

AGENT PROFILE *Donna Karnes,*

## Real estate agent stays informed

**D**onna Karnes has been a Realtor for more than 35 years when she obtained her broker's license in 1984 and started her own firm.

She had majored in sales and marketing in college and realized selling houses was a natural fit for her as she was always fascinated with homes.

Today, her real estate philosophy is simple: You can't Google what she knows because experience matters.

Karnes, who has been recognized as a local Realtor of the Year, is a great negotiator and has always been the go-to person to get the job done, she said.

She enjoys guiding first-time home buyers through the process of homeownership.

"It is one of the most exciting aspects of a person's life ... I really enjoy being a part of it," she said, adding that these clients tend to become her friends for life.

Early on in her career, when she owned her own brokerage firm, Karnes specialized in bank-owned properties. At the time, they used relocation forms, so she became an expert in both fields: relocation and bank-owned.

Today, she also does a great deal of advocating for homeownership and protecting property rights. She chaired the legislative committee in Hartford as well as did political fundraising on a state and local level.

Karnes, who serves all of Connecticut, but specializes in Fairfield County, is an avid swimmer and loves tennis. She has



**Business:** William Pitt Sotheby's International Realty

**Lives:** Norwalk

**Office:** Fairfield County

**Expertise:** Relocation, bank-owned properties

**Contact:** (203) 856-0839 (cell),  
Dkarnes759@aol.com

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one child.

In addition to her real estate license, the agent has a degree in marketing from Plymouth University.

She now works at William Pitt Sotheby's International Realty.