



New Construction Specialist

DIANA BRYAN-SMITH

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New Construction Specialist Diana Bryan-Smith, owner of Speedway Realty, LLC, has her finger on the pulse of the Kansas Speedway area market, and much like the adrenaline pumping adventure of the track, loves the thrill of getting clients past the finish line. As a proud agent and broker of 22 years, Bryan-Smith's combination of hard work, extensive local market knowledge, and commitment to providing her clients with the very best service have solidified her reputation as an agent who can be eminently trusted to provide honest, ethical guidance.

With deep personal roots in Wyandotte and Leavenworth counties, Bryan-Smith understands the rich role community plays in our lives and has a passion for helping clients find their new home communities.

"Clients are not just buying a home, they are choosing a community where lives often intersect. When you buy a home, you invest in a community," noted Bryan-Smith who has had the opportunity to help many clients find the right blend of home amenities, community, and lifestyle. "It's a monumental decision, and one I do not take lightly."

With new construction accounting for 65% of her sales, Bryan-Smith enjoys the process of seeing a community being knit together,

Currently, she is primarily working in Tomahawk Valley and Cedar Falls in Basehor, Hazelwood Villas in Piper and is also looking forward to the opening of phase IV Lei Valley in Bonner Springs, with 30 lots available in the summer of 2020, providing a total of another 130 new homes.



"The first phase of Tomahawk Valley includes 58 single-family homesites starting at \$264,950. Later this year, I have a 54 lot maintenance provided for folks 55+ also opening. We are marketing 160 acres which will also include some commercial and multi-family. Model homes will open this fall." She is equally excited about the long-awaited opening of Lei Valley.

Along with the excitement of new communities comes the bittersweet time when her work is nearly done.

"We are wrapping up Hazelwood Villas in Piper, KC, KS where we have sold 42 homes in the past year and a half. Homes prices ranged from \$216K to \$325K. We are opening another adjacent phase next spring with 60 additional homesites. I'm also finishing up Cedar Falls in Basehor with the last 20 lots where homes start in the mid \$300's."

Licensed in both Kansas and Missouri, she brings to the table a wealth of current market knowledge and operates with a vast network of professional experts,



including mortgage advisers and home inspectors. Bryan-Smith has a trusted insider's view and appreciates the phenomenal quality of life residents can enjoy in these outstanding communities because she lives and works in the area, and also enjoys the amenities.

"My heart is in this area, and who I am has been shaped in large part by the communities where I've lived," expressed Bryan-Smith, whose grandfather, Ralph Bryan, was the first Mayor of Basehor. "This is where I grew up and where my commitment is. This is a very friendly area with a small-town feeling offering award-winning schools and convenient access to big-city amenities."

Bryan-Smith, who acquired her real estate license in 1997, quickly found her niche in new home sales. When she started

Speedway Realty, LLC in 2007, she began providing services to both buyers and sellers in a wide range of price points for residential and commercial products. However, it is the new home communities that truly speak to her heart.

"I love the fact that every day is different, and you never know who you'll meet. I love taking a raw piece of dirt and turning it into a vibrant environment. I've worked with developers and builders on a dozen or so communities from start to finish. It's also exciting to see the look on a buyer's face when their dream home becomes a reality."

In addition to knowing the market, to do well in real estate, you have to be truly empathetic to the needs and wants of your buyers and sellers, another area that has contributed to Bryan-Smith's phenomenal success.

"People don't realize that we don't sell houses. We sell the service between and sometimes finding that perfect fit is a real challenge. It is really about building relationships, and almost always, friendships. I love that, and I love helping people. When my clients are looking for a home, or selling a home, I know it is a huge life decision. I love being part of making their dream a reality."



Basehor-Linwood High School

When asked to account for the trust her clients have placed in her, she grows thoughtful for a moment before replying. "I think it has to do with loyalty. Clients know that I am irrepressibly loyal and will exhaust every avenue to serve them to my greatest capacity." ■



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