the avenue
CENTRAL COAST REALTY

CLIENT TESTIMONIALS / SACHA STEEL

(listed oldest to most recent)

"My husband and I had the pleasure of working with Sacha during our first home purchase, and we couldn't be more impressed with her professionalism and dedication. From the very beginning, she took the time to understand exactly what we were looking for, despite my husband and I having slightly different visions, and she didn't rush the process. Sacha walked us through every step, always ensuring we felt comfortable and informed and made us feel so important despite having a somewhat modest budget. What stood out the most was her incredible attention to detail and knowledge of the SLO market. She paid close attention to what we liked and disliked about each property, and was proactive about viewing properties and initiating offers on those we liked. We always felt like we were her top priority, and she was always available to answer questions—no matter how small. It's clear that Sacha truly cares about her clients and goes above and beyond to ensure they find the perfect home. I highly recommend her to anyone looking for a real estate agent who is knowledgeable, patient, and committed to finding exactly what you need."

- Ali and Jeremy

"Sacha was an amazing find as far as an agent, but the best part was just how wonderful a person she is! Always made us feel like we were her first priority! She knows her craft and it showed in her attention to details ! Absolutely would recommend her to all my family and friends!"

- Kevin and Brad

"Sacha is a real high-energy, hit-all-the-marks, type person. Was great in showing available properties. She constantly adjusted her thinking to our views as we expressed likes and dislikes about homes we visited. Then, when we found our new home, she guided us to a GREAT price and made sure we hit all the marks as we moved through a short escrow. It was a bit of a high-wire act: sometimes intense, but with a 10/10 landing.

- Reed and Lesley

"Sacha is such an incredible realtor (and person!) that we chose her to guide us through buying and selling a house. Escrow isn't always fun, but it was a pleasure working with her. As buyers and sellers we encountered unexpected challenges, and were dealing with personal stressors. She was always in our corner, in calmly reassuring and tangible ways. She thoroughly handled all the details while keeping an optimistic "big picture" perspective. Her knowledge of real estate runs deep, along with her understanding of people and how to communicate in an effective, engaging way. And she got us a great price for our house! We highly recommend Sacha - and are delighted to still have her in our lives."

- Annie Dennison

"Sacha sold my home recently and was wonderful to work with during a difficult time for me and my family. She's very quick to respond to any questions or concerns, whatever it was, she was on it! She's very knowledgeable, professional and hard-working. Has great contacts for repairs, cleaning, inspections, etc. if needed. Proactive but not pushy, and a genuinely nice person. I highly recommend her!"

- Terri M

“Sacha is simply the best. She is patient, informative, and quickly responds to questions. She advocates for her clients very well to ensure a smooth home buying process, and will tell you openly and honestly when something doesn’t sound right. She handled some unusual situations with the seller very professionally. I really can’t say enough great things about Sacha because she was key to making our dream of buying a home in this crazy market into a reality!”

- Morissa and Billy

“Sacha is the best! We couldn’t have asked for a better agent. She was knowledgeable, professional, responsive and helped us through every part of the buying process with a “can-do” spirit. She kept us informed the whole way through. We loved working with her.”

- Caroline Dureault

“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, the 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

“There are certain ‘must-have’ features I look for when buying a home. Just as important to the process are the must-have characteristics I look for in the realtor I am going to work with to make the whole deal happen. Top of my list for what they must possess are local market knowledge, integrity, responsiveness, and having my best interest in mind. If these characteristics are important to you as well, I would not hesitate to recommend partnering with Sacha Steel to help you find the home you’re looking for. She is a true professional, a delight to work with, and often anticipated my needs before I knew I had them!”

- Christiane Armstrong

“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

“We met Sacha when she helped our son and daughter in law find their first home about two years ago. We were impressed by her honesty with them and friendliness! So a few years later we contacted Sacha to find a home for us. We had not moved in 45 years and she kept us informed on upcoming houses We were from out of town so that was a challenge. We came down at least three times and had tours of pros and cons of neighborhoods. When she showed us the home we eventually purchased the deal went incredibly fast. Sacha made an offer and all went well after that. Sacha continued to check in with us after the offer and even a month after living in our new home. Since all transactions are digital now we appreciated a binder with hard copies of everything we signed. It was a pleasure working with Sacha”

- Merrily F.

“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: knowledgable, 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

“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

“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

“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

“I worked with Sacha on-and-off for almost 2-years, and she was incredibly knowledgeable and supportive as I bounced back-n-forth with respect to what I was looking for in my first home. Not only was she incredibly patient (in addition to on numerous occasions driving over an hour out to see ranch homes in the middle of nowhere that she knew I likely wouldn’t get, but that I wanted to see anyway), but she put together than picture of what aspects of a home I truly wanted before I even figured it out myself. Her humor, desire to help, constant availability, and ever-present positive attitude made my home buying experience smoother than I could have ever hoped.
I would recommend Sacha to anyone (and they would certainly be better off for it).”

- Mischa P.

“Sacha is warm, friendly and extremely-knowledgeable. She is a fierce advocate for her clients and does all that she can to help you in your process. She is extremely responsive and will assist you beyond the closure of your contract by helping with references and contacts for repairs. An absolute pleasure to work with.”

- Phil and Tiffany

“Sacha was phenomenal throughout the whole buying process, start to finish. She is extremely knowledgeable, responsive, excellent communicator, flexible, and provides insight along the process to help one make educated decisions. She’s very well connected in the county to people and services that come in handy pre and post purchase! Not once did we feel we need to contact Sacha - she was always a step ahead and checkin in with us to make sure WE had everything we needed and had any questions answered allowing us to close in 25 days! There are many choices for real estate agents in the area but why not choose one of the best of them for one of the biggest purchases of your life? Thank you so much Sacha! Luis & Adriana”

- Luis Cortez

“My husband and I are so happy we chose Sacha Steel to help us buy our home. She’s a knowledgeable, effective, responsive agent and a lovely person. Sacha’s patience and great communication skills - with us, the sellers’ agent and the renters we temporarily ‘inherited’ with the sale - made a somewhat challenging escrow easier. She’s also a good resource for contractors, local services, etc., even long after escrow has closed. We wholeheartedly recommend her!”

- Annie Dennison

“Sacha worked diligently and patiently for two years with my daughter and I until we found the perfect home. Sacha’s expertise was invaluable when it came to knowing what we were looking for and negotiating the perfect deal. Sacha is the best realtor I have ever had the experience of working with. We are very happy in our new abode.”

- Ronald Lake