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SACC Arizona

*Promoting Trade, Commerce and Investment
between Sweden and Arizona since 1996*

SACC ARIZONA - FEATURED MEMBER

SHELDON STONE

Born and raised in Cleveland, Ohio, in late 2010 Sheldon Stone, FARA, MBA – Realtor®, Registered Architect, and member of SACC-AZ, found his way to Phoenix and now resides in the Cave Creek area. “I had visited Phoenix on business and for meetings. I had always enjoyed the city, so I bought a home here.”

When the recession hit full steam and the construction and real estate industry in general took a severe hit, that’s when Sheldon decided to look at new cities to eventually retire. But not yet, Sheldon believes he has too much education and real estate industry experience to hang up his hat.

Trained as an architect and in business, with almost forty years of real estate industry experience, Sheldon decided to channel his knowledge into a real estate career as a Realtor® to help people to sell their homes and also to help people to find their dream home. Instead of designing and building them, as he had done early in his career, Sheldon uses his knowledge and skills to help people find suitable houses. “People look for so many different things in a home. Being an architect I understand buildings and the uses people want from them. That makes it easier for me to ask the questions that lead us to find the perfect house for you,” he says.



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Sheldon's first single-family home listing while an agent for Realty Executives was in the north Scottsdale area that sold for close to \$900,000; and then more listings and buyer agent opportunities developed in central Phoenix, north and central Scottsdale, Phoenix, and in the Cave Creek area. To date, Sheldon prides himself on having closed all of his listing and buyer agent opportunities. Recently, Sheldon associated with HomeSmart rated the number one Residential Real Estate Brokerage by the Phoenix Business Journal. His architectural, construction, and real estate industry experience provide a solid foundation to help his clients negotiate home sales and purchases. His market areas include Scottsdale, Cave Creek, Carefree, Fountain Hills, Phoenix, Anthem, Paradise Valley, Biltmore, and Arcadia.

Sheldon received his architectural education at the Ohio State University where he earned his Bachelor of Science in Architecture and Master of Architecture degrees. Based on his early research into the industry, Sheldon saw a need to expand his architectural education and earned his Bachelor of Science in Business Administration in Marketing concurrently with his undergraduate architecture degree – also at the Ohio State University. Sheldon to further expand his business knowledge earned his Master of Business Administration (MBA) in Organization Behavior from Case Western Reserve University. Sheldon worked for several Cleveland area architectural firms while he earned his MBA and during his architectural internship.

Immediately after Sheldon passed his boards and became a licensed architect, he started his own architectural practice. His first project was to complete the building interior design and several store designs for a local retail center in Cleveland Heights, Ohio named Coventry Yard Mall that won a first-place design award from a national retail store design magazine. Then, as was common with newer firms, friends began to call to design their homes. One thing led to another and soon Sheldon was designing and building homes and additions in Beachwood, Shaker Heights, and Moreland Hills, Ohio.

When calls started to come in from the State of Ohio to design and administer the construction for their facilities, Sheldon moved away from home design and construction. Soon Sheldon was also providing architectural services for office building owners, universities and colleges, the military, the City of Cleveland, Cuyahoga County, the City of Beachwood, and the City of Oberlin. It also led him to a National Gold Medal in 1996 and Fellowship in 2001 from Society of American Registered Architects (SARA) where he served on their national board from 1994 to 2006. In addition, Sheldon won a local SARA first Place Award for Design Excellence in a joint venture for the new City of Oberlin Police Station and Jail in 1995.

During the late 1990s after weathering the storms of a divorce and the economy, Sheldon decided to close his architectural practice and test the waters in the real estate industry where his combined architecture and business education and experience would be useful. "Yes, I wanted change. I put my resume on Monster.com and the next day received a call from a Baltimore based national real estate services firm and flew in the next morning to receive an offer. Began as a Project Manager and within six months became a Marketing Vice President. Within a couple years accepted an offer from a Chicago based national real estate services firm to serve as their Vice President of Corporate Services that led to a

partnership.

During that time-frame Sheldon co-authored the Site Selection Guide for the U.S. General Services Administration to guide the site selection process for new Federal Court Houses around the country and later to help select properties for all Federal acquisitions. Soon after, Sheldon completed a facility management related research study for the International Society of Facilities Executives (ISFE), then associated with the Massachusetts Institute of Technology, that led to an ISFE newsletter dedicated to the research findings and to a lead editorial in BUILDINGS magazine. Soon after, in late 2004 Sheldon was contacted by the United Nations endorsed International Council for Research and Innovation in Building and Construction (CIB) to write and present a paper based on his ISFE research at their W70 2004 Hong Kong Symposium *"The Human Elements of Facilities Management – Understanding the needs of the customers."* Sheldon's paper titled "The Organization Behavior Component of Facilities Management – Becoming Part of the Business Process" is now included on the Fraunhofer IRB website. Fraunhofer IRB is Germany's central facility for national and international knowledge transfer in planning and building. The Fraunhofer IRB website states that they include papers "mainly from German speaking countries." Therefore, as an American, Sheldon took this as an honor.

Sheldon found The Swedish-American Chamber of Commerce when he ran into Tobias Lofstrand at a meeting sponsored by the North Scottsdale Chamber of Commerce. "He invited me to attend the next SACC-AZ meeting. And I really liked the people! The Swedes made me feel at home," he remembers. The social side of being a SACC-member is important, but Sheldon would love to see more activities aimed at building businesses. "After all – we are called a Chamber of Commerce."

What are the challenges for SACC Arizona, in your view?

"I think that SACC Arizona can create international opportunities for its members. I see great opportunities at the horizon for us. SACC has to keep growing membership numbers and supplement the social meeting place with hard business opportunities," says Mr. Stone.

He can't imagine a better place to build those opportunities, than in Arizona. "Most of the people in Phoenix are transplants. We are all looking to make new friends. So networking is important – both for its social factors as well as its business factors," says Sheldon Stone, architect and [Home Smart Realtor®](#).

Swedish-American Chamber of Commerce Arizona Inc.

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