



Diane Stefan received her initial exposure to the industry, by working in a local real estate office while still in high school. There she witnessed firsthand the life of an agent. When she made the move to Alaska, Diane knew she wanted to get involved in the business and began building experience in property management. Almost 30 years since the launch of her real estate career, Diane has cultivated a genuine reputation for comprehensive service that prioritizes personal connections and is grounded by an authentic investment in her clients' goals.

Licensed in Alaska, Diane prefers to go wherever clients may lead, though much of her work is centered

in Anchorage and the Matanuska-Susitna Valley. Considering her lengthy career, she's amassed a wealth of experience and presently handles a variety of transaction types, including new construction, relocations, investment properties, property management, horse properties, small business acquisitions, as well as commercial and residential resale work. What's more, 98% of her business is driven by repeat and referral clientele — a true testament to her staying power.

For her part, Diane considers herself a servant, assisting clients on their path to homeownership. Oftentimes, she works with those in the midst of transition or hardship, and Diane makes a personal investment and connection in each relationship she cultivates. "Many clients become dear friends," she says. "In fact, the hardest part about what I do is staying connected with all of my clients because I really do just fall in love with everyone I work with; they all become dear to my heart." These interpersonal connections are reflected throughout Diane's life and working philosophy. "I take what I do very personally," she says. "To me, it's not about money and I don't think of myself as a salesperson. I'm a servant, and this is my ministry."

Diane's dedication extends to her daily duties, as well. She goes above and beyond to serve clients during the buying and selling process, and the diversity of her experience allows her to work alongside a variety of clientele. She also takes great pride in advancing her technical knowledge to better serve her clients' needs. She's earned the status of Top Producer, along with many designations including Certified Luxury Home Marketing Specialist, Certified Residential Specialist, Certified New Home Specialist, and is Residential Construction Certified as well. Diane also has extensive experience working with military personnel, and has been featured in a variety of trade publications. "As a REALTOR®, it's important to have an ongoing education," she explains. "It's also important to remain adaptable and stay up-to-date on new technology. I take my role seriously and do everything I can to figure out what will put my clients in the right financial position. I sit down and really listen and address what



"I take what I do very personally. To me, it's not about money and I don't think of myself as a salesperson. I'm a servant, and this is my ministry."

my clients' needs are so I can serve them in the best way possible."

To contribute her spirit of service to her community, Diane is active in a variety of charitable causes. A portion of each commission check is donated to St. Jude's Children's Hospital, and she is an active supporter of the Children's Miracle Network, the Special Olympics, Anchorage Fire Explorers, and the Anchorage Search Team. In her remaining free hours, Diane most enjoys going on adventures through motorcycle rides, car races, and joining friends on excursions. She is also an avid weightlifter, loves to hike, and is teaching herself to play guitar.

Considering the future, Diane has plans to continue growing her business steadily and mindfully, while cultivating emerging sectors of her business, such as

her commercial real estate representation. While she certainly has ambitions well in place, she is also content to serve her Alaskan community and go where she is called. "Wherever God leads my business is where I'll go," she says.

Nearly three decades after her career began, Diane Stefan considers what she enjoys most about her chosen field. "My work is super rewarding. So many of my clients are so appreciative of what we're able to accomplish, and we become such close friends," she reflects. "What I've found is that most of the time, it's not about real estate. So often, God has put me in my clients' lives for a completely different reason. We find connection over difficult points in their lives and I'm blown away — even when you think you're helping someone, you wind up being the one that's blessed."

Diane Stefan

RE/MAX Dynamic Properties | Anchorage, AK

907.229.2250 | dianestefan.realtor@gmail.com | www.alaskaluxuryhomes.com