



Santa Cruz CA Oceanview Home Values Presented by REALTOR® ?Sandy Wallace

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Santa Cruz CA: Top Realtor® Sandy Wallace recently talked about determining the value of a Santa Cruz CA Oceanview home. In an article she wrote earlier this month, Sandy shed light on the importance of knowing the right listing price of a property and how several factors come into play when determining its value.

Sandy has been in the real estate business for more than two decades now. Since she started her career, she has helped hundreds of homeowners sell their homes in Santa Cruz CA fast and for top dollar. As a seasoned Realtor®, she knows that one of the things that determine how long a listed property stays on the market is its value. ?Your home?s price will determine if the house will sell fast or not, so pricing it right is the key,? she said.

On her blog, Sandy advised home sellers to find the ?sweet spot between not too low nor too high? when pricing their properties, as this usually results in a much faster transaction. Describing home pricing as ?part art, part science,? she said finding the value of a property requires research, math, and the right tools. She

also explained the different factors that determine the worth of a home, including comparables, view and location, size, home age and general condition, updates and improvements, and market conditions.

Discussing ?comparables? or ?comps,? Sandy said home sellers should take into account the prices of recently sold homes in the neighborhood when pricing their properties. By considering the prices of homes with the same size, style and general condition as theirs, homesellers can tell how much buyers are willing to pay for their properties.

Sandy also emphasized the importance of location in determining the value of a home, saying that how near or far a property is to quality schools, shopping and entertainment centers can either decrease or increase its value. Talking about views, she added, ?Views are hard to quantify, but the better your vantage point and the less obstruction, the higher the value.?

Since its launch, Sandy?s website has been a valuable source of information for homebuyers and sellers in Santa Cruz CA. Sandy regularly updates her website with her new listings and gets homebuyers and sellers to act quickly, as it is common for her to receive multiple offers on her listed properties.

Sandy?s website also features her blog, which she uses as a platform for sharing her knowledge and expertise in the industry. This blog contains just about everything that homebuyers and sellers need to know about buying or selling properties in Santa Cruz CA so they can make their real estate dreams come true.

As a Realtor®, Sandy makes it a point to go the extra mile when serving her clients. Isabel Sanchez, one of her clients, wrote in her review, ?Sandy has helped to make our dream a reality. She is not only a professional that one expects from a real estate agent, but also showed us kindness and genuine concern for our needs.? Another client, Atty. Steve Johnson, also wrote, ?I have worked with many Realtors, Sandy always exceeded my expectations of anyone I have ever worked with.?

Those who need someone to assist them with their real estate needs, contact Sandy at 831-818-7099 or visit her website at www.santacruzahomesforsale.com.

More About Sandy Wallace:

Sandy started her real estate career as a loan consultant for conventional loans and hard money loans. Since becoming a licensed REALTOR in 1998, she has helped hundreds of clients build wealth with smart real estate investments. Her services focus on listing and selling homes for top dollar in the least amount of time, Santa Cruz beach homes, Santa Cruz ocean view homes, condos and townhomes, income property and a lot more.

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For more information about Sandy Wallace - Realtor®, contact the company here: Sandy Wallace - Realtor® Sandy Wallace 831-818-7099 seesandy4homes@gmail.com 2901 Leotar Circle Santa Cruz CA 95062

Sandy Wallace - Realtor®

Sandy Wallace is a top Santa Cruz CA real estate agent who specializes in oceanfront properties. A true resident, her knowledge of the different neighborhoods with a pulse on the market showcases her edge above the rest.

Website: <http://www.santacruzcahomesforsale.com/>

Email: seesandy4homes@gmail.com

Phone: 831-818-7099



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