

# KEVIN SMITH

## CREATING LASTING RELATIONSHIPS

Written by Haley Freeman



A longtime real estate investor and entrepreneur, Kevin Smith brings many talents to his practice at First Team Real Estate in Mission Viejo. This

dynamic professional is inspired by the opportunity to create lasting relationships within his community and help others build wealth through home ownership.

# FIRST TEAM®

## REAL ESTATE

Kevin grew up in Mission Viejo and demonstrated his characteristic tenacity and leadership at an early age. At only 16 years old, he distinguished himself as a star employee at In-N-Out Burger, earning awards for his conscientious customer service. He continued to work for the company while he earned a degree in public administration from San Diego State University and two more credentials in hotel-restaurant management and business management. Kevin went on to manage five stores until he and a group of business partners opened three independent restaurants of their own. He enjoyed the restaurant industry because he loved getting to know people in the neighborhood and extending hospitality when they walked through his doors.

Along the way, Kevin began investing in rental property, and he eventually decided to put his entrepreneurial energy, tremendous people skills and passion for business into helping his neighbors find the perfect home. Today he is expertly assisting clients who wish to buy, sell or invest throughout beautiful Southern California. "Owning real estate has been a great investment for me, and I've found that this is where I want to help people create a better quality of life," Kevin says. "I love helping people, whether they are looking for their first home or an investment property, and I enjoy making sure that both older and younger clients are prepared for retirement by finding ways of creating wealth through real estate investment."

Kevin is delivering the very best in technology, marketing and local expertise to his clients by leveraging the power and reputation of First Team Real Estate, the number one independent real estate company in Southern California. "Our company has the stature to back up what we say we are going to do and the resources to assist clients with every aspect of real estate, including residential, commercial, relocation and leasing. Through our partnership with Christie's International, we market and promote luxury properties through elite signage and extensive global advertising."

Having spent his whole life in the Mission Viejo and San Diego communities, Kevin is an expert in coastal properties from Orange County to San Diego County. He understands the nuances of each area, the unique lifestyles they have to offer and which zip codes and neighborhoods are the right fit for each individual client. As a business owner, Kevin has immersed himself in numerous business organizations, including the San Diego Chamber of Commerce, ReadySanDiego Business Alliance, the La Jolla Town

Council, and La Jolla Village Merchant Association. He is a master networker, whose friendly nature and reputation for honesty have earned him the trust and referrals of people throughout his sphere of influence.

Kevin is also committed to serving numerous humanitarian causes in the communities where he lives and works. He serves on the board of directors for the Veterans Association of Real Estate Professionals (VAREP), an "organization dedicated to increasing sustainable home ownership, financial literacy education and economic opportunity for the active military and veteran communities."

"I never served in the military, but my dad, stepdad, uncle and grandfathers did. This is a way for me to give back by educating veterans about their benefits and the opportunities to increase credit, take advantage of tax write-offs and build wealth through home ownership. I just met a couple who are both vets. They were going to rent for a year and save to buy a home. I told them, 'Why wait and throw away your money on rent?' They are getting qualified now and looking for a home. It just proves how valuable this education can be." Kevin is spontaneous about getting out and enjoying the outdoors, and he can often be found at the beach or on the water. "I love healthy living, eating right and working out. I also love travelling, especially to warm places on the water like Hawaii and the French Riviera. I took a Mediterranean cruise last year, and next I want to go to Australia and New Zealand."

For Kevin, real estate is more than a business; it is an opportunity to create relationships that last a lifetime. He takes the time to ask the right questions, understand people's goals and then help them develop profitable strategies for the future. "I take ownership of my relationships and continue to foster them long after a transaction has closed. My goal is to get the job done with professionalism, integrity and character, so that clients become friends."

Kevin W. Smith "KevCo"  
First Team Real Estate  
27451 Los Altos  
Mission Viejo, CA 92691  
Tel: 619-379-7664

Email: [KWSmith3443@sbcglobal.net](mailto:KWSmith3443@sbcglobal.net)  
Web: [www.KEVINSMITHSELLS.COM](http://www.KEVINSMITHSELLS.COM)  
CalBRE # 01934297