

## A Message from the President of the Youngstown Columbiana Association of REALTORS®

### FAITH IN REAL ESTATE

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We all have faith in something. It could be faith in a person we trust, faith in the company we work for or faith in a situation that it will turn out all right. For me, faith has been something I have relied on heavily to help lead me, push me, and allow me to be the best husband, father, REALTOR® and now, President of YCAR I can be.

As a lifelong resident of the Mahoning Valley, I have seen the greatness that the belief in oneself, in others and in God can do for this area. Whether it was the pizza shop my family owned in Struthers, the time I've spent as a police officer serving and protecting, the challenges that Covid has dealt us all in some way or being one of the top REALTORS® in the state of Ohio for almost a decade helping individuals find the perfect home to call their own, this concept of choosing to believe and do good is what has humbly made me who I am today.

Now, as I serve this year, representing the REALTORS® of Mahoning and Columbiana Counties as their President, I have a newfound sense of faith in the role I am now asked to play by connecting with you through this column every other week.

As we embark on this journey together, I plan to use this time together to enhance your faith in understanding how the current market conditions can work to your advantage in buying or selling your house. These articles are meant to restore your faith in the expertise that a REALTOR® can bring to you as a trusted advisor to helping you achieve your goals. Moreover, I hope to share with you insights and stories from my own life, so you can see that, even during the toughest times I have faced, the faith in God and in those I trust has helped make my life better.

The honor of serving as the YCAR President is one that I do not take lightly. While I have big shoes to fill from the amazing men and women who have come before me, I have faith that the footprints they have made, inspiration they have provided and knowledge they have bestowed upon me are gifts I look forward to sharing with you.

I have faith that my role will bring REALTORS® together by representing them with honesty and respect. While the articles will help you become a better buyer or seller, providing you insights into how navigate, negotiate, or understand the world I have become a trusted expert in, I have faith you will get something more out of them.

Every day, I thank God for the gifts he has given me and those that he has not despite my requests. It is this faith that has led me to this point in my life and I plan to do everything I can to be a trusted friend to you.

Thank you for welcoming me into your home with these articles. While I know they will be helpful to you, I have faith that it will bring you so much more.

*Dennis Gonatas is the 2022 President of the Youngstown Columbiana Association of REALTORS®*