

Sandra has been in the real estate business for 40 years – 20 of those working for top developers and 20 in resale.

Sandra and her team are associated with Engel & Volkers, a German company with an international presence not only in residential and commercial real estate, but also yacht and private aircraft sales.

Sales Volume

2013 40 units \$34,500,000

2014 44 units \$37,500,000

2015 65 units \$57,000,000

On Educated Consumers: Sandra points out that buyers are so well educated from their online research, that real estate professionals HAVE to know exactly what we are doing because they're often thinking "Do we really need a real estate person?"

Lead Generation

"Stay in front of your current and past clients and after you have done a great job for them – ask them for referrals." To that end, Sandra makes sure that the items she sends to clients are really educational and valuable. "On a monthly basis, we send out the most important thing we want our clients to hear."

Specialization

Sandra has been farming Gainey Ranch in Scottsdale and points out that she has been on the Board, the Golf Club Committee, the Beautification Committee as well as being an avid tennis player in the area. In this way, when people have a need in Gainey Ranch, their thought is that they need to call Sandra.