

Bryan Swindells & Sammie (Sawako) Suda

Written by Haley Freeman



Putting Clients First

Bryan Swindells and Sammie (Sawako) Suda are a husband and wife real estate team dedicated to putting clients first. With more than a decade of experience selling in their home community of the South Bay, they are passionate about welcoming clients as neighbors in this friendly coastal enclave.

Bryan grew up in Redondo Beach, where he and Sammie live today. Sammie is from Yokohama, Japan and came to the U.S. as a high school exchange student. After graduating from high school in Eugene, Oregon, she earned her degree from Santa Monica College and met Bryan.

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At the time, many of Sammie's friends were enjoying successful real estate careers, and Sammie decided to get her license and join them in 2007. But just as Sammie began her real estate journey, the market crashed. Although times were challenging, she says, "I didn't know any better. My first transaction was a short sale. I think it was a good way to start out because it taught me to work hard and be good at the basics."

Inspired by what they could create together, Bryan joined Sammie in real estate. The two opted to work with a top-producing team, where they could learn best practices from an experienced mentor.

Today, Bryan and Sammie operate their own successful team at Keller Williams Realty South Bay, where they have earned a fine reputation as caring and skilled professionals. "I love the culture and energy in our office and company," Sammie says. "It's not just about selling real estate, it's about people. We all work together to achieve goals, and to take care of our clients and help them achieve their dreams."

Bryan and Sammie take full advantage of Keller Williams' training and development opportunities so they can bring greater value to their clients and consistently exceed expectations. They have developed systems to streamline their work and simplify the process for clients, with an emphasis on communication and transparency.

One buyer described Bryan and Sammie as "the most caring, dynamic duo of real estate. Bryan and Sammie helped us find our forever home. They didn't hesitate to show us the homes we were interested in and would work non-stop to make sure we got a showing on the house which is now our forever home. They walked us through the process and gave us honest opinions when we asked. I recommend Bryan and Sammie to anyone who is looking for a home because I know they will be in great hands."

Their partnership is so effective because of the unique strengths Bryan and Sammie each bring. "Sammie is a very driven person, and she kind of holds me accountable," Bryan says. "She really enjoys helping people achieve their goals, and she is excited about all different aspects of real estate. She is passionate about giving the best service she can and making sure our clients are pleased with the whole process."

"We're completely opposite personality-wise," Sammie adds. "But where I fall short, he succeeds, so we have a great balance. Sometimes he will slow down, where I will go, go, go! So it's good that we can balance each other. Bryan is very sociable and a people person. He can make people laugh and make them comfortable, which also makes him a great negotiator."

Sammie's Japanese heritage is a tremendous benefit when she and Bryan assist foreign nationals with real estate transactions. Sammie explains, "Buying and selling real estate can be intimidating for anybody, but especially if they are from another country and don't speak the language well. In Japan, the real estate process is completely different. I spend time making sure clients understand every aspect of the paperwork and the process, and that all of their questions are answered."

Bryan and Sammie love life in the South Bay, with its beautiful weather and picturesque beaches. They frequently go stand-up paddle boarding in the Redondo Beach Marina, where they make a game of cleaning up the community's coastline by retrieving trash from the water. "It's a lot harder than you'd think when you're trying to keep your balance and your target is always moving!" Sammie laughs.

Their commitment to putting clients first is inspired by Bryan and Sammie's deep appreciation for the trust their clients place in them to handle such an important investment. Bryan explains, "We really do care about the people we help. I was raised by my grandparents, so I guess I have old-school values. I see the value when somebody saves their money to buy a home for their family. Sammie and I take that seriously, and we do our best to make buying or selling a home a positive experience."

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