



Sandy Wallace Shares Secrets for Selling Santa Cruz Ocean View Homes

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Santa Cruz CA: Seasoned real estate agent Sandy Wallace recently shared some tips for selling Santa Cruz ocean view homes fast and for top dollar. In her recent blog post, Sandy discussed how far more challenging selling an ocean view home is than selling a single-story home, as well as the things that homeowners must consider before putting their ocean view homes on the market.

According to Sandy, there is more to selling a Santa Cruz CA ocean view home than simply putting up a "for sale" sign on one's yard. There are considerations that homeowners need to make for a successful home sale.

On her blog, Sandy advised homeowners to work with a real estate agent who specializes in selling oceanfront properties. According to her, finding an experienced agent is one of the most important elements of a successful sale. "Not all agents know or have the experience to sell your beach house. A real estate agent who specializes in waterfront properties like me can guide you better in the nuances of selling your

house,? she said.

She also emphasized the importance of boosting the appeal of a property by doing minor repairs, improving its curb appeal, and staging it before putting it on the market. Sandy said that before proceeding with any cosmetic makeover, a homeowner must first address the small issues of the house to make sure it is move-in ready.

On staging homes, she said, ?buyers love bright, inviting homes, and that?s your goal. You want the house to be as clean as possible. You also want it to look airy and spacious so remove any excess décor and furniture, retaining only necessary pieces you can use. Make sure that you stage every room of your beach view house.?

Sandy went on to discuss the importance of light in an ocean view home, saying that dark homes do not interest buyers. According to her, it would also be nice to paint the interiors of a home with lighter and brighter colors to make it look more spacious and inviting. She advised homeowners to open the windows and remove the curtains to make the picturesque views outside the focal point of each room.

The most important part of selling a home, according to Sandy, is setting the right price. ?Price your house too high and you won?t get any buyers. Price it too low and you risk losing money. The right price will attract buyers and sell your property at the fastest time possible,? she said.

Since entering the real estate business, Sandy has made the best use of her technical expertise and market knowledge to make the process of buying and selling homes as smooth and fun as possible for her clients. Abe and Isabel Sanchez, two of her clients, wrote in their review, ?Sandy has helped 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? Her honesty and dependability set her apart from all of the other real estate agents that we worked with in the sale of our Santa Cruz home.?

Those looking for assistance for their real estate needs in Santa Cruz CA, contact Sandy at 831-818-7099 or visit her website at www.santacruzhomesforsale.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®
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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.

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