

Thomas O. Hornstein, Jr. has over thirty-five years of experience in the commercial real estate industry. Tom presently is owner and President of Horn Companies, LLC, Syracuse, New York, a commercial real estate firm responsible for the acquisition, leasing, sales, management and development of commercial real estate properties throughout the Northeast.

Prior to establishing Horn Companies, LLC in 2002, Tom served as Vice President of Real Estate for Raymour & Flanigan Furniture. During his eight years of employment at Raymour & Flanigan, Tom was directly responsible for the expansion of the furniture retailer into Massachusetts, Connecticut, Pennsylvania, New Jersey, and Delaware. Additional responsibilities included the leasing and management of the company owned shopping centers. Tom was responsible for negotiating leases for national tenants such as Barnes and Noble, Best Buy, DSW Shoes, Petco, Office Depot, TJ Maxx, Tractor Supply and K&G Men's Warehouse. During his tenure at Raymour & Flanigan, the privately held company opened 40 new 50,000 square foot stores and purchased over 4,000,000 square feet of retail and industrial properties.

As President of Horn Companies, LLC since 2002, Tom has led the company through multiple deals with Home Depot, Walmart, Walgreens, Kinney Drugs, Aldi, Tractor Supply Company, Grossman's Bargain Outlet, Raymour & Flanigan Furniture, and Advance Auto to name a few. The company has also been able to acquire multiple residential and industrial properties for its own portfolio. Horn Companies, LLC also leases & manages shopping centers, office and other commercial property for numerous clients.

Tom received his Bachelor of Arts Degree from Syracuse University, Syracuse, New York. Over the years Tom has held several offices for the Rotary Club of DeWitt including Treasurer, Director and most recently President. He remains an active participant of the International Council of Shopping Centers, a trade organization that includes over 40,000 members involved in the shopping center industry.