

TOP AGENT MAGAZINE

DAVID KAUFMANN

A natural business man, David Kaufmann entered the real estate industry after selling his restaurant companies in 2003. As he encountered multiple problems with the development, buying and selling of real estate over the years, he realized what a difference he could make if he became a Realtor himself. Today, he has his own business called Kaufmann Business Consulting LLC, at Exit Gold Realty.

Specializing in commercial and residential real estate in the greater Anne Arundel County and Queen Anne's County region of Maryland. Though he works mainly on his own, he is mentoring several people, and loves helping others learn the business.

He has experienced tremendous growth over the years, and most of his clients come from referrals. "I would say, once I work with someone they always seem to stay," he explains. When learning of his exceptional commitment to service, it's clear why choosing David is an easy decision to make.

"I treat my client's property as if it is my own," he says. He has a true respect for their time and money, and does everything in his power to make sure the transaction goes smoothly. He also values honesty, and always tells his clients the truth even if the truth isn't what they want to hear. "I tell them the good, bad and ugly. I don't sugar coat anything," he explains. "I'd rather lose a sale than tell a lie." David has found that his clients respect this transparency, as it has helped them make decisions and understand the transaction on a deeper level. As the market continues to change, David also guides his clients through the process, letting them know what to expect. This results in less surprises along the way, and helps move the transaction along.

With David's strong knowledge of zoning laws, appeals and construction of properties/businesses, he

offers a truly one-of-a-kind expertise to his clients. "When it comes to developing a property or owning a business, I have a lot of experience with everything. I've won zoning cases myself, and have taken properties through the whole construction process," he explains. "I understand the appeal processes and most anything that's involved in a legal matter for planning and zoning."



It is both his unique qualifications and trustworthiness that lead his clients to develop long-term relationships with him. Often, clients become friends after the transaction is over. One recent seller said, "David understands how to creatively put a deal together and to get it done for his clients. He has recently helped me with the sale of a commercial property on the Eastern Shore. David guided me through the process both professionally and efficiently. Having David's knowledge and guidance gave me a great deal of comfort, and I hope to work with him again. I would highly recommend David Kaufmann for any real estate transaction."

Having been involved with this industry for many years, David has collected a myriad of experiences, stories and memories. In the future, he hopes to someday write a book about his career. As he says, "It's stuff that is made for movies."

There's no doubt this exciting, ever-changing business is the perfect match for David. His natural talent for sales and his ability to build meaningful relationships with everyone he works with will no doubt enable him to achieve endless growth.

For more information about
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