



Inside his center Street office, Tom Deal stands in front of a wall of accomplishments achieved over the past decade-plus. He and his team will mark the occasion next week.

Deal Reality marks milestone

Continued from Page 1

for questions and concerns, putting my mind at ease. I've heard horror stories from friends that went with other Realtors, but with Deal Realty everything went smoothly. I highly recommend Deal Realty to anyone looking to buy or sell!"

Ahead of an anniversary celebration, Tom shared more about the family business in this edited Q&A.

Q: What got you into real estate? What was the appeal?

Tom Deal: My mother was a real estate agent years ago, and I would tag along on her appointments at times when I was young. She worked hard in the business to help me pay for college and get my degree; and to this day I am very appreciative. Real estate is also one of the best investments that you can make, and I wanted to purchase properties and build a portfolio for myself, so why not become an agent to help facilitate my own transactions?

Q: What interested you about owning your own business – and why operate in Lewiston?

Tom Deal: From the time that I got my license, having my own brokerage was always the goal – and why not, I have the perfect name for it! It hits different when you see your name above

the door, and it gives you the drive you need, sometimes, to keep moving forward. My wife, Cheryl, came on board because we were so busy initially, and things just took off from there.

We get deals done all over Western New York – and around the country, as well – but decided to put our office in Lewiston because we live here and wanted to help support the community that so strongly supports us.

Q: What makes your approach to real estate different? What do customers get in working with your team that they might not get in working with another Realtor?

Tom Deal: We have a great team at Deal Realty, and have become more like a family – and that is how we like it. We are always there to support each other both personally and professionally. If you have questions, we find answers. We bounce thoughts and ideas off of each other and help each other out whenever it's needed.

Essentially, you have 20 of us working on your behalf. Communication is key in our business, and we do everything possible to keep our clients updated throughout the entire process – no update is still an update. We have been told many times from new clients that their previous

agent put a sign in the ground and they haven't heard from them since. This won't happen with us, I promise you.

Q: What does it mean to be celebrating this milestone? Not every business makes it to this anniversary.

Tom Deal: I have to pinch myself sometimes when I look back at how far we have come in 15 years. From working around our dining room table and meeting clients in our cars – or Tim Hortons – to where we are now, being one of the top real estate offices in our area, is truly remarkable – and we owe it all to our team of incredible agents, clients, family and friends.

I still think about the times the doubters raised their concerns about us starting out on our own, and that only fuels our fire in us to be the best we can possibly be.

Q: Tell me about the event next week?

Tom Deal: We are hosting an open house at our office on 451 Center St., May 5 from 5-7. It will be a Cinco de Mayo-themed celebration of our 15 years in business.

For more information on Deal Realty, visit <https://www.dealrealtyonline.com/>.

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"I'm not quite sure how to put this, but...I'm kind of a Big Deal around here".

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