



## CLIENT TESTIMONIALS / SACHA STEEL

“I was interested in buying a property in SLO and a friend referred me to Sacha with a glowing referral. I have worked with several sub-par realtors over the years, so I know what I don’t want. I have a high bar, so high expectations.

Sacha knocked it out of the park and then some! She is patient, energetic, detail-oriented, and a great communicator. Most importantly, she is my advocate and looked out for my best interest, ensuring a smooth transaction every step of the way. Sacha is a true professional and I highly recommend her as a great realtor! Thanks Sacha! :)”

**- Sandrine Demler**

“Sacha was excellent to work with: punctual, organized, warm and detail oriented. I could count on her to follow-through and explain everything as we went along, which was imperative for me as a first time buyer”.

**- Kathryn Vasilaky**

“When my husband and I decided to become first-time homeowners in the beautiful Central Coast, we felt a mixture of anxiety, excitement, and intimidation. Anxiety due to our general lack of understanding of how the real state market works in California; excitement because of this important milestone in our young lives; and intimidation because we quickly realized how competitive and nerve-racking was the real state market in north San Luis Obispo county, where we focused our house-hunt. It is not fair to say we stumbled upon Sacha. We already knew of who she was a person and as a real-state agent, as my husband first met her through Sacha’s husband in late 2015. Long in the short, Sacha guided us through the whole process of buying a home, literally holding our hands in each step, from finding a top-notch lender to ensure the last signature needed to close on the property we settled for. We felt our interactions with her were always honest, to the point, and up-front: these are professional features that you certainly want in your real state agent! She listened and then answered the myriad of questions we asked during our long drives to and back from North county. She quickly figured it out our personal likes and dislikes, and from that point onwards, she re-directed and fine-tuned her search for properties that more closely matched our “perfect” home. It is difficult to estimate how much time she devoted to our situation and how personalized the whole process felt to us. Bottom line is, she was clearly genuinely invested in finding the perfect fit for us, which eventually occurred. Sacha is extremely professional, personable, savvy and efficient, and she has a throughout understanding of the market in San Luis Obispo county. To us, it was invaluable to have her as our real state agent and we would recommend her in a heartbeat.”

**- Celeste and Federico**

“It would be impossible to exaggerate how wonderful it has been working with Sacha. Moving from Santa Fe to San Luis Obispo was a big transition for us, culturally and property aspects. Sacha quickly learned what we were looking for and translated that into ‘California’ possibilities. Within 4 weeks, we found a new home, closed on buying it (with hand-holding guidance from California to New Mexico on ALL the form compliance), and we moved in!!! All the while Sacha was available (even on her trip to England!) and one step ahead of the game insofar as meeting inspection dates, signing papers, etc. Sacha is a true professional and we highly recommend her.”

**- Carole & Spencer Snow**

“Through the entire home buying process I felt nothing less than a friend guiding me through. When I first met Sacha, I remember talking about searching in SLO or maybe Atascadero due to affordability. Sacha was honest and hopeful. From day one she encouraged me to pursue what I really wanted and grounded me, ensuring my focus and understanding for each important step of the process. I truly think through the entire process I was lucky to work with her. Sacha has been there at all hours for me, dealing with the good, bad and ugly. She felt like a guardian angel during the entire escrow and I knew she always had my best interest at heart. Sacha, you’re genuinely, incredibly amazing and a star example of how all real estate agents should be.”

**- Leo Z. Shabbar**

“I have dealt with many realtors over that past 30 years and I can say without a doubt Sacha has been the best. She is personable, friendly extremely knowledgeable of the areas she represents. If she does not have the answer, she will work hard to find it for you. She gets things done! Sacha listens to what the client wants then goes and finds it. Would I use her again? Without hesitation and I highly recommend her for your next sale or purchase.”

**- Karin Alba**

“We were so lucky to find Sacha. It was sort of random as to how we found her, but as soon as we met her we knew not to let her go! She was great at walking us through the process. We always knew what was coming and what to expect. She was a great advocate for us too. At one point it looked like the house we wanted wouldn’t work out. She was reassuring that something would and continued to keep us in the loop about new listings. Then, we decided to try another tactic for our dream house, thanks to her support and it worked! She always knew exactly how we were feeling and could relate to all of our successes and worries. That felt really reassuring to us. When it came to little things--things the seller should have probably dealt with--Sacha had her people fix issues so that the sale could go through. It was remarkable. She has a ton of local knowledge about real estate in the area but also contractors, inspectors, lenders, you name it! There’s nothing she can’t help you with when it comes to buying a home. When she handed us the keys you could see her genuine happiness for us. I would without any hesitation recommend Sacha. If we ever need anything in the real estate capacity again it will be with Sacha.”

**- Gretchen and David**

“Sacha was amazing. We recently purchased a new home in San Luis Obispo and Sacha was instrumental in guiding us through a complex process between seller, lender and escrow. She was a dedicated professional, excellent communicator and a tireless advocate for our interests. With reassuring calm, she guided us through stressful negotiations. We quite simply could not have completed the closing-process without her. When we decide to venture into the real estate market again, Sacha will definitely be our first call.”

**- Sarah and Henrik**

“My wife and I had a lovely home buying experience with Sacha. We were first time home buyers and met Sacha at an open house she was hosting. This is a challenging area to find a home, but Sacha made sure we did not lower our standard for what we were looking for. She was straightforward and quick to reply and check in with us. Sacha helped us find our first home and made an effort to ensure our offer was as competitive as possible while still being realistic. Once in escrow, she continued to advocate for us and guide us through the process. Her friendliness makes you feel comfortable, confident and excited during the whole process. Most importantly, she took the time to make sure we understood what we were signing along the way. Would recommend to anyone! Thanks Sacha!”

**- Dylan and Larissa**

“I got introduced to Sacha through an entirely chance meeting while I was doing curb shopping by myself at a property that she was showing to another client. At the time, I had been looking at properties for a while on my own, had worked briefly with an agent that I didn’t connect well with, and was trying to find the right buyer’s agent to help me take the next step in the process. Sacha turned out to be exactly the kind of agent that I was looking for: knowledgeable, direct, and with a candor that helped me to feel immediately comfortable with the idea of having her representing me to a seller and negotiating on my behalf. I met Sacha on Friday morning, and by Sunday afternoon we had several showings set up. As it turned out, one of those listings was the right one for me, and I made an offer early that following week. Sacha went out of her way to be accessible and communicative throughout the process making an offer, counter, handling inspections, repairs, and closing. For me the vast majority of this process happened while I was out of the area, and having Sacha available to work locally with the title company and listing agent (plus my lender) was a real weight off my shoulders. We moved through the process much faster than I had expected, and managed to close early, even going into a holiday weekend. I would absolutely not hesitate to work with Sacha again, and would recommend her enthusiastically to anyone looking for an agent in the area!”

**- Clark Mueller**

“Working with Sacha for the purchase of our first home was ideal. She was patient with us as we looked for nearly a year for a very specific type of property. She helped us navigate a tough negotiation process with ease. I would highly recommend Sacha.”

**- Andrew Robillard**

“My house-buying process with Sacha was a bit of a long one --- close to six months. Throughout the process, she was what I would consider an excellent real estate agent, but I would say her two strengths were her communication skills and local knowledge. If I expected a document by X date, she would either have it available to sign by that day or have an explanation of why it wasn’t and a new deadline. I never had to waste time following up on things due to her responsiveness.

I would recommend her to anyone. She was communicative, respectful, and knowledgeable.”

**- Jade**

“Incredibly blessed to work with Sacha. She continued to exceed expectations. This was our second house purchase, and while our previous buying experience was not bad, I was perpetually amazed by the skill that Sacha brings to the table. She is personable, knowledgeable, considerate, freely and appropriately offers sage advice (we never felt pressured to make decisions we weren’t comfortable with), was an excellent communicator and very accessible, honest, professional, and clearly goes the extra mile without being asked. Our escrow had some bumps (none related to her), and frequently found myself thanking God we had someone like her in our corner. Nice to meet people who both enjoy and take pride in their work—the world needs more people like her in realty and other industries. Would definitely seek her out in the future.”

**- C Walheim**

“Sacha was everything you’d want in a realtor. She was always responsive, helped us navigate a crazy market, and was always advocating for us. The property we purchased was a fairly complex, off-market opportunity on a short timeline. Sacha helped us every step of the way and was always a pleasure to work with.”

**- Jeff & Jackie**

“We could not have asked for a better partner in our home buying process. We were frankly hesitant to work with someone and had met with several other realtors, but as soon as we met Sacha we knew she was the right one. She was really good at listening to us, very quickly understanding what we actually wanted and never once making us feel pushed in a direction we didn’t want. We never felt that the pressure for her to make a sale was more important than us finding something that really met our needs. She guided us expertly through the home buying process, made sure we were comfortable at every stage, and help us get the house of our dreams (even though there were several offers higher than ours). As a negotiator, Sacha is incredible. She is firm but easy to work with, getting us what we needed without making anyone feel burned in the process. We’ve already referred two family members to Sacha and can’t wait to send more her way.”

**- Raimundo Esteva**

“Sacha is wonderful! We have been working with her for over two years as we were very picky as to what to buy and not in a hurry (she was very patient!). She kept us informed of houses she knew we might like and was incredibly responsive when we had questions. When we did find a house we liked, she helped us every step of the way and we felt we got a great deal on the price of the home. This was all orchestrated with selling our previous home, which Sacha did quickly and as smoothly as possible. The close of our previous home and our new home were within days of each other. Although stressful at times, we knew we always had Sacha in our corner and to guide us through the process. Thank you so much! We are going to miss you in our lives Sacha!”

**- Kristin and Jacob**