



New Home Community Agent

DIANA BRYAN-SMITH

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It's probably a safe bet to say that whenever Diana Bryan-Smith awakens in the morning, she hits the ground running. Her sense of ambition and passion for what she does is usually on full throttle. When coupled with her friendly, welcoming, and down-to-earth presence, you know you are in good company and in good hands.

This Basehor, Kansas native, who has deep roots in Wyandotte and Leavenworth counties, has made a strong and reputable name for herself over the years, and that name continues to grow in leaps and bounds. Bryan-Smith acquired her real estate license in 1997 and focused her efforts initially on land sales. Within two years, she had found a niche perfectly studied for her: new home sales. By 2007, she opened her own realty company — Speedway Realty, LLC — and positioned herself as an owner/broker, providing services to both buyers and sellers in all price ranges, both residential and commercial. However, she has continually kept her finger on the pulse of new home communities, and her experience in that arena is what's opening exciting new doors for her clients.



Fastest team in town!

"Piper Estates was the first development I worked on," recalled Bryan-Smith. This large lot subdivision gave Diana the experience she needed to hone her skills and cultivate her expertise, laying the groundwork for multiple new home communities to come in which she was an integral force.

This past year has been no exception to the rule to which Bryan-Smith adheres: finding exciting new places for her clients to live that truly cater to the lifestyle they desire and deserve. In a new collaboration with custom builder Wynne Homes, Bryan-Smith is the exclusive agent for Phase Four of the Hazelwood Villas in Wyandotte County.

"This is my first experience working with Wynne Homes, and I am super excited about it," expressed Bryan-Smith, who is representing them in this particular subdivision, which is a senior living, maintenance-provided (lawn care and snow removal) community. At least one resident in each home must be at least 55 years of age. Forty-two home sites remain but they're going fast!

Other newly-developing Basehor communities in which



Rising to the top!

Bryan-Smith is working include Barrington Manor, for which a preliminary plat has been established that includes 101 lots.

"These will be single-family homes in the \$250,000 range on up with nice-sized lots," stated Bryan-Smith. Cedar Falls is another community in which she markets. "We are about half-way completed in this subdivision with 28 lots remaining."

The appeal of the Basehor area is not lost on Bryan-Smith, who has witnessed the city grow exponentially in recent years.

"This is the hottest the area has probably ever been," she emphasized. "It has a Blue Ribbon, award-winning school district; a smaller tax base; is situated just about 10 minutes away from the Legends; and is located half-way between downtown and Lawrence, making it a perfect place for commuters to live."

It is not only this development, but the many others in which Bryan-Smith markets that position her as a leader of the pack as a new home community agent. Another development in which she markets is the Lei Valley subdivision in Bonner Springs, currently in Phase 4 with 130 new home sites.

"We finally have city zoning approval, and construction has now begun on streets and utilities," she noted. "Homes will start in the \$220s to \$350s range. We have a five-year 75% tax rebate in place and USDA 100% Financing Programs are available."

Bryan-Smith is also completing marketing endeavors in The Estates of Connor Creek in Kansas City, Kansas. Within the Piper School District, only 12 lots remain with homes starting in the \$250s and moving up to \$320s.

Now celebrating her 20th year as a real estate agent/broker,

Bryan-Smith continues to set records. It's not the numbers, however, that necessarily inspire her. It is the adventure each day promises her (and her team of six agents) that keeps her in the game.

"Every day is different," she smiled. "We get to work with a wide range of people, from first time home owners to empty nesters.

I really enjoy being able to help all of my clients and it's fun to create someone's dream home and watch it take shape from the ground up."

Diana leverages her personal strengths as a means to grow and market her business and makes sure to always have her clients' best interests at heart. She is extremely persistent, excels at follow-through, and employs the

latest in marketing technologies.

Positioning her team as "The Fastest Team in Town," Diana is confident she can produce amazing results for her clients, and in order to do that, she never lets go of the wheel.

"I make sure I am available to my clients 24/7," she said. ■



Lei Valley Phase Four offers 75% tax rebate for five years.



If you build it, they will come!



The Estates of Connor Creek, only 12 lots remain.



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