

ONE | REALTYONEGROUP  
HOMES • LIVES • DREAMS™



THE  
**STOEBBE**  
TEAM

Residential Real Estate  
Phoenix, Arizona

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



## **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 properties and how to create a forward looking Profit Loss and 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 Real Estate expertise with our real life experience as former corporate executives 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 communicate and work together.

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 work with 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 RealtyONEGroup 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 Market.**

## Meet One Strong Team

Successfully buying or selling a home requires excellent teamwork and communication.

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 - professionally and on time.**



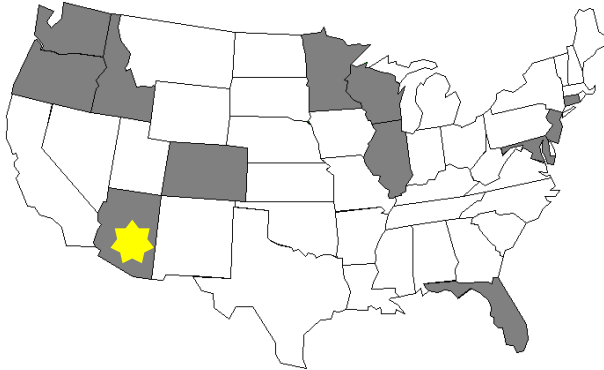
## Together we are Committed to Excellence

And if you need help from a professional decorator, painter, plumber, electrician, roofer or other trade just ask us - we have connections.

*Of course you can always choose your own professionals and we will be happy to work with them.*

## Meet 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.

## Testimonials

To Whom It May Concern,

Hannelore & Volker

*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.*

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

*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 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!*

*We welcome any further inquiries.*

*Thanks again it was a personally enjoyable experience!*

*Sincerely,  
Bill & Cathy - Washington*

*Sincerely,  
Dan & Maggie - Colorado*

## 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*

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*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.*

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*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*

## Testimonials

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

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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

To Whom it May Concern,

Hanna & Volker were very knowledgeable about their craft. They were helpful in staging the property, obtaining the right assistance in completing needed minor repairs, pricing and supplying complete property information to prospective buyers. The property sold within 3 days of listing.

Connie - Arizona

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To Whom it May Concern,

"I am pleased to write this review for Hanna and Volker Stoebbe. I engaged them to sell my house and to find me a new one... and it was interesting to see them work the deals.

Their ethical values are above reproach and, they were sensitive to the personalities of the other Realtors; they knew exactly how and when to approach certain issues to ensure the best outcome for me.

In addition, their experience and eye for detail enabled them to point out potential issues and suggest fixes with certain properties.

More importantly, they have such a positive approach to everything, demonstrating that they really enjoy their job and clients.

It was also clear that they had a deep care and concern for me and it was a joy and a comfort to work with them. They went above and beyond in helping me find resources, deal with logistics and understand the issues and ramifications of everything.

I highly recommend them."

Carol- Arizona

## Testimonials

*To Whom it May Concern,*

*The Stoebbe Team was great to work with on all aspects of purchasing a home.*

*Right from the start we felt at ease. They did an excellent job showing us all the variations of floor plans, so we knew which homes would be acceptable and which would not. That helped narrow down our search and eliminated the homes that would not fit our requirements.*

*They provided a wealth of pertinent information; From market analysis workbooks, daily tracking catalogs that mapped out the day to the shortest point to houses.*

*Once we made our decision they provided all the important information and tools and guidance to insure smooth sailing to the closing and along the way we became friends.*

*We would highly recommend them to all house hunters in your search for the perfect home.*

*Vincent & Kathleen - Connecticut*

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*To Whom it May Concern,*

*Hannelore & Volker were on top of everything. We started working with them from Wisconsin many months before we came to Arizona to look at home.*

*We had numerous communications and they set up portals for us to see what was on the market.*

*When we came down, they spent full days with us and with their help, we were able to find a great new home, offer & counter, go through inspection and introduce us to the title company we would be working with.*

*They are true knowledgeable professionals.*

*Bob & Yvonne - Wisconsin*

*To Whom it May Concern,*

*Hanna & Volker were the most knowledgeable, organized and professional real estate sales persons we have ever met. Our relationship started in the winter of 2017, when my wife and I were casually looking for a home in Sun City Grand.*

*Hanna & Volker were holding an open house and just closing for the day but took the time to initiate a relationship. We established a profile of what would meet our needs for the future in a home and they emailed homes meeting our profile to us on a daily basis.*

*As we became more interested in the winter of 2018, we met with Hanna & Volker and redefined our profile. They prepared a showing of all models within our profile in Sun City Grand and as we visited each model, they asked what we liked and didn't like about each model. From this, we established two models that would most fit our needs. In the days ahead, Hanna & Volker showed us a new listing of the model we had selected and which would ultimately become the home we purchased.*

*We visited this model three times before making an offer. Hanna & Volker prepared an analysis of all the homes of this model which were purchased in SCG in the previous six months. We reviewed each model and made comparisons to the model we're going to make an offer on. We made an offer and ultimately negotiated a purchase of this home based on their expertise and advise.*

*From start to finish it was a very enjoyable experience, and we would certainly recommend The Stoebbe Team to anyone looking to buy a home.*

*Bob & Linda - Minneapolis*

## 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.



### Sie sprechen Deutsch?

Kein Problem – Wir leben zwar schon seit mehr als zwanzig Jahren in den USA, aber als gebürtige Frankfurter sprechen wir selbstverständlich auch immer noch ein akzentfreies hessisch, gell :-)

Nach einer internationalen Karriere im Hochtechnologie Bereich haben wir uns vor einigen Jahren in Phoenix niedergelassen und die Entscheidung getroffen, uns dem Immobilienmarkt zu widmen.

Da wir selbst zur Generation der “Baby Boomers” gehören, haben wir uns speziell auf die “Active Adult Communities” wie beispielsweise Sun City Grand fokussiert.

Sollten sie also Fragen bezüglich eines konkreten Hauskaufs/Hausverkaufs haben, oder generelle Informationen aus dem Immobilienmarkt in Phoenix benötigen, dann rufen sie uns doch einfach mal an.

Wir würden uns freuen, sie kennen zu lernen!



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



**HANNA STOEbbe**  
REALTOR®  
**623-363-9667**

**VOLKER STOEbbe**  
REALTOR®  
**623-363-9647**

[Hanna@TheStoebbeTeam.com](mailto:Hanna@TheStoebbeTeam.com)



Million Dollar Producer  
2014-19



★★★★★  
5 Star Rating



A proud supporter of the

**Leukemia Foundation  
for Arizona's Children**

