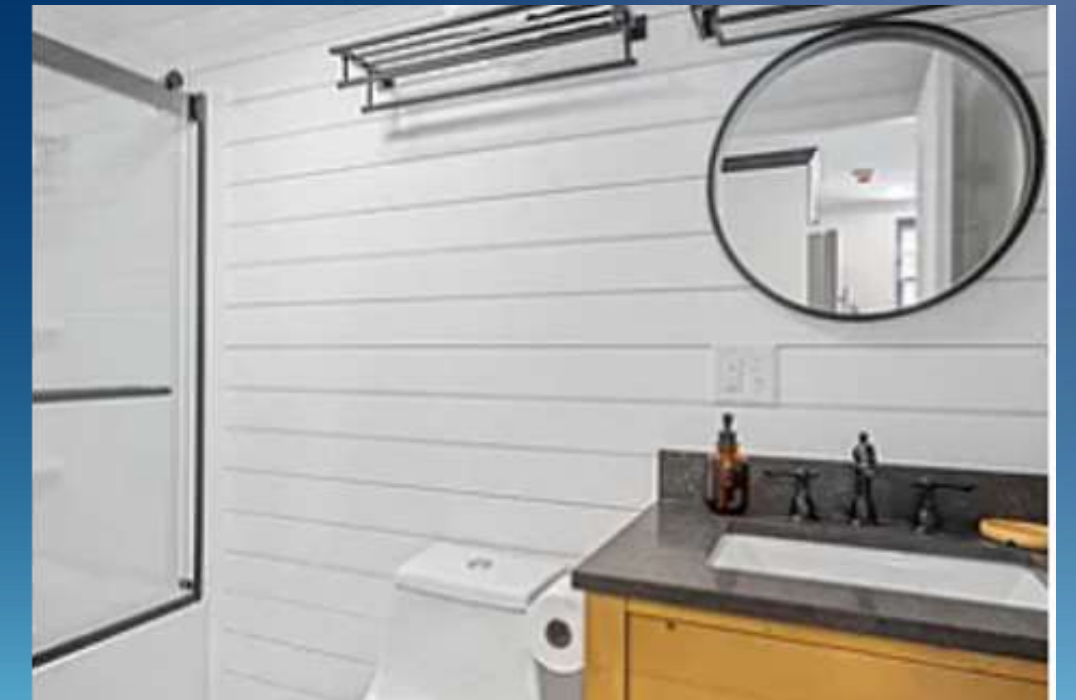
## 319 Main Street Pre-Renovation



# Project Photos

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## 319 Main Street Post-Renovation



# Project Photos

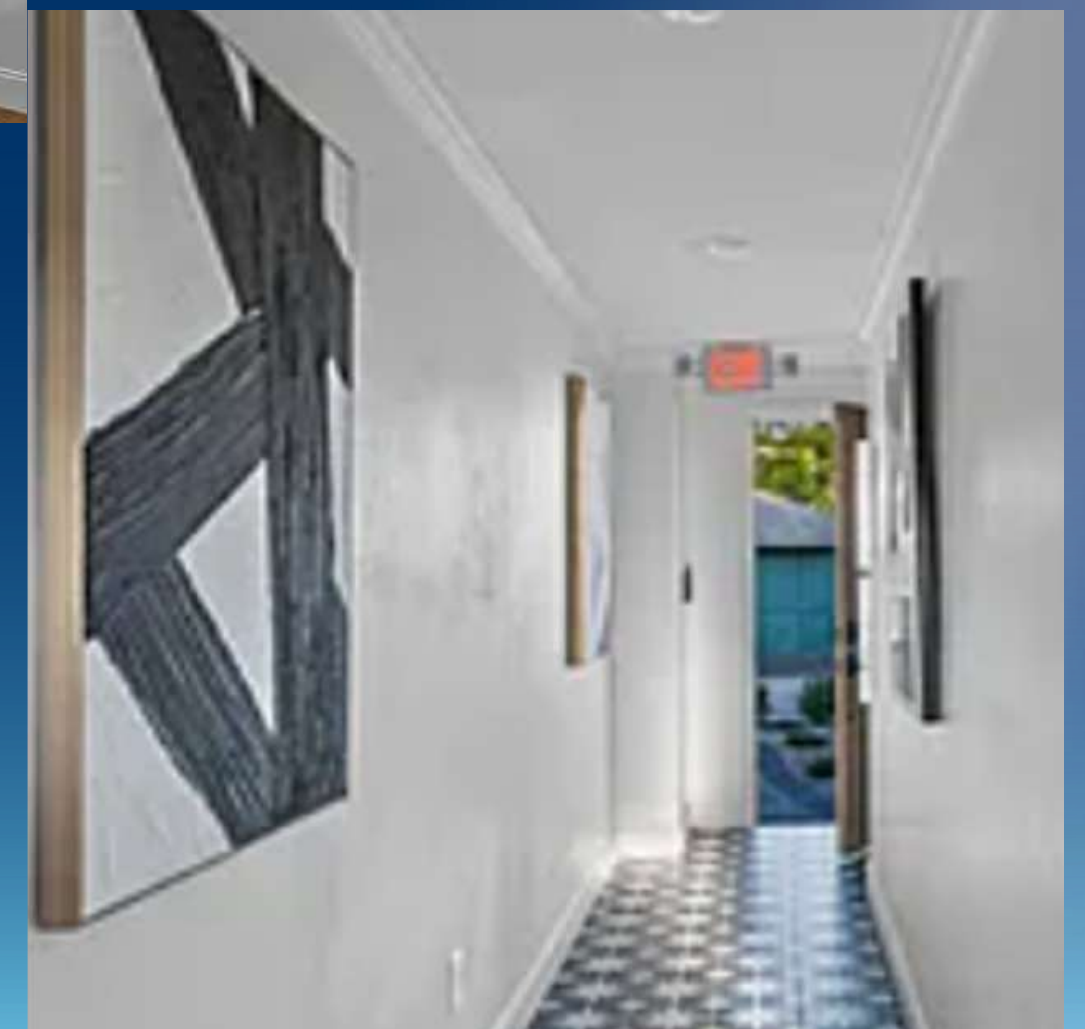
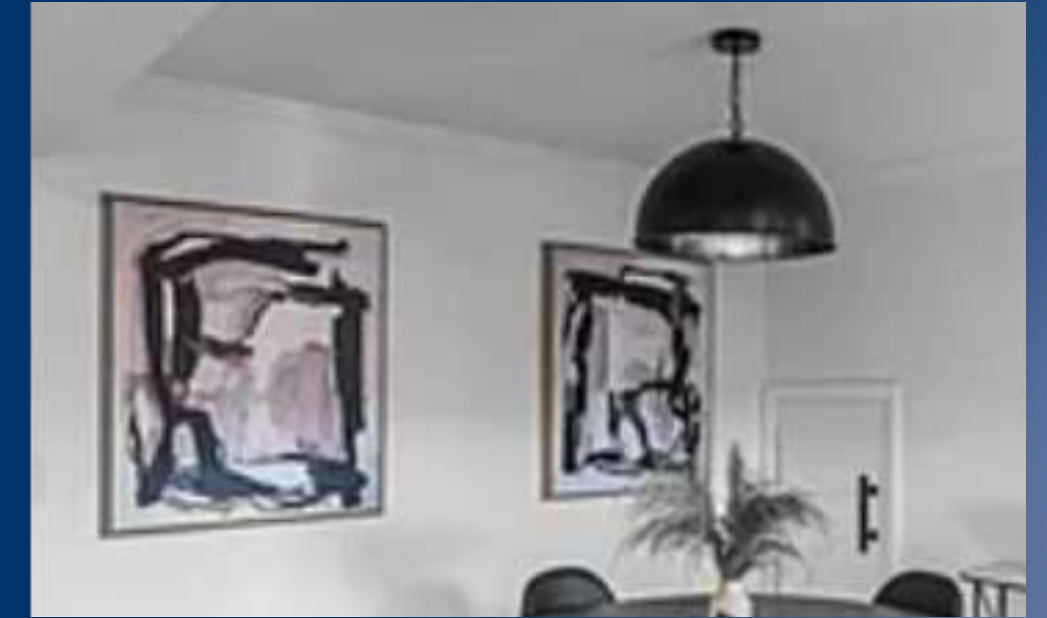
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## 11 Lion Street Pre-Renovation



# Project Photos

## 11 Lion Street Post-Renovation



# Project Photos

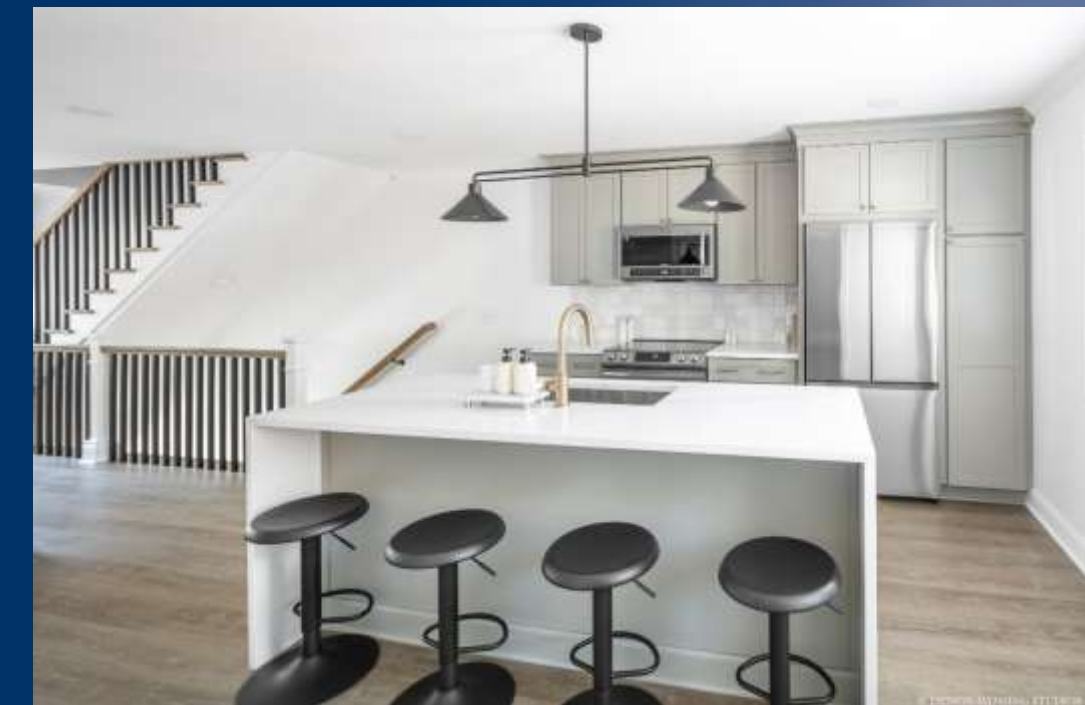
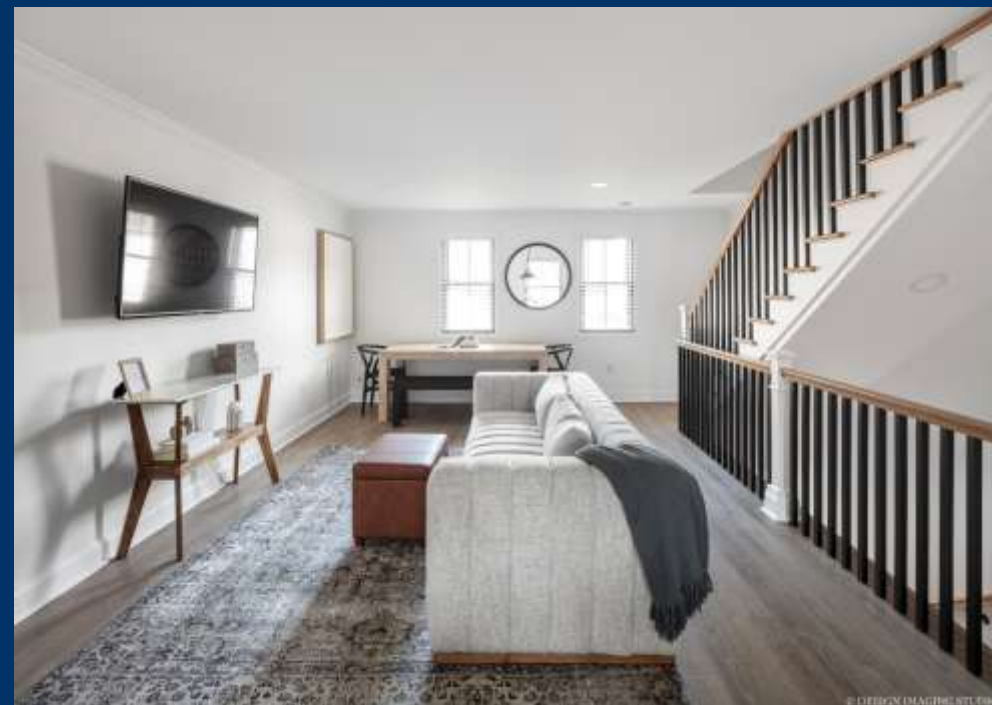
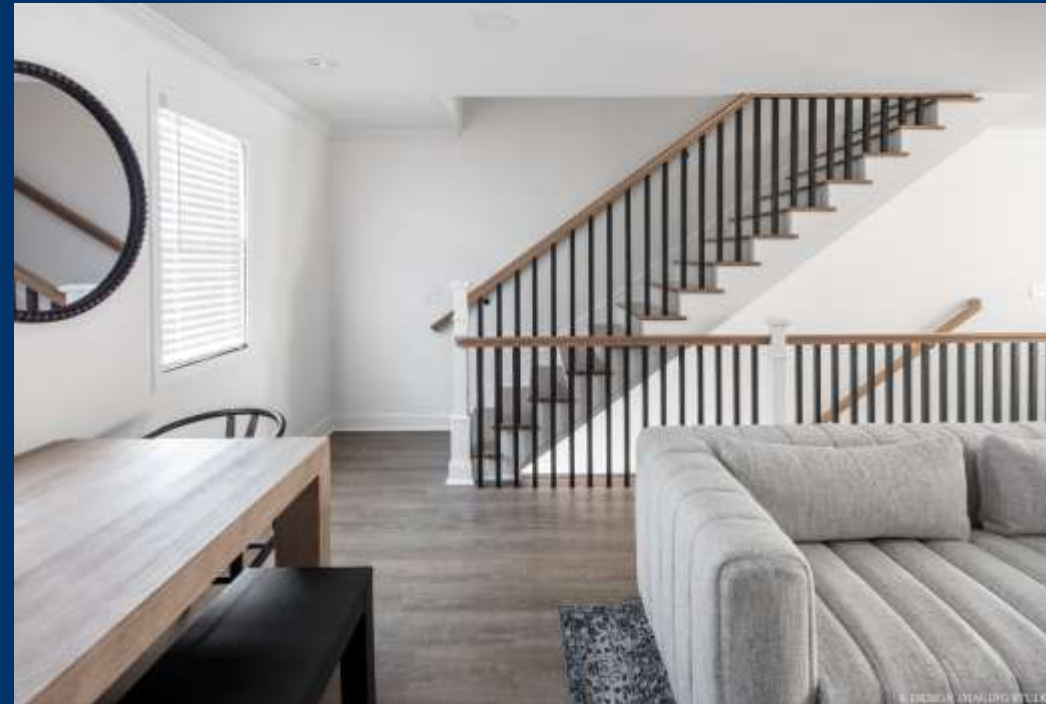
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## 104 Duke Street Pre-Renovation



# Project Photos

## 104 Duke Street Post-Renovation



# Project Photos

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## 27 Chestnut St Construction



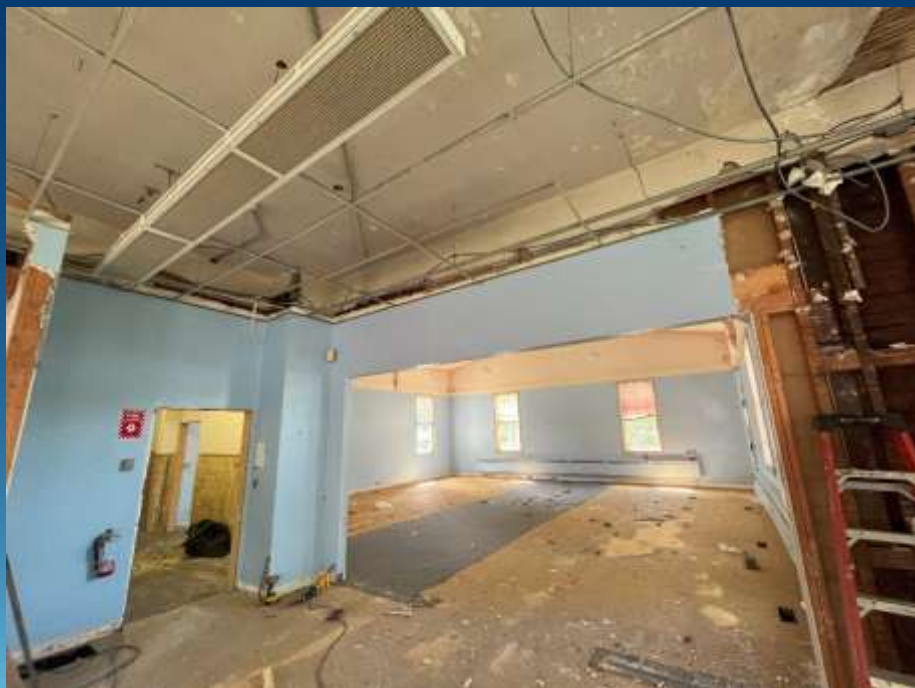
# Project Photos

## 27 Chestnut St Post-Construction



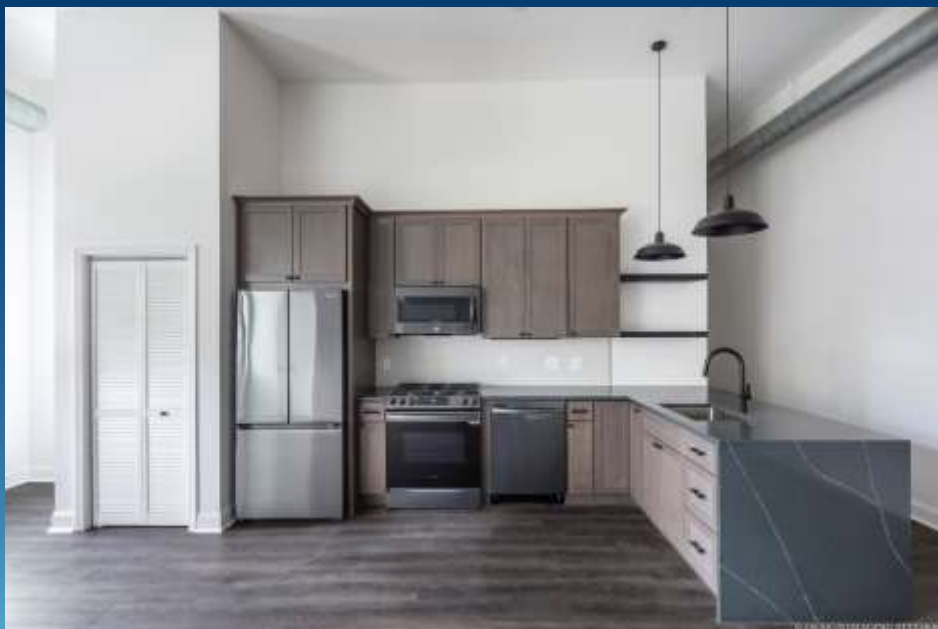
# Project Photos

## 1320 Pawtucket Ave Pre-Renovation



# Project Photos

1320 Pawtucket Ave  
Post-Renovation



# Project Photos

## 38 Exchange Street Pre-Renovation



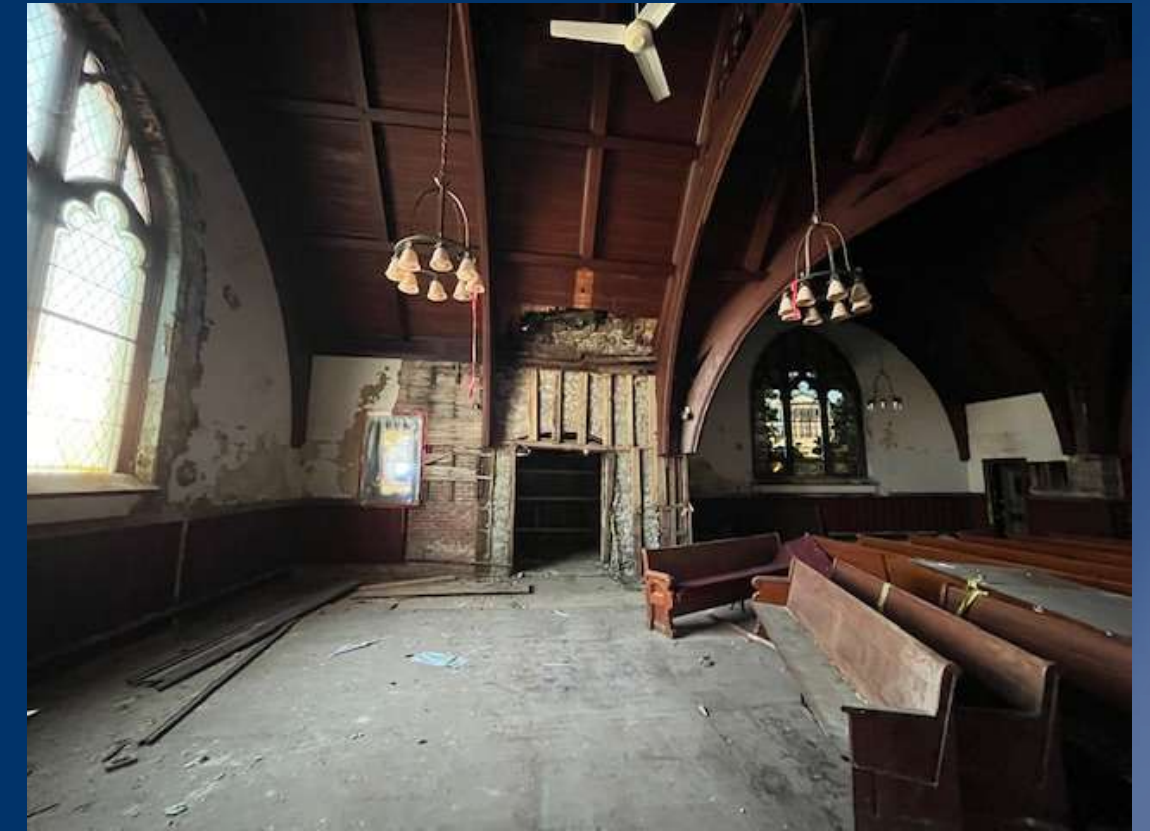
# Project Photos

## 38 Exchange Street Post-Renovation



# Project Photos

126 Adelaide Ave  
Pre-Renovation



# Project Photos

126 Adelaide Ave  
Post-Renovation



# Under Construction

100 Wampanoag Trail Riverside, RI

## Adaptive Re-use

- Vacant, 20,000 sq ft 57-room nursing home acquired through receivership auction for \$850,000 April 2024. (Sold at \$4.3M as active nursing home in 2020)
- Existing 2-story footprint. Adaptive reuse conversion. Redeveloping existing structure into 26 apartment units.
- Projected 15 months redevelopment from start to finish.
- Project start June 2025.
- Senior debt construction to perm secured through Centreville Bank @ 75% LTV. Equity sourced through Finance Boston.
- Similar completed project is nearby in the same city, from which we have excellent rapport with the city officials.
- New favorable development laws in RI support increased density through adaptive re-use conversions, which are now considered by-right developments.



26 Unit Adaptive Re-use Conversion

**\$850k**

Purchase Price

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**\$4 Million**

Projected Cost

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**\$8.5–9 Million**

Projected Stabilized Value

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# Under Construction

100 Wampanoag Trail Riverside, RI

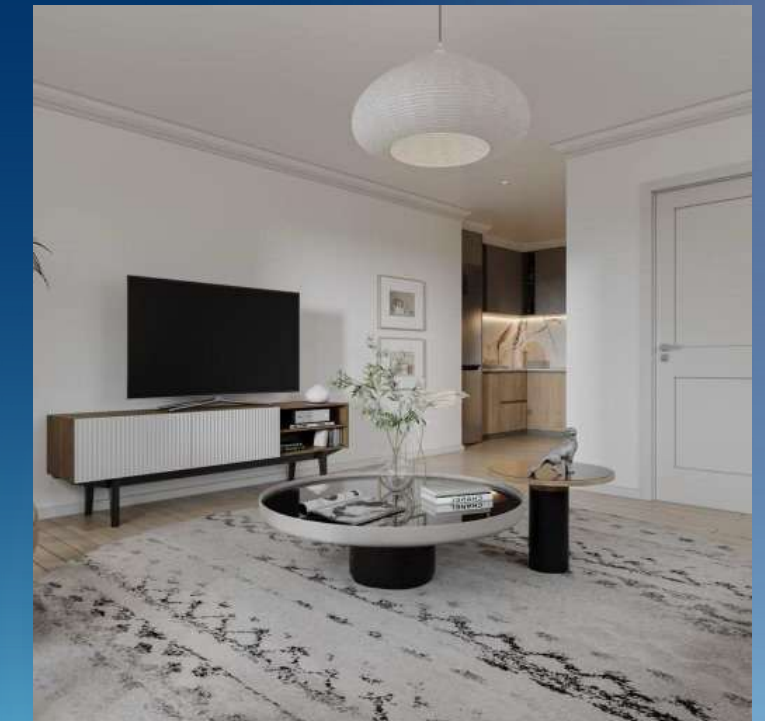
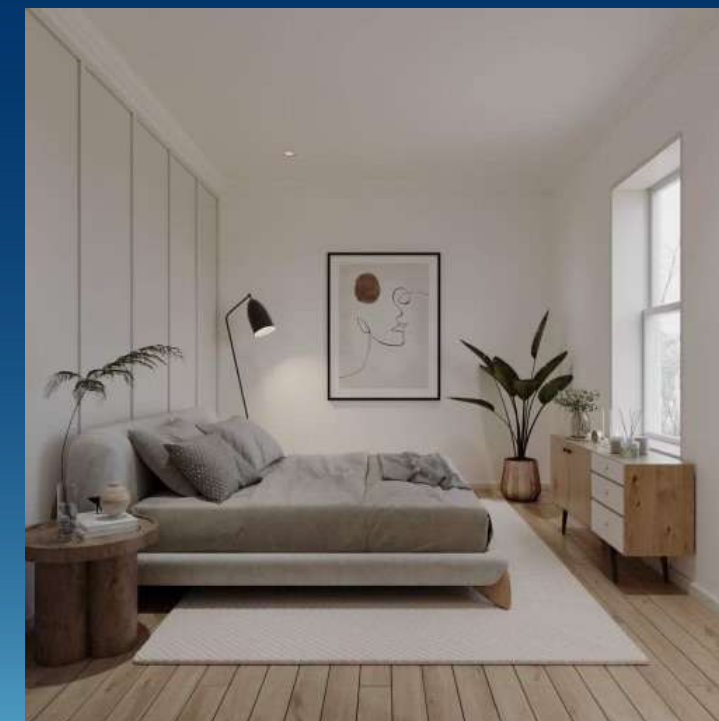
Adaptive Re-use – Exterior Renderings



# Under Construction

100 Wampanoag Trail Riverside, RI

Adaptive Re-use – Interior Renderings



# Under Construction

511 East Greenwich Ave West Warwick, RI

New Construction

- Cleared 6 acre site, purchased for \$1.5M, shovel ready and fully approved as a 20-unit BTR townhouse development.
- Project consists of 5 identical 4-unit townhouse buildings that are being developed simultaneously from the ground up with luxury finishes.
- Highly desirable area, mins to major/big box amenities, nightlife/entertainment, immediate highway access to I-95 and to top-rated international airport, TF Green.
- Large individual townhouse units with 2,000+ total sq footage, 3 beds/2.5 baths, 2<sup>nd</sup> story deck off kitchen and an attached 2 car garage.
- 15-18 month development project
- Similar completed townhomes developed nearby with large waiting list of prospective tenants.



## 20 Unit Townhome Development

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**\$1.575 Million**  
Purchase Price

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**\$6.425 Million**  
Projected Cost

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**\$13-14 Million**  
Projected Stabilized Value

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# Under Construction

511 East Greenwich Ave West Warwick, RI

Exterior Renderings



# Forward Pipeline

## 270 Post Road Warwick, RI

### Adaptive Re-use

- Vacant 33,500 sq ft 129-room single-story former nursing home on near 7 acres acquired through direct relationship with seller from prior transactions.
- Very conveniently located within 10 minutes to top-ranked TF Geen International Airport, downtown Providence, Garden City Center in Cranston for premium shopping/entertainment, and within short walking distance to Pawtuxet Village – one of Rhode Island’s most sought after waterside hotspots.
- 58-unit apartment conversion consists of 8 studios, 41 one-bedroom units and 9 two-bedroom units. All 58 units will have condo-style private entrances, with no shared common space between units.
- Similar completed project currently under construction at 100 Wampanoag in East Providence, RI.
- New favorable development laws in RI support increased density through adaptive re-use conversions, which are now considered by-right developments.



### 58 Unit Adaptive Re-use Conversion

**\$2 Million**

Purchase Price

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**\$12.5 Million**

Projected Cost

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**\$22 Million**

Projected Stabilized Value

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# Contact Us

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