

**Steven Skarphol, Associate Broker, HomeSmart – Elite Group**

**Client Testimonials – 2017**

"Steven is an exceptional professional and gentleman! I have never had such great customer service before. He was extremely responsive, very knowledgeable and helped to negotiate a very generously discounted lease for the non-profit organization I manage. He presented our mission to the owner and within two weeks, everything else fell into place! I feel so fortunate to have Steven as our broker and would highly recommend him to anyone in need of real estate!..."

***M.D. - Retail Space – Tenant Representation***

"Steve, thank you for the enormous effort you put into getting us our retail location. We appreciate your contributions into making our dream a reality!"

***J.Y & T.Y, Retail Space – Tenant Representation***

"Steve was great!! He worked with us (the sellers) as well as the buyer to facilitate our sale. He went far beyond our expectations in successfully selling a hard-to-sell property. His knowledge of the process, market, environment, and rules and regulations are unsurpassed. I truly have to say that our sale was successful because of Steve. I thoroughly enjoyed working with Steve and highly, highly recommend him."

***K.B. Vacant In-Fill Land with Subdivision Complexities***

"Steven was the best most experienced agent I have every worked with and I have bought and sold multiple properties with 5 different agents. We owned this investment property (2.3 acre buildable lot) since 2006 and sold the property once, but got the property back during foreclosure as we had carried back the financing. We tried to sell the property for many years and Steve was the 3rd agent to list the property. Steve was able to find a buyer, but the escrow was not simple because the buyer wanted to divide the acreage into 12 single family home lots. Steve has had previous experience with development and his experience and expertise in that area was instrumental in getting the escrow to close. Steve guided the buyer through the process and kept him calm and focused enough to get the sale closed. I do not think the property would have closed without Steve's diligent, knowledgeable and professional approach. I am very comfortable recommending Steve for your real estate needs."

***D.L. & C.L. – Vacant In-Fill Land with Subdivision Complexities***

“Steven is fabulous and goes the extra mile to make sure all goes smoothly. Steven was always available when he needed to be reach. If I had any questions regarding paperwork he knew the answers. Steve was extremely helpful and friendly and I would recommend him to anyone looking for their future home!”

**B.M – First Time Homebuyer**

“Steve made the process very easy, educational and, enjoyable. The whole family enjoyed looking at houses with Steve. My children really enjoyed the experience and Steve was wonderful in including our children in the process.”

**C.B. – T.R. – Family Home – Move-up**

“Steve helped my sister and me sell a vacant lot in Mesa this week. He went above and beyond to make this sale happen. There was a tax lien and encroachment by a neighbor, which had prevented us from selling the land before. Steve worked through each issue until it was resolved in our favor. Can't thank him enough!”

**E.W. & J.W – Complex Vacant Land Sale -**

“Steve is a knowledgeable and reliable realtor. He goes above and beyond to make sure we are satisfied with his services. No matter what time it is. He helped my husband and I with our 1st house 5 years ago. With plenty of trust, we called him when we for a second house. The transaction was smooth and fast. But we are not over with Steve, he's in the process of helping is with our rental. I referred him once and it won't be the last time referring him to others.”

**A & M, R – 1<sup>st</sup> home, Move-up Home, Rental for Investment Property**

“I would highly recommend Steve for any resale of any home. Our challenge was our solar panels on our house but Steve gave all information in detail on the savings for the new homeowners the solar panel would give them. He kept us updated on all information negative or positive feedback on the showing of our home. We would definitely use Steven again on a purchase of a home.”

**R & T, F. – Listed and Sold – SolarCity Lease**

My wife and I have used Steven for 3 sells and 2 buys over the past 3 years. Other than a close friend, who unfortunately is in a different market , I would never use anyone but Steve in the future. He has done it all in the real estate realm. Builder, Construction management, rehabs, sellers agent, and buyers agent. He continually looks out for your interest, making sure you understand the process, but also adding information (value added features, long-term investment perspectives on properties.) you might not think of. He continually moves the negotiating process along because he insures the home you have identified is the home you really want. So the rest becomes getting the parties to agree on a good number. He does all this with a sly sense

of humor (once you've worked with him a bit) but never at the expense of others. With all parties, he is the ultimate "keep cool-problem solve the issue" agent! Do not hesitate, do not read other reviews, just call him.

### **J & C, B. - Multiple Transactions – Buy & Sell**

This is the second time within 2 years we worked together with Steve. He has a great understanding of the current real estate market and guided us through the selling of our "old" house and buying our new house. He is on top of every issue, deadline and made all the paperwork easy through electronic filings and signing of documents. When we had questions, he responded immediately even on weekends. We are very happy with our new home, and would recommend Steve without hesitation. Steve definitely went above and beyond his job. 5 stars really isn't enough to give.

### **C.A. – Multiple Transactions – Buy & Sell**

Steve is AMAZING ! I would recommended him to anyone looking for a new home . I'm a first time home buyer and I couldn't have asked for anything greater. Steve gave us everything we asked for and more . He is fast and very responsive kept us updated on any new news that came up in the process . A tremendous blessing that we had such a great guy to help us out . Five stars to great top of the line service !

### **A & M, G. – First Home**

“An absolute pleasure to work with. Friendly, knowledgeable, informative and very punctual. My wife and I needed help purchasing our first home and through a friend of the family, we were introduced to Steve. God has provided me and my family with so many blessings and Steve is one of them. He even was able to recommend a new lender (who also was great) towards the close of escrow, when some questions arose with the original lender. I've now come to find out how much goes into buying a new home and am grateful Steve was able to help us through the process. I HIGHLY recommend him to anyone who needs help buying a home.”

### **M.F. – First Home**

“As a new homeowner, Steve made the experience of purchasing a home very memorable. He will dedicate all of his time into working with his client, and take good care of his client. Throughout the process of purchasing a home, Steve pays very close attention to detail. Steve will work with his client to make sure the process of purchasing a home goes by smoothly, but the most important thing that Steve has, which no other individuals can match is how trustworthy he is with his client. Steve will never take advantage of new home buyers to make more money. Overall, Steve made the experience of buying a new home very easy. He does most of the work for the client, so all you have to do is agree or disagree and he will work with you until you agree.”

### **H.P. Family – First Home**

“I can't express in enough words how much Steve helped us with our rental property and then in the sale of the property. He went above and beyond what I would expect from any real estate agent in helping us find new tenants, take care of property problems and then the sale. He's the best!”

### **A.S – Investor Client – Leasing & Sale**

“Steve was referred to us from a colleague, and was a god send. We had just had a less than desirable real estate experience, and were starting over in our search. From the start Steve provided continuous communication, and was extremely flexible in accommodating the 4 of our busy schedules. He went above and beyond in referring the necessary contractors, and providing the guidance and advice we needed in order to make our leasing decisions. I would recommend Steve to anyone needing a proven real estate agent.”

### **K.S. – Commercial Tenant Representation – 2,800 sq. ft. Cross-Fit Training**

“Steve paid attention to my needs and wants ... always responded to my calls and emails ... acted quickly and in my best interests. I trust him explicitly”

### **T.P. – Listed & Sold Home and Purchase Smaller Home.**

“Steve is the most extreme professional real estate agent that I have worked with. He made my sale go smooth, he is very knowledgeable in the area of real estate, and I would definitely recommend Steve to friends and family for real estate needs. Thank you Steve for all your advice and for making the sale go so smooth and stress free. I am looking forward to working with you in the future.”

### **B.V. – Vacant Land Listing and Sale**

“Steve’s service is second to none, by far the most helpful agent in this business. I have dealt with many agents, and no one has been as thorough or willing to work as hard as Steve to make the deals go through. Always look forward to further deals, as it is always a pleasure to do business with him. Thank you Steve for the hard work and dedication.”

### **R.D. – Investment Purchases – Portfolio Investor**

“Steve helped me in every aspect of the house buying process. He went above and beyond when it came to details that I wouldn't have thought of. He scheduled the inspection appointments and switched his schedule around to meet my needs. He also delivered paperwork to me so I wouldn't have to miss work or drive across town. I would highly recommend him for any home buying needs. He also shared his other types of contacts when I needed assistance with other household needs. “

### **H.L. – Move-up Buyer**

“We had a wonderful experience with selling and buying our home! Steve took care of us and all the stressful details with buying and selling a home. We would highly recommend Steve”

### **T.G., M.A. – Sold Existing Home – Move-up New Home – Contingent Sale, Solar Lease**

“Steve is so professional and I recommend him highly. I have worked with many realtors over the last 25 years and Steve is excellent”

### **C.S. – Luxury Homebuyer, Investor**

“Thanks, **Steve**. Appreciate your hard work and professionalism! You are a great realtor - and I look forward to recommending you to others!”

### **R.K. - Luxury Homebuyer**

“Steve is a great realtor. Detail oriented and gets things done quickly and in a very professional way. It has been a pleasure working with him in leasing and selling some property. I have gladly referred him to other people.”

### **M.H. - Commercial Broker, Investor, Landlord**

“Steve, was the perfect realtor for me. He excels in so many ways. He responds to e-mails, texts and phone calls immediately and had answers to all of my questions no matter how inane. Steve always made me feel comfortable with the process of selling my home. He made sure that he was available when other realtors previewed or showed the home. This was a huge plus for me as I was somewhat worried about people coming in and out of the house. Steve was also great at putting a little tension in the air -- showing the house every fifteen minutes, making sure that potential buyers knew that it was a special home and that there was a great deal of interest in it. He attended the inspection and appraisal and ensured that all details flowed smoothly. His recommendations regarding the contract negotiation were spot-on. Steve also helped with the minor repairs that were required by procuring the best resources to complete the repairs. Steve is also very knowledgeable regarding construction and could help potential buyers see how the home could be remodeled within the existing lot confines. What more could I have asked for? A truly great and trustworthy realtor!”

### **S.G - Luxury Home Listing**

“Steve is an outstanding real estate professional. Steve assisted us greatly in purchasing 5 rental properties in 2011. He was always willing to show us available properties and would always respond to our inquiries immediately. He never pressured us into a purchase and was extremely honest when he did not like a property. Steve also completed all the paperwork necessary to transfer our rentals into LLC's. Steve is very knowledgeable and great to work with.”

**B. & J. M. - Fix and Hold – Multi-property Investors**

“I highly recommend **Steve Skarphol** to anyone needing a Real Estate agent! He was extremely patient and very helpful in negotiating a price for the home I bought. He is very knowledgeable about the market and home construction. This was helpful because I completely remodeled the home I bought. He is honest and forthright. I give him excellent marks.”

**M. B. - Downsize - Luxury - Coulter Estates**

“**Steve** fell into our laps when our realtor friend had to go out of the country. Wow, Steve provided first class service! His experience and insight provided thoughtful and well-rounded guidance. He was like a concierge taking care of every detail while anticipating every need. Objective, professional, and world class!”

**J. & A. H. - Move-up Buyer - McDowell Mountain Ranch, Scottsdale**

“**Steve** is the hardest working Realtor I have ever met. He is knowledgeable and very creative. He is also trained in construction so he is extremely helpful analyzing upgrades or home improvements. He is a true value add for a person buying or selling a home. I would definitely use his services again!”

**T. L. - Investor - Luxury - Fix'n Flips - Biltmore**

“**Steven Skarphol** is a very knowledgeable realtor, having been a builder for 30 years. He is honest, straightforward, extremely responsive, making him easy to work with. He has good ideas to solve any problem. I highly recommend him as your realtor.”

**C. M. - Homeowner - Luxury Listing - Biltmore**

“**Steve**, you hung with us through thick and thin – thanks for that! ... You have won my business for life. Hope you’re ready for that! “

**J. I. & E. H. - Move-up Buyers - Scottsdale Ranch.**

“We'll stay in touch, for certain. I know I will have future transactions in Phoenix, and I very much appreciate all of the effort, professionalism and convenience you have offered me in providing your services.”

**W. Z. – Luxury Home Listing - Biltmore**

“You were fantastic and we will always recommend you as a real estate agent that gets the job done. Please get in touch with my brother.”

**P. & K. D. – Move-up Buyer - Ahwatukee/Foothills**

“I got your message. Thanks for all your help. You are a great communicator!”

**A.G. – Executive Client – Luxury Lease – Biltmore/2211**

“What GREAT news-- !!! I think we had prepared for this one to get swept out from under us, honestly. So relieved that we were wrong!

J. and I have been so impressed by all of your diligence, hard work, and willingness to advocate for us, Steve. We sincerely appreciate it, and feel so *blessed* to have you as our realtor.”

**J. & C. S. - First Time Home Buyer**

“Thank you VERY much for all of your hard work and attention to detail.”

**R. M. - First Time Home Buyer**

“**Steve** has been representing our company for quite some time, in both the selling and purchase of properties, and he always exceeds our expectations. It's always a great pleasure doing business with Steve.”

**R. D. - Investor**

“**Steve** helped us buy a 2nd home during a very busy foreclosure and short sale market in the Phoenix area. He was very professional, answered our calls and questions promptly, was always great at meeting us when our schedule permitted, and was a great negotiator. He had great tips on submitting offers due to his experience in the market. Our purchase went thru smoothly. I would highly recommend Steve- and already have to others.”

**A. & B. M. - Investor**

“I would highly recommend **Steven Skarphol** for any of your real estate needs. He was courteous, knowledgeable and patient. We went through so many on the list for a long long time but he still just as patient as first time we met.”

**V. K. - Investor - Single Family Rental**

“J. and I really appreciate all you have done for us.

We are just about through renovating 34th Avenue. It has turned out real nice.

Looking daily to find additional properties before summer hits us.

Thanks again for taking the time to help us with obtaining these properties which has greatly helped us in our retirement.”

**B. & J. M. – Rent and Hold Investor**

“Yes, I did and BofA is to contact me today for a final inspection of the house. Thanks again for all the help that you have provided for me during this stressful time. Thanks to your kindness and patience this experience has been less difficult.”

**D. G. – Short Sale Listing Client**

“Can't tell you how nice it is to speak to a true professional.

Thanks for you help...”

**G.F. – Real Estate Agent - Buyer's Agent**