

featuredagent

magazine

Donny
Konja



Donny Konja



It wasn't always his plan to have a career in real estate. In fact, before he entered the field, Donny Konja worked at his family's Woodhaven convenience store, Vreeland Market, for 20 years. Donny may not have known it at the time, but as he worked at the store and learned to embrace the company values of customer service and community ties, he was preparing to be a truly exceptional real estate agent.

In 2012, Donny sold his home and had a lackluster experience; although the selling agent was competent, he was not particularly helpful. Hoping for a better outcome, Donny opted to find a different REALTOR® when he was ready to buy a new home, but unfortunately, he was once again underwhelmed. Donny, who was ready for a professional change of pace, told his

wife he wanted to try real estate and when she encouraged him to go for it, he hit the ground running and hasn't looked back.

Now, Donny provides services to many metropolitan areas of Michigan, but particularly focuses his efforts on the downriver area near his family's store. His ties to the community have helped him to build a solid business. When he first started his career, his broker advised him, "Build your brand. Build your name."

Donny took those words to heart. He connects with clients through his knowledge of craft beers and the community, and by sharing his knowledge about market trends. He retains them through the same unflagging dedication to customer service that he learned in his



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years at the Vreeland Market. In fact, in 2021 Donny received the Above and Beyond Award for providing superior service. “Everyone deserves the best representation possible,” Donny explains when asked about his approach to clients. “Whatever they need, I’ll go and get it. If they can’t do it, I’ll do it.”

Donny is a certified representative for the ABR and has been voted as one of the top 5% of real estate agents in

the Trenton area. It’s not about the acclaim, though. As he explains, “The most rewarding part is seeing my clients satisfied.” Fortunately, Donny has no shortage of happy clients. An estimated 80-90% of his business comes from referral and return clients who appreciate the care he gives. “If I can, I will, and I do, and they are satisfied,” he explains.

His clients know they can expect Donny to be reachable



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and reliable from start to finish. Now that he has recently obtained his broker license, Donny is excited to expand his reach and eventually open his own brokerage to extend his superior brand of service to even more potential clients.

Whether in the office or out of it, Donny is constantly on the go. He stays active in his community and enjoys

coaching his sons' baseball, football, basketball, and golf teams. He sponsors a variety of sporting events for charity and also contributes to scholarship funds for graduating high school students. In addition, Donny enjoys getting out to travel with his family, playing cards with friends, or simply enjoying the great outdoors with his loved ones. It's that enthusiasm for connecting with others that truly makes him stand out as an agent.

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