

TOP AGENT

MAGAZINE



**DREW BELL &
KAREN SHARPE**

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Top Agents Drew Bell and Karen Sharpe of K&D Real Estate in Los Angeles bring to the buying and selling game a fresh, dynamic perspective that has vaulted them to the top of their profession. Dedicated, knowledgeable and

committed to exceptional client service, this married team understands intrinsically the needs and wants of their clients, and are dedicated to helping them achieve their varied goals.

The pair got their start in the real estate industry back in 2002, when they decided they were ready to buy a house. “We started reading every book out there on real estate and educating ourselves anyway possible,” says Drew. “We realized that instead of buying a single-family home, we should buy something that was also an investment, so we purchased a three-unit in an up-and-coming area,” says Karen. That purchase snowballed into additional purchases, which led the team to work with a top development company. “We then transitioned into sales,” said Karen, “and sell not only single family homes and condos, but we also sell multi-units, which is where our personal passion lies.”

Supported by a diverse team of experts, Karen and Drew are currently situated in Hollywood, dead center in the City of Angels, but sell the entire metropolis from Santa Monica to the East Side. “We work everywhere,” says Drew.

The fact that Drew and Karen become friends with their many satisfied clients is a testament to the care and concern they show their sellers and buyers. “We really like people,” explains Karen. “Our goal is to help our clients meet their goals. Because we are in real estate as investors, and we deal with tenants, it’s not just business to us. We’re really trying to help our clients succeed and understand what they’re doing and how it’s going to change their lives.

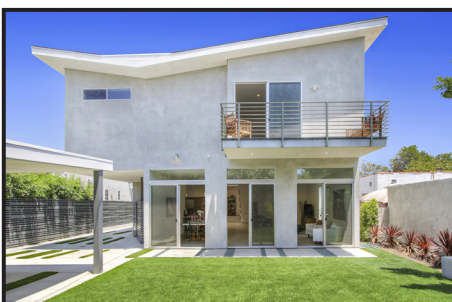
They’re investing in their own future when they buy any kind of real estate.”

With a large percentage of their business based on repeat clients and referrals, this duo is clearly doing something right. “It’s about our honesty and integrity; our down-to-earth nature,” explains Karen. “We are real with people; it’s not just about closing a deal. It’s about finding what it is that our clients want and helping them achieve that. It’s not easy in a market where you’re seeing multiple offers on a property, but we always advise our clients and come up with the best solutions to help their offers stand out above the rest.”

Cutting edge, savvy marketing plays a large role in the pair’s success. State-of-the-art photography and videography, both standard and drone, professional staging and an internet presence that targets local, out-of-state and international buyers are among the many tools in their arsenal. Additionally, a robust social media presence ensures that their team stays top of mind.

Despite their financial success, it’s the more personal side of the industry that Karen and Drew find the most rewarding. “We love all the people that we meet. Whether they’re first time home buyers looking for their starter home, or those looking to downsize, we are equipped to help through the transition. We treat our clients like family.”

When asked what advice they might give to those looking to enter the real estate market, Karen replies, “Buying a home is typically the largest purchase most people will make. Because it’s such a personal and emotional process, it’s important to work with the right agents who will guide you and properly advise you throughout the transaction. We are typically touching base with our clients several times a week and sometimes even several times a day depending on where they are in the process. So it’s important to know that your agents are accessible and knowledgeable.”



For more information about Drew Bell and Karen Sharpe, call 323-251-6652, email SoldByDrewBell@gmail.com, find them on their website at KarenAndDrew.com and on their Instagram page [@KarenAndDrewRE](https://www.instagram.com/KarenAndDrewRE)