

# TOP AGENT

MAGAZINE



**DAVID  
SHEMESH**





# DAVID SHEMESH

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When he first entered real estate in 2007, David Shemesh joined a brokerage, but since 2012 he has thrived in his independent practice. "I may consider venturing into a team structure in the future," he says. "But right now I'm a one-man show and loving

it." He enjoys nurturing his relationships with a strong network of traditional buyers and sellers as well as his builders; he relishes the fact that he can positively impact each of those relationships. Furthermore, he knows that brokers need to be careful about





choosing team members, especially in a highly specialized niche such as David's. "We would have to fit compatibly in energy and attitude," he says.

The real estate business, says David, is grounded in relationships and trust. In building ties with builders, vendors, other agents and home buyers and sellers, David exudes an exuberant passion for real estate. It's this energy and excitement that puts everyone he encounters at ease.

A REALTOR® with a strong reputation in a specialized niche neither needs nor wants to

accept every new opportunity he encounters. Instead, David concentrates on sharing his expertise with his valued clientele. "In addition to working closely with many buyers and sellers, I spend a lot of time running numbers for builders," says David, an independent Keller Williams agent in Greater Los Angeles. These builders call him seeking advice on potential properties for new construction. Sometimes David runs the figures on an opportunity and advises them against the purchase, despite the fact that he would represent them as buyer's agent. But in counseling a client not to consider a transaction, David cements the trust he has developed with clients.



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"Much of my business is with luxury new construction in all the hot spots of Greater L.A and San Fernando Valley but lately I have been quite busy with Luxury buyers as well," he says. "I am very excited about my newest luxury listing in the Palisades the

seller said he has been following my work on social media and was very impressed with what he has seen." He obtains listings like these because of the name he has built for himself. "I put my clients first," he says. "I don't go for the money." He wants to close





each deal the right way, helping sellers, buyers and builders make wise decisions. “For example, I just got a call about a teardown. They asked what I thought and I said I didn’t see the profit in it. I was running the numbers and I didn’t see it.” His clients know his numbers are accurate and that he won’t push them into a deal.

Once a builder finishes construction and design or a seller seeks out his expertise, it’s time for David to start marketing their luxury properties internationally. To do so, he uses professional photography, videography,

virtual tours, stunning electronic flyers, brochures and online advertising. Builders know David thoroughly researches comps and conducts market analysis to aid their decisions on purchases or sales. “I’m not going to tell them what the value will be after the teardown or construction,” he says. “No one knows what the value will be a year from now.” Instead, he explains the price he would list for at the current time and advises them to work backwards from there to determine what their profit would be today after the costs of purchase, teardown and construction.

Stemming from this passion, David has been involved with local and international charities since long before he entered real estate. Originally from Israel, among the organizations dearest to him are the Israeli American Council and Lehosheet Yad. Through Lehosheet Yad (which means “extend a hand”), Israeli youth who are dealing with cancer come to Southern California for unforgettable adventures. David gets involved not only through financial donations but with the children themselves. “My wife and I get to spend a lot of time with the kids when they arrive for their 10-day tour of a lifetime. Lehosheet Yad plans something new every day, like Hollywood tours or helicopters rides,” he says. A family man himself, when he’s not selling real estate or otherwise making a difference in people’s lives, David cherishes traveling and time with his own family.



To learn more about  
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