



## Frank Thomas (Tom) Ustler

September 25, 1939 - August 8, 2024

Frank Thomas (“Tom”) Ustler passed away peacefully on August 8, 2024.

Tom is survived by his wife of 45 years, Cairn Riffe Ustler, his son Craig Ustler (Charlotte), Orlando, his daughter Amy Simpson Condon (Chris), Mount Pleasant, South Carolina, his two granddaughters, Elise Condon and Sydney Condon, and his former wife, Kathryn Chicone Ustler.

Tom was born in 1939 in Apopka, Florida to Elwood and Irene Ustler. He graduated from Apopka High School in 1957 and from the University of Florida in 1962 with a Bachelor of Science in Agriculture. After college, Tom worked for the agricultural division of Swift and Co. for several years. In 1966, rather than transfer up north to Chicago, Tom decided it was time to get into the commercial real estate business.

While students at the University of Florida, Tom met Kay Chicone and they married in 1963.

This marriage ended in divorce, but Tom and Kay remained good friends

dedicated to raising  
their son, Craig.

In 1979, Tom married Cairn Riffe Simpson. They were happily married for 45 years and were a great team. Tom was a proud lifelong resident of Apopka and Orlando. Tom and Cairn lived in their home in the Rose Isle neighborhood of Orlando for almost 40 years.

Tom enjoyed a successful and impactful 50+ year career in the real estate business. He was the president and owner of Ustler Properties, Inc., a commercial real estate brokerage firm he founded in 1990. Over the years, Tom was part of many rewarding real estate development partnerships.

In 1998, Tom and Craig started working together on a variety of commercial real estate projects and they had the pleasure of collaborating for more than 20 years. Tom and Craig talked and worked together in the office every day and it brought them both great joy to spend this time with each other.

For almost 50 years, Tom served as consultant and exclusive agent for the Catholic Diocese of Orlando and represented the church on hundreds of real estate transactions. In February 2023, he was honored and humbled to receive the Mary, Mother of God Award from the Diocese.

Tom's personality and skillset were well suited for the real estate business. He was honest, kind, personable, smart, loyal and dedicated. He particularly enjoyed the relationships and friendships that resulted from working with many great colleagues and partners over the years.

Tom was respected and admired for his patience and positive attitude. He loved to put a deal together and solve problems. He was organized and thoughtful. Tom knew everybody in town and, more importantly, he genuinely cared about them.

Always up early and ready to go, Tom worked hard and there were no days off. He came to the office regularly well into his early 80's. He loved what he did and he loved talking to people. For Tom, it was all about people and relationships. He had the remarkable ability to connect with everyone he met.

Tom lived a full and meaningful life. Personally and professionally, he knew how to live in the moment and enjoy himself.

Tom cherished his time with Cairn and they made many great memories together. They had a vacation condo in Vero Beach for 32 years and it was a special place to them. Tom and Cairn

treasured their experiences with an exceptional group of dear and lifelong family friends. Cairn showed loving devotion and care to Tom and was by his side until his death.

Tom was a great coach, mentor and guide to Craig and they had a special bond. In January 2022, Tom was smiling ear to ear at the marriage celebration of Craig and Charlotte. Tom loved and sincerely appreciated his relationship with Amy and his two grandchildren. He adored Elise and Sydney and he was extremely grateful for the many heartfelt moments they shared together.

Tom had several interests and passions. He was an avid Gator fan and proud member of Gator Boosters (Bull Gator for 20+ years). He was physically active and an exceptional tennis player for many years. His ski trips with good friends to Aspen and Vail were legendary. Tom and Craig shared a strong connection through the Sigma Chi fraternity.

Tom was a member of numerous community groups, clubs and professional organizations. He was a longtime member of The Country Club of Orlando (president 1992-1993). He held the prestigious Counselors of Real Estate (CRE) designation for 30 years. This achievement was especially meaningful for Tom because it represented excellence in advisory and consulting, which were Tom's favorite parts of the business.

Tom was a beloved husband, father, grandfather, friend and colleague. He will be remembered

for his smile, positive attitude, enthusiasm, kindness and deep sense of personal responsibility.

Tom set the example of “a life well lived”.

Tom appreciated his family and friends. He understood that he was lucky and blessed. Tom

wanted to make sure everyone knew how much they meant to him.

A Funeral Mass will be held on August 29, 2024, at 11:00 am at St. Margaret Mary Catholic Church at 526 North Park Avenue, Winter Park, Florida, with a reception to follow in the Parish Hall. All are welcome to attend and celebrate Tom’s life. The service will be live streamed on the St. Margaret Mary website ([www.stmargaretmary.org/funeral-mass-livestream](http://www.stmargaretmary.org/funeral-mass-livestream)).

In lieu of flowers, the family requests that remembrances be expressed in the form of

contributions to Catholic Charities of Central Florida ([www.cflcc.org](http://www.cflcc.org)),

Alzheimer’s & Dementia

Resource Center ([www.adrccares.org](http://www.adrccares.org)) or your favorite charity.

# Previous Events

## Funeral Mass

AUG **29**. 11:00 AM (ET)

St. Margaret Mary Catholic Church  
526 N. Park Ave  
Winter Park, FL

## Reception - following Mass

AUG **29** (ET)

St. Margaret Mary Catholic Church  
526 N. Park Ave  
Winter Park, FL

# Tribute Wall



“ A sympathy card was purchased for the family of Frank Thomas (Tom) Ustler.



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August 24, 2024 at 09:46 AM



“ Approximately 24 years ago, Tom conducted my interview for the Counselors of Real Estate. I recall him as a true gentleman, a man of profound ethics, and one who was welcoming to others. He was brimming with life and offered me priceless insights into the Real Estate industry on that day. I will cherish his memory.

*May he rest in peace.*

*Elie Nahas, CRE*

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**Elie Nahas** - August 23, 2024 at 04:50 AM



“ My wife, Penny, & I met Tom and Cairn through the Counselors of Real Estate. Tom was the consummate professional and gentleman. I will miss his infectious smile and positive attitude. Our prayers are with Cairn and family.

*Jerry Zaddack, CRE*

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**Jerry Zaddack** - August 22, 2024 at 10:59 PM



“ *A sympathy card was purchased for the family of Frank Thomas (Tom) Ustler.*



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August 22, 2024 at 08:38 AM



“ *I worked closely with Tom supporting the Counselors of Real Estate. He became a good friend, and he will be missed. A complete gentleman.*

*Art Pasquarella, CRE*

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**Arthur P Pasquarella** - August 22, 2024 at 08:35 AM

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“ I had the honour and pleasure of knowing Tom (always Tom to us) through the Counselors of Real Estate. Tom was a consummate professional, a gentleman and a valued friend. His thoughts and opinion mattered and you sought them out.

*Despite his tremendous personal career and his wealth of knowledge and insights, Tom was humble, always willing to give, and simply stated a class act - always. In addition to his professional career, he gave back to his community, his profession, his country, and anyone who would ask for guidance or assistance. He was a great friend to share a cup of coffee with.*

*An exemplary professional career. A life of giving back. A good man.*

*A life very well lived indeed.*

*Rest in Peace.*

*William McCarthy, CRE  
Global Chair 2023*

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**William McCarthy, CRE** - August 21, 2024 at 06:40 PM