



DeGonza, 25-year real estate veteran, launches DeGonza Realty in Colonie

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Garry DeGonza, often referred to as the "Rainmaker" by his clients, an award-winning real estate broker for 25 years, has launched his own company, DeGonza Realty. While some believe his nickname derives from his Abenakis Native Canadian Tribal heritage, his clients know better. DeGonza has been "making it rain" success for residential and commercial clients across his market.

People choose to work with DeGonza because of his reputation of being honest, ethical and trustworthy; knowledgeable about his industry; aggressive in getting results and compassionate toward his clients' needs. This all adds up to one Realtor who is passionate about his life's work and cause, and it shows. He loves what he does and takes pride in his work and making customers happy.

His real estate career began in 1984. At the time he was single and working at a utility company. With a background in sales, he wanted to find something more challenging. He began building a client base and in a very short time made a full transition to real estate. "Agents must commit to real estate full time. You might be marginally successful as a part-timer, but if you're not committed full-time to real estate you are really doing a disservice to your clients," he said.

Today, DeGonza is an accomplished professional. He has earned the ABR, CRS and GRI designations demonstrating his commitment to continually improving his business strategies and implementations and his persistence to achieve and provide excellence in his profession. He was one of the first professionals to affiliate with RE/MAX of New York, Inc. in 1987, having received many RE/MAX awards through the years, including the coveted Lifetime Achievement Award & Platinum Club Awards. "RE/MAX was the next best thing to being on your own," he said. "If I ever left RE/MAX, it'd be on my own." And that he did, literally, within three weeks, and the "doors were opened!" DeGonza Realty was born! It's amazing. What can seem like insurmountable obstacles at the time, become accomplishments of the past, when it's right! There was nothing hard about this, it was a natural transition. Everything fell right into place.

He attributes about 95% of his business to referrals. Dedicated to serving all his clients' needs, he does what it takes to stay abreast of both the residential and commercial markets; he can be his clients' single source broker for any and all real estate issues," he said. "True professionals are successful because they are driven self-starters who are eager to make their own business choices."

He believes that one of his greatest assets is his ability to keep cool in difficult situations. "It is so important to remain calm and think positively with your clients. This is a big decision for them, and helping buyers and sellers understand everything that is happening earns their trust and respect," he said.

He has enjoyed the last 25 years in real estate and sees no reason to stop any time soon. His success allows him to do many of the things in life he enjoys most. "I feel like it's just the beginning of even greater things to come; it's a great accomplishment and a nice plateau, but it is not an end point," he said. "I am truly grateful for the gifts God has given me. In addition to everything he has going on, he finds the time and is most proud of being a great husband and dad. Besides devoting time to the Rotary Club, DeGonza and his wife, Laurie of 17 years, and their two sons, Garry and Skyler, are active in their school, church and community.

He is a member of the Greater Capital Association of Realtors, Commercial and Industrial Real Estate Board, the National, New York State and NYS Commercial Association of Realtors.

DeGonza Realty is associated with the Certified Residential Specialists, Real Estate Buyer's Agency Council, Providence Systems and other national and international corporations where he can network with 100,000's of professional realtors across North America and internationally as well.

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