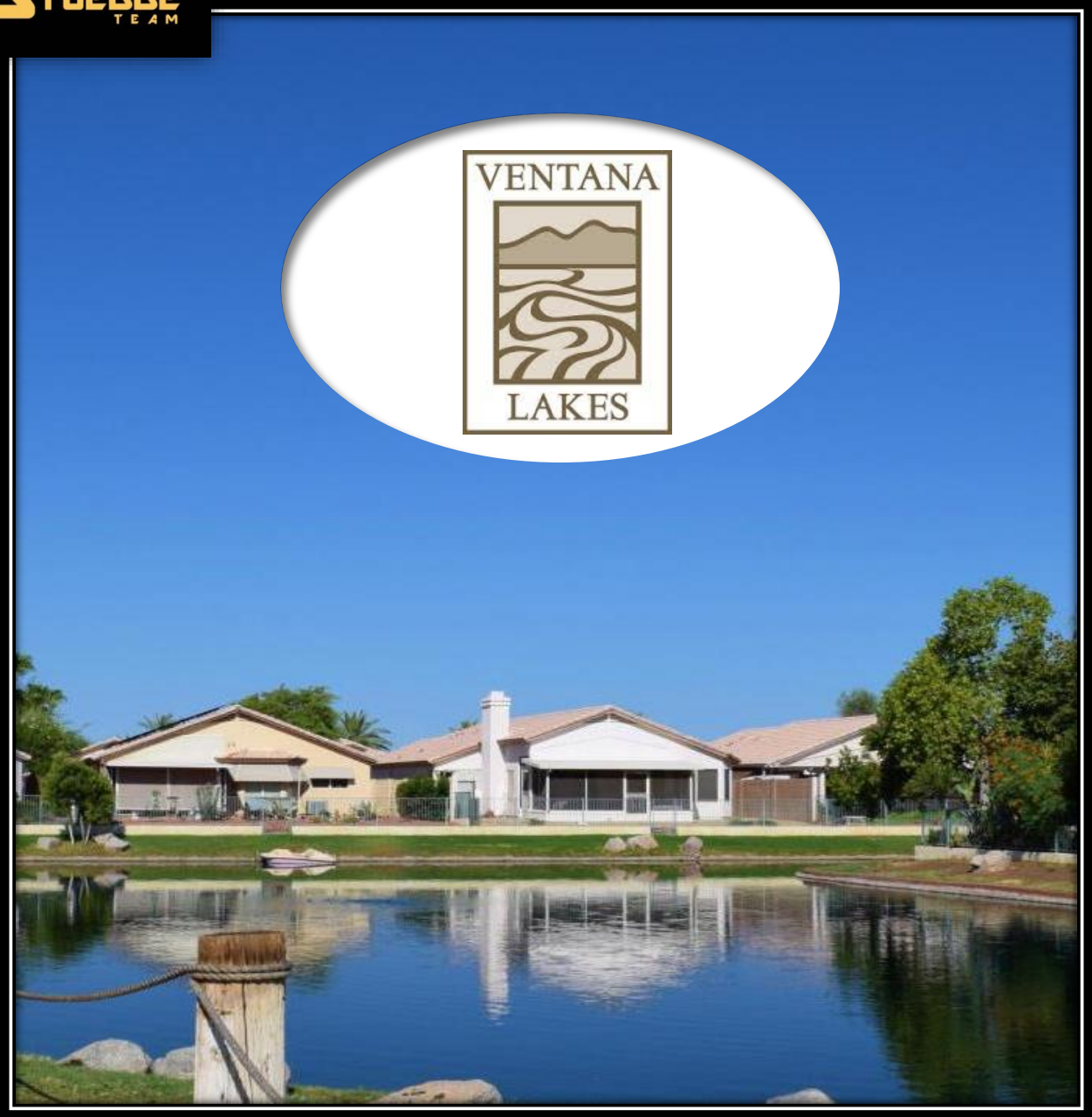




FACT-BOOK

An introduction to:



We have the answers to your questions

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DISCLAIMER

We try to keep the information in this document as accurate as possible.

However, most data used in this document is accumulated from various sources and may contain errors for which we will not be responsible.

Please verify all information like pricing, fees, dates, etc. before making any decisions.

**Thanks,
The Stoebbe Team**



Specializing in
Active Adult Communities in the NW Valley
Luxury Segment in the NE Valley



Million Dollar Producer
2014-19



5 Star Rating



A proud supporter of the

Leukemia Foundation
for Arizona's Children



We Promise

Commitment

With our personal experience of multiple international and national corporate relocations and years of investing in Real Estate and other asset classes we are committed to providing services to our clients that go beyond the scope of traditional Real Estate Sales.

Experience

Our extensive financial and negotiation background enables us to help our clients understand the full extend of a Real Estate transaction and use proven techniques to successfully negotiate in even the most challenging situations.

Knowledge

In depth knowledge of the Active Adult Community market in Phoenix helps us to provide our clients with all the information needed to make an educated decision when it comes to purchasing or selling a property and start a new chapter in life.

And as Baby Boomers we also understand that in today's world our clients don't see retirement anymore as a withdrawal from activity but as a new adventure...

We Understand

Buy - Sell - Move - and more...

We relocated with our entire household in tow across the Atlantic Ocean and across the United States multiple times.

We know that the emotional rollercoaster of buying and selling your own home is only one part of moving to a new place. You have to get used to a new city, build a new social network, find a doctor, a bank, a hairdresser, and anything else. You basically have to set up your entire personal environment from scratch.

Invest - Rent - Manage

Since 1994 we personally own rental properties as an investment class to balance our overall portfolio. We learned how to evaluate potential investment properties and how to create a forward looking Profit Loss or Cash Flow analysis. We also learned what it means to be a landlord managing properties, dealing with tenants and all the little surprises that come with it.

Locate – Negotiate - Close

Combining our formal Real Estate training with our real life experience we are able to handle the sale or purchase of your home efficiently and can provide information and support that touches many aspects of your transition into an Active Adult Community.

We are Connected

The success of a Real Estate transaction depends largely on the parties involved and the way they work together to achieve one goal: Getting the job done - correct and on time.

Over the years we built close relationships with Title Companies, Mortgage Banks, Home Inspectors, Insurance Companies, Homeowners Associations, and a variety of trades for all kind of work around a property. We use these companies in our personal transactions, we trust them and we can recommend them to you if you don't have personal preferences already.

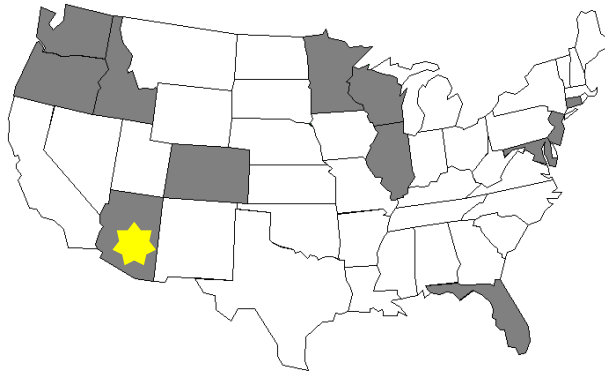
The extensive agent network and market exposure of BERKSHIRE HATHAWAY HomeServices allows us to efficiently market your property or search for your dream home through routes beyond the Multiple Listing Services.

...and We Deliver

Our focus on customer service and dedication to our clients helped us to achieve a great track record of closed transactions on homes of various types and sizes in the Phoenix Metro Area.

Our Clients

Our clients come from many different places...



Arizona
Colorado
Connecticut
Florida
Idaho
Illinois
Minnesota
New Jersey
Oregon
Washington D.C.
Washington
Wisconsin
Canada

...but our services are not limited by distance!

Used to working in global business environments for decades we developed a sound understanding of cultural diversity and have the ability to efficiently handle transactions regardless of where our clients reside.

If you have a smartphone and an e-mail address it does not matter where you live or travel – we can handle your entire transaction paperless and on time.

It is easier than you think and we will guide you through all the necessary steps to make your Real Estate transaction a positive experience.

It is YOUR choice

Thank you for taking the time to read this brief overview of who we are and how we work.

If you like our approach and feel that The Stoebbe Team is right for you we would appreciate the opportunity to represent you during your next Real Estate transaction.

Visit us online

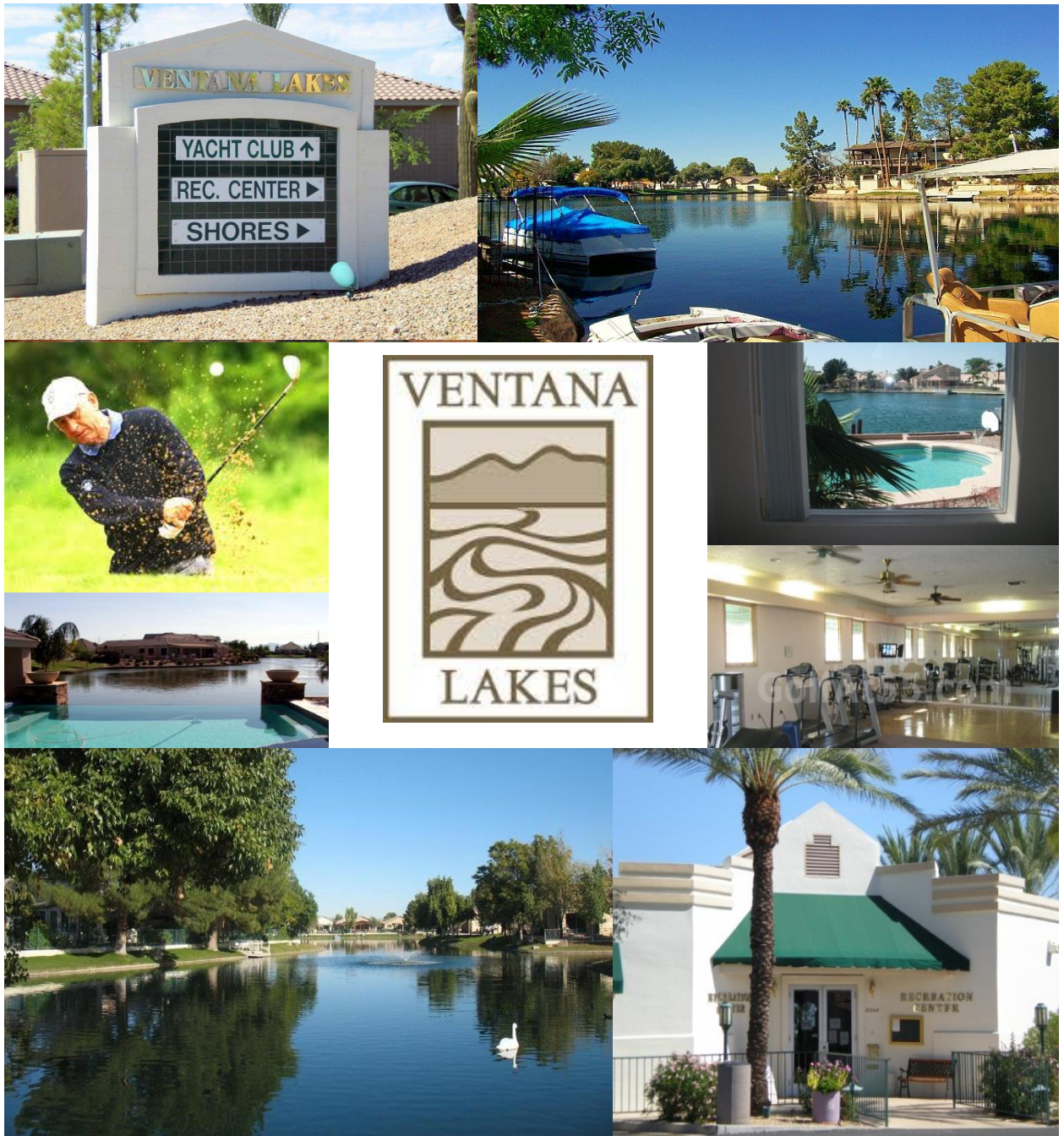


www.TheStoebbeTeam.com

...and now let's talk



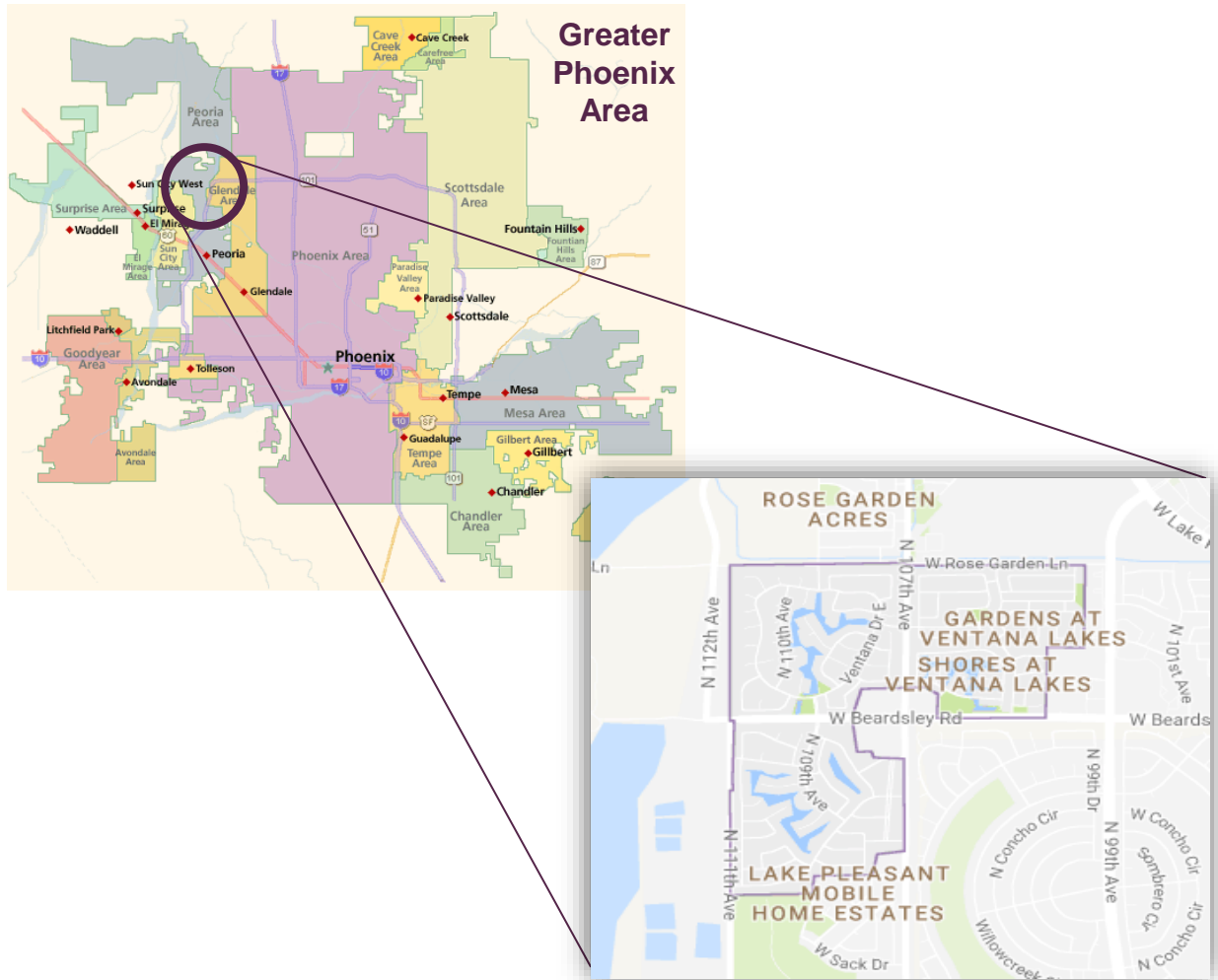
Ventana Lakes Community Information OVERVIEW



Ventana Lakes Community Information OVERVIEW



GEOGRAPHY



BASICS

Construction	1986 - 2002
Price Range	\$100's - \$400's
Number of Homes	1,700
Age Minimum	55+ (restrictions may apply)
For Sale	Resale Only – no new construction
Types of Homes	Single Family Homes



Ventana Lakes Community Information OVERVIEW



Ventana Lakes is actually located in 2 cities, Sun City and Peoria.

Construction began in 1986 on over 30 acres of land. The community offers 9 lakes with several waterfalls, walking trails, and private boat docks suitable for fishing or paddle-boat activities.

But Ventana Lakes has a lot more to offer than only fishing and golf.

The clubhouse provides a large variety of indoor and outdoor amenities.



The Ventana Lakes Association is very active and takes pride in taking care of residents, homes, and business alike.

Ventana Lakes Community Information

Membership Fees



2024

Fee	Amount	How Paid
HOA Dues	\$150.00	Monthly
Transfer Fee	\$200.00	One Time
Capital Improvement Fee	\$2,000.00	One Time
Disclosure Fee	\$200.00	One Time

All Fees are subject to change and need to be verified with the HOA



Ventana Lakes Community Information

Membership Fees



2024

Example: Single Family Home detached

One-time fees due at purchase

Capital Improvement Fee	\$ 2,000.00
Transfer Fee	\$ 200.00
Disclosure Fee (paid by Seller)	\$ 200.00
TOTAL	\$ 2,400.00

Annual fees

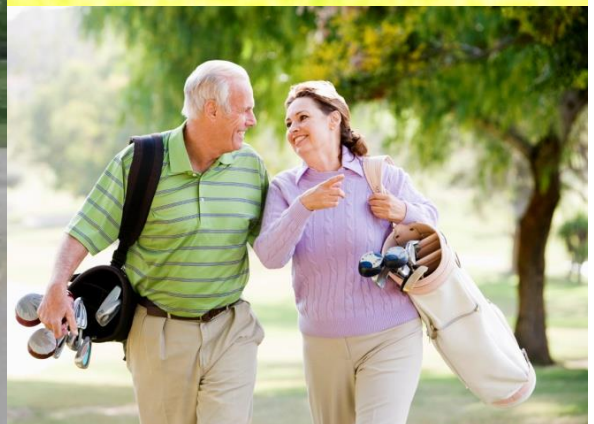
HOA Dues	\$ 1,800.00
TOTAL	\$ 1,800.00

All Fees are subject to change and need to be verified with the HOA

Additional costs for Property Taxes, Insurance, Utilities, etc. have to be determined on an individual basis.

Ventana Lakes Community Information

GOLF



Ventana Lakes Community Information

GOLF



Type	Public
Holes	18
Architect(s)	Gary Panks
Year built	2004
Guest Policy	Open
Golf Season	Year round
Metal Spikes Allowed	No
Driving Range Available	Yes
Rental Carts Available	Yes
Rental Clubs Available	Yes
Pro Available	Yes
Tee Times Welcomed	Yes, up to 12 days in advance
Credit Cards Accepted	Major credit cards are accepted

Tees	Yardage	Rating	Slope
Tournament	7259	73.9	134
Trilogy	6868	72.2	129
Vistancia	6508	70.5	124
Verde	6132	68.9	120
Forward	5573	72.2	128

Ventana Lakes Community Information

YACHT CLUB / FISHING / FITNESS



Ventana Lakes Community Information Amenities & Lifestyle



The clubhouse at Ventana Lakes, called the Yacht Club, includes a fitness center and is complete with aerobics studio, sauna and steam rooms. After a healthy workout with a variety of equipment, residents can enjoy a favorite book at the library, or socialize while playing a friendly game

of billiards. Arts and crafts enthusiasts and card players have rooms available at the Yacht Club for their activities.

Residents who enjoy the outdoors at Ventana Lakes will find friendly competition on the bocce ball and tennis courts, enjoy a game of horseshoes, or even get together for some volleyball on the designated court.



Four pools are on hand for comfortable rest and relaxation periods. Two of them are heated for year-round enjoyment.



Ventana Lakes Community Information Amenities & Lifestyle



- 9 Beautiful Lakes With Waterfalls And Great Fishing
- 4 Pools And Spas (2 Heated During Winter Months)
- Recreation Room And Fitness Center
- Library And TV Room
- Sauna And Steam Room
- Billiards Room And Cards Room
- Crafts Room And Quilting Room
- Handball Courts
- Ballroom With Stage And Kitchen
- A Variety Of Clubs To Join

Sports

Bocce Ball Shuffle Board Basketball Pickleball
Volleyball Water Volleyball Horseshoes Croquet
Water Aerobics Noodle Water Aerobics

Many Fun Activities

Concerts, Breakfasts, Dinners, Dances, Bingo, Karaoke

Testimonials

To Whom It May Concern,

In our real estate dealings, we were privileged to be represented by Hanna and Volker Stoebbe. We met them at an open house in January and began a relationship that comfortably balanced their professional experience and our personal needs. They provided easy-to-follow directions for every facet of our real estate transactions; guiding us on how best to attain our selling and purchasing goals.

Those multiple transactions were completed inside of six weeks, and the keys to successfully navigate the whole process were superbly coordinated by the Stoebbes. As such we wholeheartedly recommend them as a devoted real estate team who serve customers with honest communications and a principled work ethic.

We welcome any further inquiries.

*Sincerely,
Bill & Cathy - Washington*

To Whom it May Concern,

Hanna and Volker Stoebbe provided exceptional real estate service in helping us purchase our first home in Arizona. They were very attentive to our needs, knowledgeable of the market and very personable to work with. We always felt very high on their priority list, and they worked their schedule to accommodate us. As a husband and wife team, they bring the full package – from the real estate process and network of resources (e.g. mortgage lenders, title company, maintenance). We look forward to using them again for our next real estate transaction.

And, they receive our highest recommendation for anyone who is looking to buy in the Phoenix area.

Eric & Regan - Arizona

Hannelore & Volker

We want to take this opportunity to express our sincere thanks and appreciation for helping us find the RIGHT home in Sun City.

We realize it is not easy working with out of town customers, but; on our first trip to Arizona, you quickly learned what we were looking for, then provided us information via the computer. Then, even took the time to go look at these houses and gave us feedback; enabling us to make an offer on a house the very first day of our second trip.

You represented our interests and handled our purchase from beginning through closing with a high degree of professionalism. We would recommend you to anyone in the market for real estate!

Thanks again it was a personally enjoyable experience!

*Sincerely,
Dan & Maggie - Colorado*

To Whom it May Concern,

Hanna is well equipped to buy and sell homes. She is amazingly organized and has an impressive memory of the homes you look at with her. She is excellent at helping you evaluate the good and bad points of each house you look at and then keeps those points compiled for future reference. When selling our house, she researched the neighborhood and the school system, etc., so that she could share that information with prospective buyers. She even helped stage our house.

Volker is very knowledgeable particularly when it comes to inspecting a prospective home for purchase. He can guide you about what repairs might be necessary and whether they are a major concern or something minor. He is very objective and will give you his honest opinion but will not try to influence you. He gives you the facts so that you can make an educated decision.

He and Hanna are the perfect realtor team. They helped us find and purchase our present home and helped us sell our former home.

Mitch & Arlette - Arizona

Testimonials

To Whom it May Concern,

We closed on a house in Sun City Grand, Surprise, AZ and it was the easiest, most trouble free pleasant closing I've ever experienced (all done in six days).

It would not have been possible without the skill, experience, determination and willing to go the extra mile of both members of the team; Hanna and Volker Stoebbe.

On a scale of 1 to 10 they rate a 25 minimum, probably much higher.

Their integrity demeanor left no doubt that they were there to do what ever necessary to find us a home that we wanted, at a price that was priced right.

We never felt they were rushing for a commission; only protecting us.

Please believe me, I am not over selling this team. They cross all the T's and dot all the I's and don't leave any stone unturned.

Volker will give you a virtual house inspection and take pictures for you while you tour.

These two are very special people we were blessed to have come into our life.

If you need a great Realtor, please call them.

I know you'll feel blessed too.

Lew & Julie - Idaho

Hanna & Volker,

We just want to thank you so much for making our purchase of a large home in Sun City Grand and selling of our smaller home there so effortless.

The professional way you both handle yourselves and how truly helpful you are, make it a pleasure to work with you.

We can honestly say that we have not come across better real estate agents in the last 40 years.

We would highly recommend you to anyone looking for a smooth transaction.

With many Thanks,

Bob & Bev - Oregon

To Whom It May Concern,

Recently we purchased a home in Sun City Grand and Hanna & Volker Stoebbe assisted us in our search as our buyer's agent. We have purchased many homes over the years, but the professionalism and competence of the Stoebbe team is as good as we have ever seen.

They were extremely responsive and very helpful as we were new to the area. They have an outstanding understanding of the Sun City Grand market area and were extremely helpful in previewing properties and making recommendations.

They significantly reduced the time we had to spend looking at properties, as they listened to what we said and identified prospective properties. When we called and wanted to see a property, they made themselves available.

Hanna and Volker Stoebbe were very knowledgeable in enabling us to understand the condition of prospective homes. They also prepared documents that were very useful in our search.

Once we decided upon a property, they assisted us in the negotiation process and the subsequent inspection of the home.

Customer service is clearly the focus of the Stoebbe team.

We cannot be any more pleased with our new home. This is in large measure due to having Hanna and Volker Stoebbe as our buyer's agent.

Sincerely,

Brian & Diane – Washington D.C.

Dear Hannelore and Volker,

We couldn't have found a better couple to sell our home in Sun City a Grand.

You were punctual, efficient, knowledgeable and a real pleasure to work with.

We have recommended you highly to friends of ours who are thinking of selling their home soon.

Many thanks.

Bill and Sue - Illinois



**Thank you for taking the time to browse
through our introduction to:**



**We hope the information provided in this brochure
was helpful in answering some of your questions.**



HANNA STOEBBE

REALTOR®

623-363-9667 Hanna@TheStoebbeTeam.com

VOLKER STOEBBE

REALTOR®

623-363-9647

Simply contact us

We will find the home that's right for YOU

Remember

We don't just sell homes
We will introduce you to a

Lifestyle

Visit us online



www.TheStoebbeTeam.com

