

Las Sendas Up Close

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March 2024

Looking for your next vehicle?

Submitted by Certified Benz and Beemer of Scottsdale

Las Sendas local, Rock Canyon resident Andy Manahl, is proud to offer a truly unique and different approach on your next luxury vehicle purchase.

Andy, a 10-year veteran and senior product specialist at Certified Benz and Beemer of Scottsdale, is offering you a 100 percent transparent buying process within the luxury of your own home.

"Buying a vehicle in today's market can be stressful. We realize making your second biggest purchase for your family is a big deal," Andy said recently, while explaining why he wanted to offer something special to Northeast Mesa residents. "I want to offer something different and take an inspirational approach."

With more than 400 highline vehicles such as Mercedes Benz, BMW, Audi, Range Rover, Tesla, Lexus, Porsche, and everything else, Andy is offering at home remote test drives and a personalized sales approach with zero risk.

"Andy is the reason I buy from Certified Benz and Beemer. His respect, courteous disposition, and no pressure approach makes buying enjoyable, and I have always felt the purchase price was fair," said Lloyd McBean, executive director and managing partner at Las Sendas Golf Club.

Andy provides all his clients in the local area an informational gathering experience. He can bring your dream car right to your home and provide all the information you need to make an informed decision with 100 percent transparency. "I can't tell you how many kitchen table deals I have done in the last 10 years, but it has been a lot!" he said enthusiastically.

With being nationally recognized as a top five percent reviewed 5-star-salesman, you can be reassured that your next purchase will be the best car buying experience ever with Andy, who has just received his 1500th 5-star review on dealerrater.com, which is like the Yelp for the car industry.

"It's always nice seeing my clients at our local restaurants and grocery stores telling me how much they love their vehicle!"



Andy Manahl



Andy Manahl



For more information, contact Andy Manahl at (602) 421-5388, or andrew@certifiedbenzbeemer.com.

Ratings can be reviewed at dealerrater.com/sales/Andy-Manahl-review-225436/.

I take a lot of pride in helping my neighbors," says Andy.

"The beauty for me at Certified Benz and Beemer is Andy treats you like family. I don't know how many cars my kids and I have purchased there, but we always come back," said Las Sendas resident Col. Frank Milstead (retired).

Even the simple things like pairing up your phone, pairing your garage door and community gate, navigating all the features and benefits of your new vehicle, Andy will be with you throughout your car buying experience.

If you're a snowbird or part time resident, Andy has you covered as well. Andy and Certified Benz and Beemer can ship your vehicle to your front door anywhere in the United States as well as Canada.

Certified Benz and Beemer specializes in clean Car Fax, and one owner vehicles from the Southwest. They also have a full-service center for all your vehicle needs.

So, if you have any questions about your next vehicle, give Andy and his team a call. They are proud to offer you a new way to shop for a vehicle.

If you want to come down and kick some tires and/or do it from the comfort of your home, we have found you the right person and dealership.

You can find Andy and his team at 6725 E. McDowell Road, Scottsdale, AZ 85257, or online at certifiedbenzbeemer.com.

During his free time, Andy is an avid tournament bass fisherman, single digit handicap golfer, and he loves to be in his kitchen cooking. ■



Andy Manahl



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EDUCATION

A Commitment to Students' Self-fulfillment

By Dr. Anjum Majeed, Founder and Superintendent, Self Development Academy

As soon as the math teacher enters one of the fifth-grade classrooms at Self Development Academy (SDA), Mason (not his real name) smiles and starts gathering his math book, lined papers, and pencil. Soon he walks toward the section of the whiteboard designated for Mason to work on math problems. As the teacher instructs the larger group, Mason intently listens to the discussion and follows along, writing on the board, and solving the same problems as the class, while working independently. Occasionally, the instructor will check his answers and guide him to construct his own math problems and solve them. Mason has strong math skills, enjoys writing on the whiteboard, and appreciates the opportunity to create and solve his own math problems.

Mason becomes so engrossed in this activity that he is even oblivious to the fact that 60 to 80 minutes may have elapsed. His intense engagement keeps him focused on creating and solving math problems related to the concepts being taught in the class. He looks forward to the teacher's return and wants this experience to be repeated.

FLOW AND POSITIVE PSYCHOLOGY

The above student experiences what positive psychologists refer to as a state of flow. Flow is a state of full immersion in an activity that one finds rewarding and enjoyable.



Parents and teachers must create more of these opportunities that motivate students to learn and grow. When children enjoy the task, they find it more fulfilling, which increases the level of their well-being and happiness.

The search for happiness and positive psychology can be traced back to the ancient philosophers. The earlier philosophers emphasized, "Know thyself." Further, they said that to attain happiness, we must live a life that is in alignment with our values. A more contemporary interpretation of positive psychology emphasizes contentment and serenity through recognizing one's inner strengths, having a keen awareness of gratitude, and learning to forgive.

RECOGNIZING STRENGTHS

The works of positive psychologists and scholars, such as Abraham Maslow, Carl Rogers, and Martin Seligman have inspired the development of the philosophy and the values of Self Development Academy (SDA). Positive psychology focuses on the development of individual strengths instead of weaknesses. The focus on knowing one's self, knowing one's strengths, and focusing on one's strengths for academic gains have guided many students at SDA to move toward achieving their maximum potential.

Not only is it important to identify students' strengths, but also align the strengths to students' passions and preferences. In the case of the above student, Mason, though his strength lies in math, he does not like doing math problems at his desk. He prefers to write on the whiteboard. He is happier when he is standing at the board. The teacher was able to recognize Mason's preference for effective learning.

PRACTICING GRATITUDE

Traditional values convey and contemporary research confirms that gratitude helps improve an individual's overall well-being. A main aspect of positive psychology is to reevaluate a difficult situation in the past and use it as a learning moment to handle the present or a future situation more positively.

Both parents and teachers can implement a daily

gratitude routine. We can have children identify three things they are grateful for and three things that they can do differently for a more desirable outcome.

For younger kids, this could be done verbally during bedtime at home, or during circle time in the classroom. This practice of daily gratitude moments helps develop a lifelong habit of being thankful for our experiences, learning from difficult situations, and promoting our well-being.



LEARNING TO FORGIVE

Learning to forgive promotes the individual's well-being. In positive psychology, genuine forgiveness does not necessarily mean that we forget about the event, but it provides an opportunity to rid of negative feelings surrounding the events and the person responsible for it. Teachers and parents can guide the children to recall the details of the situation, understand the perspective of the possible instigator, and appreciate the time when somebody else forgave them. Most importantly, when the feelings associated with the situation resurface, we must remind our children to move forward because they have already forgiven the person.

Positive experiences in schools and at home have lasting effects on our children's well-being. By concentrating on children's strengths and positive experiences, we help develop a positive sense of self and an opportunity for self-fulfillment. ■



To learn more about Self Development Preschool, please contact (480) 396-3522, and for the accelerated K-8 program, Self Development Academy, call Self Development Academy at (480) 641-2640.



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LOCAL BUSINESS

Sam and Luca Rustic Kitchen WELCOMES NEW OWNERSHIP

By *Jamie Killin*

Sam & Luca Rustic Kitchen welcomed new owners last month – Steve and Kim Lippe, who have been the owners of Tukee’s Sports Grille, a sports bar and restaurant in Ahwatukee, for 13 years.

“We are thoroughly excited to grow our business,” said Steve. “My food of choice is Italian food, so we got lucky being in the position to take Sam & Luca over. We feel blessed beyond words.”

The Lippes have made the hospitality industry a family affair, with all five of their sons having worked at Tukee’s. Now, Steve and Kim’s son, Joshua, will help them in leading Sam & Luca.

“He’s an amazing young man with a lot of talent,” Steve said of his son.

Loyal patrons of Sam & Luca Rustic Kitchen will be happy to hear that they’ll continue to see the same friendly faces around as well – including previous owner, Dennis Shaw.

“I’ll be here through the transition, and I hope that everyone will come down and join us because I’ll be here to welcome you,” said Dennis. “We still have our same great staff here, and it will still be the same great restaurant everyone has come to know and love.”

Steve also shared his excitement to have Dennis on board for the transition.

“I thoroughly trust and respect Dennis,” Steve said. “Things are going so smoothly because of all the hard



work he’s already done – and that’s why I’m buying the restaurant – because he’s done such an incredible job.”

While much of what diners love about Sam & Luca will stay the same, Steve is excited to introduce a new chef, Mark Coakley, previously of BKD’s Backyard Joint, who has become well-loved and respected among foodies across the Valley.

“Food is a true passion of mine and Mark’s,” said Steve. “The food is already great at Sam & Luca, and we’re excited to elevate it with handmade meatballs, handmade ravioli, and even handmade desserts from scratch. Everything will be handmade.”

Steve and Mark also hope to make Sam & Luca a pizza destination for the Valley.

“We’re going to make the dough from scratch for our pizzas,” he said. “I want people to come from across town to get a pizza that they can’t get anywhere else – that’s our goal.”

Patrons can also look forward to Sam & Luca being open on Sundays soon.

“We’re going to open up for a killer Sunday brunch to have fun with great food and mimosas,” said Steve. ■



Sam & Luca Rustic Kitchen is located at 1959 S. Power Road in Mesa. For more information, or to make a reservation, visit samandlucaaz.com.



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LOCAL BUSINESS

Homeownership as an Investment A Decades Long Success Story

Submitted by **Trusted Lending Center**

Owning a home isn't just about not having to pay rent — it's about securing your piece of the American Dream, a cozy spot to call your own, and a haven of stability and comfort.

But beyond the warm fuzzies, homeownership has also proven to be a smart financial move. Just take a look at the numbers: Since 1942, folks who've bought homes and stuck with them for at least a decade have come out on top every year except one.

Through wars, recessions, and economic booms, residential real estate values in the United States have been on a steady upward climb. Studies have shown that in almost every case over the last 80 years, homeowners who've held onto their properties for ten years or more have seen their investments grow. It's like having your cake and eating it too — your home is not only your castle but also a treasure chest of financial opportunity.

Real estate has this unique charm as an investment — it's not just about the numbers on paper, but also the warm feeling of home. Unlike stocks or bonds, your home isn't just a piece of paper — it's where your memories are made, where your family grows, and where your heart resides. And even when the economy takes a dip, your home remains a solid anchor amidst the stormy seas of uncertainty.

Plus, let's not forget about the tax



perks! Owning a home comes with its own set of financial benefits, from deductions on mortgage interest to property taxes. These little bonuses can add up to big savings, giving you even more reasons to smile about your homeownership journey.

So, as we navigate the twists and turns of the ever-changing financial world, one thing remains crystal clear: Owning a home is a journey worth taking. From the quaint suburbs of the 1950s to the bustling city condos of today, real estate has been a steady engine of wealth-building for generations.

Excited to start your own homeownership adventure? Reach out to our local team today. We're here to help you explore your mortgage options and turn your homeownership dreams into reality. Let's make your home sweet home dreams come true! ■



For more information, call (480) 400-9884 or visit trustedlendingcenter.com.

LOCAL BUSINESS

Maximizing Your Profits Smart Strategies for Short-Term Rental Investments

Submitted by **Brandon Balsley, Grand Welcome, East Valley of the Sun**



Investing in short-term rentals can be a lucrative venture, especially in a state like Arizona, known for its tourist attractions and seasonal visitors. Here are some tips and insights to help you maximize your income from short-term rental investments in Arizona:

Location is Key: Look for properties in high-demand areas such as Phoenix, Scottsdale, and Mesa. These cities are popular for their amenities and attractions, making them ideal for short-term rentals.

Understand the Market: Research the local real estate market to understand pricing, occupancy rates, and seasonal trends. Use online services like AirDNA, Property Radar, airbitics, or Mashvisor, bringing solid data analysis to your strategy.

Quality Matters: Invest in properties that offer something unique or high-quality amenities. Vacation rentals that offer a variety of unique and high-quality amenities can enhance the guest experience. Here are some examples:

Private Pools: Many rentals feature private pools, providing a perfect way to cool off and relax in the Arizona heat.

Gourmet Kitchens: For those who love to cook, some properties boast gourmet kitchens with top-of-the-line appliances.

Spa-like Bathrooms: Luxurious bathrooms with spa-like features offer a touch of indulgence for guests.

Outdoor Entertainment Spaces: Rentals may include well-appointed outdoor spaces for dining, entertainment, or simply enjoying the desert views.

Modern Conveniences: High-speed Wi-Fi, smart TVs, and other modern amenities ensure guests stay connected and entertained.

These amenities not only attract guests but also can justify higher rental rates, contributing to a more profitable investment.

Restrictions, Regulations, and Taxes: Be aware of local and HOA restrictions and regulations regarding short-term rentals, as well as tax implications. Ensure compliance to avoid fines and maximize your earnings.

Professional Management: Consider hiring a property management company, especially if you're new to real estate or if you'll be managing multiple properties. They can handle day-to-day operations and help keep occupancy rates high.

Marketing Your Rental: Create an attractive listing with high-quality photos and detailed descriptions. Utilize platforms like Airbnb and VRBO to reach potential renters.

Remember, while these tips can guide you, it's important to conduct thorough research or consult with a real estate professional before making any investment decisions. ■

Contact Brandon Balsley at (480) 933-8874 or email Brandon.Balsley@grandwelcome.com for more information on vacation rental property management services. Also, check out the website: eastvalleyazrentals.com.

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Purch	Value	%Chg	\$100K	Purch	Value	%Chg	\$100K	Purch	Value	%Chg	\$100K
1942	153%	\$252,761	1968	94%	\$193,841	1994	79%	\$178,754			
1943	155%	\$255,215	1969	116%	\$216,208	1995	98%	\$198,147			
1944	158%	\$257,514	1970	130%	\$230,352	1996	121%	\$220,955			
1945	122%	\$222,299	1971	128%	\$228,219	1997	119%	\$219,463			
1946	98%	\$198,481	1972	130%	\$230,414	1998	100%	\$199,590			
1947	62%	\$161,666	1973	126%	\$225,940	1999	65%	\$165,014			
1948	38%	\$137,617	1974	130%	\$230,327	2000	47%	\$147,339			
1949	36%	\$136,267	1975	120%	\$219,857	2001	29%	\$129,268			
1950	36%	\$136,267	1976	120%	\$219,857	2002	16%	\$116,468			
1951	32%	\$132,337	1977	124%	\$223,929	2003	13%	\$113,150			
1952	26%	\$126,094	1978	110%	\$210,298	2004	14%	\$114,075			
1953	21%	\$121,245	1979	94%	\$194,380	2005	5%	\$104,913			
1954	10%	\$110,419	1980	78%	\$178,004	2006	-3%	\$97,233			
1955	10%	\$110,419	1981	65%	\$165,215	2007	1%	\$100,644			
1956	13%	\$112,627	1982	57%	\$157,080	2008	13%	\$112,988			
1957	13%	\$112,627	1983	57%	\$156,796	2009	34%	\$134,199			
1958	12%	\$111,534	1984	53%	\$152,550	2010	45%	\$144,724			
1959	15%	\$114,847	1985	49%	\$148,941	2011	67%	\$166,687			
1960	23%	\$122,886	1986	42%	\$141,693	2012	106%	\$206,143			
1961	31%	\$131,403	1987	32%	\$131,936	2013	105%	\$204,823			
1962	35%	\$135,306	1988	27%	\$127,075	2014	98%	\$197,956			
1963	39%	\$139,365	1989	26%	\$126,156	2015					
1964	41%	\$140,732	1990	30%	\$130,124	2016					
1965	53%	\$153,272	1991	43%	\$143,199	2017					
1966	61%	\$160,785	1992	53%	\$153,021	2018					
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SPIRITUALITY

The Heavy Fork

By *Judy A. Knox, Charis Christian Church*

Recently one of my good friends was in the hospital for a few days with COVID. She rapidly, miraculously, progressed from being on a ventilator in an induced coma through various stages: out of the coma, off the ventilator, out of the ICU, and then out of the hospital altogether. The doctors and nurses expressed surprise at how quickly she bounced back.

On the day she was first allowed to sit up and eat regular food, she texted me. "Just sat in chair and ate. Heavy fork. I was surprised." I found this amusing. I knew exactly what she meant. She had felt strong until she picked up the fork, but soon discovered she wasn't as strong as she had thought. Of course, with each successive meal she found more strength had returned to her body.

Later I began to think of how the heavy fork incident relates to our walk with God. When I approach a task, I usually remember to seek Him first and ask for his help. With His wisdom and direction, I can accomplish the task and move on to the next one. But other times, I just forge on ahead, assuming I already know how to do whatever it is. Results?

Things may turn out fine, but most times, not so much.

Proverbs 3:5-6 tells us, "Trust in the Lord with all your heart and do not lean on your own understanding. In all your ways acknowledge Him, and He will direct your paths." What great advice! The phrase, "in all your ways" is an open invitation, letting us know that no task is too big or too small to bring to God. He wants to be involved in everything we do. In James 1:5 we are told we can ask God for wisdom "in any thing" and He will not reprimand us, but will give it to us liberally.

I'm not sure why we humans seem so prone to falling back on our own understanding when we know God is smarter than we are. I do know that a heavy fork is a clear reminder that my own strength and understanding are not equal to the task. Instead of being annoyed when we encounter a heavy fork, let's remember to thank God for reminding us that He is always not only ready to help us, but He really wants to. ■

If you want to learn more about the God who is always ready and willing to help us, come visit Charis Christian Church at 4811 E. Julep St., Mesa, Suite 101.

LOCAL BUSINESS

Answer: It's the staff.

Question: What makes Hava Java Mesa special?

By *Tim Beaubien, Hava Java Mesa*

When Barb and I became the proud owners of Hava Java Mesa, one of the biggest questions and worries was, will we be able to retain the staff?

Any new business venture is only as good as the people that run it. While Barb and I are hands-on owners and there every day to greet customers, we really needed the help of the existing staff to make sure the business transition was seamless.

We realized before we officially became the owners that we really needed these people. They have been running it every day, they knew all the customers by name and their drinks. Although the products a business provides may be great, without good people you have nothing.

I've seen it many times when a business changes hands the new owners come in as the *new sheriff in town*.

Within the first week they start making changes to the business, they can't wait to make it their own. After all they just spent a whole lot of money and it's going to run my way!

That's a sure way to lose valuable employees and customers as well. In contrast, our approach was just the opposite. We showed up every day and just worked with them side by side.

Barb helped in the kitchen, and I emptied the trash and mopped the floors (I've always had one rule as a manager,



I never ask anyone to do something I would not do myself). We just let them do what they have been doing for three years. Serving great coffee and creating a great environment to drink it in.

Then after two months, we had a staff meeting and I just asked a simple question, "What do like about your job and what do you not like?"

How can Barb and I make it better? Everyone gave their input and we listened. By this time, we had a few ideas of our own which we reviewed with them. From there we started making slow changes, often getting the staff's opinion.

Customers are constantly coming up to us and saying how great our staff is, and I answer the same way every time. "We are blessed to have the staff we have." ■

Hava Java Mesa is located at the northeast corner of Power and McDowell roads in The Village at Las Sendas, 2849 N. Power Road, Suite 103, in Mesa.



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COMMUNITY

Red Mountain Ranch Social Club **CELEBRATES 20 YEARS**



Submitted by Cherie Snarr, RMRSC Secretary
Photos by Dave Bender

This year the Red Mountain Ranch Social Club is celebrating its 20th year!

Because of the many past and present members dedicating their time and talents, the RMRSC is thriving.

In the spring of 2004, a small group of residents in Red Mountain Ranch decided to start a social club as a wonderful way to have fun and meet the neighbors. Char Underwood started the ball rolling by volunteering to be the first president of the new club.

Friends invited friends to join the new organization and initially the club had about 30 members. The club was able to partner with the Red Mountain Ranch Country Club to hold meetings and other events in their conference and banquet rooms.

Besides general meetings, activities at that time included out-of-town trips to Douglas and Greer, local tours, fashion shows, and progressive dinners at members' homes.

In 2005, the Social Club began sponsoring the Red Mountain Ranch annual garage sale. This event serves to bring the community together and is our annual fundraiser. RMRSC continues to organize the garage sale to this day, with over 100 families participating yearly.

Originally, general meetings were held twice a month throughout the year. In 2010, the schedule was changed to one general meeting a month, except in the summer. Now, RMRSC continues to have quality speakers and has more

activities outside of the formal meeting venue.

Also, in 2010, the membership was opened to people living outside Red Mountain Ranch. Today, all surrounding communities are welcome.

RMRSC has grown in membership and activities over the years. Currently 151 active members who range in age from their thirties to their nineties enjoy the various activities. The activities include a book club and game nights to attendance at plays and concerts. There are monthly ladies' luncheons and men's breakfasts along with tours of museums, gardens, and historic places.

Popular events are the themed parties at members' houses and the spring and holiday dinners held at the Red Mountain Ranch Country Club. New activities are added regularly.

Besides the social activities, RMRSC has given back to the community with the installation of five book exchange boxes, three concrete benches, one Trex Bench, two concrete trash receptacles, festive lights at the RMRCC entrance, a bulletin board at the RMRCC entrance, as well as opportunities for members to volunteer at local events.

The 20th Year Spring Party is on Thursday, April 11 at the Red Mountain Ranch Country Club. This celebration will include dinner, live music, and entertainment for attendees to enjoy. ■

For a list of upcoming activities or if you would like to become a RMRSC member, please visit our website at rmrsc.com.

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Butcher Jones Trail offers scenic lake views



Two additional miles brings you to parking, recreational picnic sites, and the trailhead to the *Butcher Jones Trail*, which is a 5.8 mile out and back hike of moderate level. Along the way, you will see spectacular lake views, so be sure to have your camera handy.

This trail experience has been described by previous hikers as *the perfect mix of Arizona's diverse landscapes*. The trail includes rocky sections, small, forested areas and those repeating fascinating lake views. Without guarantee, you would be fortunate to spot bighorn sheep on the distant rocky mountain tops, or see other desert wildlife, such as javelina or bald eagles.

This hiking area is in the Tonto National Forest and requires a Discovery Pass. For more information and rates, please visit the park website at fs.usda.gov/detail/tonto/passes-permits/.

A return from the Butcher Jones Trail hike brings you to the recreational area, which is a popular destination for splashing in the water, picnicking, and enjoying the beach. It is close in proximity to the marina at Saguaro

Lake, where boat rentals and the Desert Belle boat tour are accessible. Whether you're entertaining guests from out of state this month, or in search of a tranquil weekend getaway with the family, Butcher Jones recreational area and trails offer a getaway from city life.

A LITTLE HISTORY BEHIND THE NAME. WHO IS BUTCHER JONES?

According to Arizona state historian Marshall Trimble, Butcher Jones was a mid-19th century Arizona medical professional who owned local mines and a freighting business. He resided in several Arizona cities during his lifetime, including Yuma, Prescott, and Tempe.

History says Dr. Jones performed surgeries on his dining room table, which could have been the reason he was nicknamed *Butcher*. Although this fun fact may get a chuckle among your hiking group, it's doubtful that trails are currently named after such unwise practices. ■

For more information, visit arizonahikersguide.com.



TIPS FOR THE TRIP

- **Wear proper footwear**, due to rocky sections of terrain.
- **Bring plenty of water**, as the shade is available only in the beginning miles of the trail.
- **Bring snacks for the trail**. There are plenty of places to stop and share mixed nuts, goat cheese, crackers, and dried fruits. Consider the stops opportunities for photos and your own little outdoor charcuterie snacking session.
- **To view the trail before your hike**, utilize the AllTrails app or go to AllTrails.com. This nearly six-mile trail splits near the finish with one option leading to an overlook and the other down to the lake.

By Kimberly Alvarado

Spring in the Sonoran Desert offers the perfect opportunity for outdoor adventure.

If you are looking for the chance to acquire some exercise, while taking in the perfect landscapes that define Arizona, then the *Butcher Jones Trail* should be tops on your spring check-off list. This hike is approximately two-and-a-half hours long, pet-friendly, family-friendly, and considered moderately challenging.

The location of this trailhead is 31 miles northeast of Mesa. Follow Highway 87 for 27 miles, turn south (right) on Bush Highway/Forest Road 204 and travel 2 miles to Forest Road 166 and then turn left.

Las Sendas

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<p>Non Refundable Membership</p> <p>\$30,000 Initiation Fee + Yearly Dues <small>(Seasonal dues available)</small></p>	<p>Proxy Membership</p> <p>\$220/Month + Yearly Dues <small>(2 Year Commitment) Deposit Required (Limited Availability)</small></p>	<p>New Range Pass</p> <p>\$1,200 Unlimited Range Only <small>(Can be added to Social Membership or Family Pass)</small></p>
<p>1 Year Trial Membership</p> <p>\$5,000 Initiation Fee + Yearly Dues <small>(Fully transferable towards non-refundable)</small></p>	<p>Social Membership</p> <p>\$2,000 Initiation Fee + Yearly Fee of \$1,000</p> <p><small>Receive 8 Winter golf Passes, 8 Summer Passes, 10% OFF Pro Shop & Restaurants</small></p>	

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- Body rejuvenation: Double chin, turkey neck, and décolletage

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REAL ESTATE

Seven Tips on How to Choose a Realtor to Sell Your Home

By **Lorraine Ryall**
Associate Broker, CDPE,
CSSN, CNE
KOR Properties



Selling a home is one of the most important financial transactions in your life. But if you're selling for the first time, or if it's been a while, you may be wondering how to choose the best real estate agent to sell your home. This is the biggest asset that most people have and it's going to be your biggest sale so it's important you get the best representation.

According to Homelight data, the top five percent of real estate agents across the U.S. sell homes for as much as 10 percent more than the average real estate agent.

Here are seven tips to help you choose the best agent:

1. GET REFERRALS FROM A TRUSTED SOURCE

A referral from someone you know, and trust, is a great place to start. However, that doesn't mean using a family member or friend to sell your house. This never seems to end well, and I hear far too many horror stories where a family or friend was the agent and not only did the home not sell or sell for less, but they lost their friendship as well. This is a business relationship, and you need to keep it that way, not be worried about hurting someone's feelings.

2. COMPARE AGENTS ONLINE

Pretty much all buyers start their search online, and so should sellers. Searching online can be a great way to find an agent to sell your house and be able to compare agents' side by side. Here are some things to look for online.

- **Online Presence:** Did their information and website show up when you Googled their name? Do they have a strong internet presence?
- **Website:** Do they have a professional website?
- **Reviews:** Read reviews on multiple platforms such as Google and Zillow, etc. Some key words to look for from testimonials are communication, service, negotiation skills, responsiveness, etc.

- **Social Media:** Do they have a good presence on social media sites such as Instagram and Facebook? Their online presence may also provide a further look into their personalities and show whether they're using current technology and trends.

3. EXPERIENCE - LOCAL EXPERT

While a lot of agents (typically those who don't live in your area) may tell you this doesn't matter that much, I strongly disagree. The Northeast Valley and certainly in our neck of the woods is a unique place to live. If you are in a community like Las Sendas and Mountain Bridge, you are not just selling a home but a lifestyle. Your agent needs to know how to represent your home, your community, and this amazing location in the marketing material as well as in person.

4. GETTING YOUR HOME READY TO LIST

- How will the agent help you prepare your home for sale?
- Do they suggest any upgrades/repairs that need to be done?
- Do they help stage your home prior to listing?

5. PRICING YOUR HOME

Most real estate agents will give you an opinion about what your home should be listed at during your first meeting.



Ensure that the listing price they chose is backed by data with a comparative market analysis (CMA). This is an analysis that compares your home to other similar homes that are active, pending, and sold in your area.

Don't choose an agent with an inflated list price.

Just because an agent says they will sell your home for a higher price doesn't mean they will. You want an agent who is honest and upfront, not an agent who just tells you what you want to hear and inflates the price to make you choose them. If you overprice your home, you will sit on the market for months and have to make price reductions until you get to the price it should have been originally listed at. Chances are though, now it's been sitting on the market, a buyer will offer less, and you end up selling for less than you would have done if it had been priced right in the first place.

6. COMPARE MARKETING PLANS

While most real estate agents can sell a house, there's a reason why some agents have a proven track record of selling homes faster and for more money.

- Ask what marketing tools will they use, such as professional photography, drone photos and videos, custom brochures, open houses, etc.
- Ask to see a detailed marketing plan.

7. INTERVIEW AT LEAST THREE AGENTS

Online research is incredibly useful, but the best way to choose a real estate agent is to speak to them directly. You can get a feel for important qualities like honesty and friendliness, as well as a sense of chemistry between your personalities and communication styles.

If you would like more information on how to choose an agent to sell your home and to set up a free no obligation consultation, please do not hesitate to contact me. ■

Lorraine is a Multi-Million Dollar producing agent, has been a full-time Realtor for over 14 years, is an Associate Broker of KOR Properties, a Certified Negotiation Specialist, and is on the Professional Standards Board. You can reach Lorraine at (602) 571-6799.

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I have had the pleasure of working with Lorraine on multiple transactions. This last transaction I was the seller. Lorraine was prompt and responsive and helped negotiate the best sales price for my home. She made the process of selling my home so smooth and effortless and her knowledge of the market is unparalleled. Her estimated days on market was spot on and I was out of my home within the time frame we discussed at my listing appointment. In addition to her RE knowledge, she takes the time to know her clients on a personal level, which helps make a stressful time seem less stressful. I would highly recommend Lorraine and her team to anyone buying or selling, you'd be hard pressed to find someone as great as her! -Amy

Lorraine Ryall

ASSOCIATE BROKER, CDPE, CSSN

Lorraine@Homes2SellAZ.com | 602.571.6799

WWW.HOMES2SELLAZ.COM

COMMUNITY

Mesa Business Builder program offers opportunities

By Mark Moran

Are you still promising yourself that this is the year you will finally launch your own small business? Are you still hesitant because you don't know where to start, what steps to take, afraid you might get bogged down in red tape?

The City of Mesa has your back and is here to help. The list of acceptable excuses just got a lot shorter thanks to the City of Mesa's Business Builder program. This free toolbox gives you the confidence and access to the resources you need to get a successful start and keep your company headed in the right direction.

"Staff members provide unique assistance at the municipal level, acting as facilitators between the client and city, state agencies, private and public sector, academia, and more," the city's Business Builder website says.

The Business Builder program is part of Mesa's Office of Economic Development and will work with you from the business development process until your business becomes a reality.

"We work as a team with our partners to provide solutions and ensure your transition to starting, running, expanding, or relocating a business in Mesa is smooth and successful," the website says. "We are empowered to help you build your business."

The City helps with the little things that can often stand in the way between someone's dream becoming a vibrant and successful reality and just another good idea that went nowhere.

The program can act as a liaison between you and state agencies, a process that can often feel overwhelming, especially for those who have no idea how to take the next step and get intimidated by filling out the necessary paperwork or online forms. The program even offers clarification on, and support, for permitting, information on tax incentives, and related issues.

The Business Builder program provides free consulting, networking, and training resources, and helps



you find land or even lab space, which can be especially helpful for tech startups.

"You're an innovator and a dreamer but having the right guidance and support at the crucial stages of building your business may very well decide your success or failure," the City's LaunchPoint website said. LaunchPoint acts as a greenhouse, where entrepreneurs can grow their dreams while around like-minded people, and city experts are there to help, according to Project Manager Kelley Keffer, with the Mesa Office of Economic Development.

If you need more education in a specific area to get your business off the ground, the City also offers tuition for you to take classes through Mesa Community College. The program offers 17 business certificate programs in a long list of fields, including accounting, general business, animation and graphics, management, marketing, organizational leadership, social media marketing, small business management, and Spanish language and culture, among others.

Once you have your business plan in place, which the program will also help you develop, you can size up

the competition with the Business Builder program's market analysis tool. This lets you see how your company compares to the competition in areas such as revenues, salaries, turnover, healthcare costs and much more, and will provide suggestions on how to use the information most effectively.

You can figure out your target customer base and suppliers, which will help you make strategic decisions, and determine the best places to advertise. The program also provides a demographic analysis to determine what time of labor force is in your area and what sort of expenditures consumers make. It's customizable so you can get down to a specific level, allowing you to plan and strategize based on that detailed information.

There is an online business resource platform focused on grant applications and funding if your business qualifies, consulting assistance, and a hub of other small business owners who are there to encourage each other and provide realistic feedback.

If your business exports its products internationally, the Business Builder program can even help educate you about the best way to do that, and Mesa's Business Export Assistance Program defrays the costs.

The program benefits the City by creating an export savvy core of small to medium sized businesses.

"In turn, these businesses will help elevate the City by creating more opportunity for company expansions in sales, employment, investment, and real estate at home and abroad," the program's website says.

Finally, you can keep track of the latest news affecting small and medium-sized businesses and be in the know about the next decision you might need to make.

But first, it's time to make the move to start the business you've been thinking about for years, and the City of Mesa is there to help at no cost to you through its Business Builder's program. Time is not standing still, and neither are the people who may have a similar idea. ■

For more information, visit the website selectmesa.com/business-environment/mesa-business-builder-start-or-grow-your-business.

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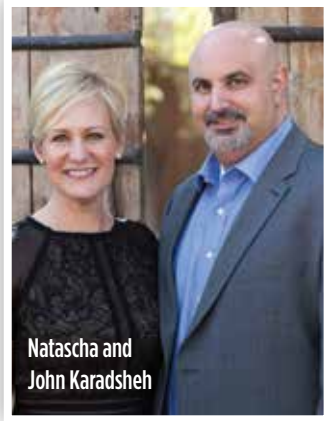
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REAL ESTATE

Three Things NOT to Do Before You Search for Your Next Home

By John and Natascha Karadsheb, Designated Broker, Associate Broker, and Owners, KOR Properties



Now that interest rates have stabilized a bit and the spring weather has arrived, buyers are returning to the market. Here are a few things you should know if you are getting ready to buy in 2024:

1. DON'T START BY CLICKING THE BUTTON REQUEST A TOUR OR CONTACT AGENT

So many buyers start their search by finding a house they like online and then clicking the button to see the home. What they don't realize is that by clicking the button they are starting a relationship with an agent who bought an internet lead and has probably never even seen the home... and they are not contacting the agent who represents the property.

What most buyers don't realize is that when the internet agent takes them through a home, that agent then has procuring cause. That means if you like the home, but not that internet agent, and want to use your own qualified representation, that internet agent could have a claim



to the commission.

Many internet agents will also have you sign a buyer broker agreement, which obligates you to pay a commission to that agent even if they don't end up representing you.

Instead, start your search by selecting a buyer representative who is experienced, vested in earning your business, knows the area you are searching, and will advocate for you through your home buying experience. An experienced advocate will help you save time and money!

2. DON'T SCROLL BEFORE YOU KNOW YOUR NUMBERS

If you are thinking of buying a home then you are likely scrolling the internet for homes and the sites are in turn regularly feeding you properties to keep you scrolling.

While many online real estate and mortgage sites may give you insight as to what your payment might be, rough mortgage calculations do not account for taxes, insurance, and HOA fees – which can add hundreds of dollars to a mortgage payment.

Furthermore, quoted interest rates are usually based on a best-case scenario and can swing significantly depending on your down payment percentage, credit score, type of income, loan product, and overall financial picture. Before you spend hours scrolling, spend 30 minutes getting properly prequalified with a reputable lender or two. Your Realtor can help you find mortgage brokers to interview and each lender will likely provide you with different financing options based on the products they offer. You may find that you qualify for more or less than you expected – which will impact the price range you are searching. Once you know how much house you can buy and are comfortable with a payment amount then start your search with appropriate expectations so you can more quickly find your dream home!

3. DON'T FORGET TO STUDY THE ENTIRE PICTURE

We all scroll the internet for everything, and consequently, our eyes are attuned to the shiniest prettiest objects. This is especially true when looking at homes online.

We watch buyers become captivated by a white kitchen and lose sight of the neighborhood, mechanical condition, and property defects (home flippers rely on this!).

When selecting a home, it is important to consider location, condition, age, deferred maintenance costs, cost of upkeep, structural obsolescence, landscaping, cosmetics, and more. Forward expenses need to be calculated into your overall housing budget, too. It is also important to understand how the house will grow with you and your family, how the house and neighborhood will age, and whether the community rules (or lack thereof) will impact your enjoyment of the property.

An experienced Realtor will know how to help you measure each of these metrics so you not only find a house you like but also end up with a house that you will continue to love in the future.

We have spent decades working with buyers and have extensive experience advocating for first time home buyers, repeat buyers, second home buyers, relocating buyers, international buyers, luxury buyers, retirement buyers, and investors. We would be happy to share references from our amazing clients who know the value we bring to each transaction.

If you are looking to buy in 2024, we would love to help you get started on a path to finding your dream home! We are always here to help, so call us today for a complimentary buyer consultation at (480) 568-8680. ■

John is the Designated Broker of KOR Properties and has been a Multi-Million Dollar producing agent for over 21 years. He is an Accredited Buyers Representative (ABR) and Certified Residential Specialist (CRS), and serves on the Arizona Regional MLS (ARMLS) Rules & Policies Committee, ARMLS Appeals Committee, and the West and Southeast Realtors of the Valley Professional Standards Committee.

Natascha is a Multi-Million Dollar Producer and Accredited Buyers Representative (ABR). She is the Founder of Mesa Food Truck Fridays, a Member and Past-Chair of the City of Mesa Economic Development Advisory Board, and on the Board of Directors of the Greater Phoenix Economic Council.

Real Estate In Las Sendas
 brought to you by: **Las Sendas Area Market Report**
 Sales for the Month of January 2024

Address	Square Feet	Community	Sold Price
2623 N Raven	1,372	Windsong	\$425,000
2964 N 72nd St	2,036	Desert Creek	\$460,000
2726 N Rowen	2,126	Grayfox	\$610,000
7540 E Wolf Canyon Cir	2,450	Mountain Gate	\$669,000
3055 N Red Mountain #167	2,452	Ironwood Pass	\$699,000
6952 E Trailridge Cir	3,433	Sonoran Hills Estates	\$1,089,000
7344 E Forest Trail Cir	4,300	Eagle Canyon	\$2,042,250

Information gathered from the Arizona Regional Multiple Listing Service is deemed reliable, but not guaranteed. Sales Information Provided By John Karadsheb, ABR, CRS, DESIGNATED BROKER KOR Properties www.KORproperties.com

Real Estate In NE Mesa
 brought to you by: **NE Mesa Area Market Report**
 Sales over \$660,000 for the Month of January 2024

Address	Square Feet	Community	Sold Price
9825 E Gary St	3,718	Saguaro Mountain	\$660,000
2520 N Trevino Pl	2,092	Apache Wells	\$685,000
8425 E Ingram Cir	1,993	Mountain Bridge	\$691,500
3003 E Preston St	2,713	Lehi Crossing	\$749,995
8059 E Jacaranda St	2,462	Monteluna	\$779,900
8139 E Jacaranda St	2,462	Monteluna	\$819,474
848 N Miramar	2,642	Thayer Estates	\$827,500
3921 N Shannon Cir	2,788	Reserve At Red Rock	\$864,970
2155 E Norwood St	3,147	Groves of Hermosa Vista	\$875,000
9603 E McKellips Rd	3,025	County Island	\$920,000
1851 N Woodruff St	2,568	Mountain Bridge	\$930,000
3459 E Norwood Cir	3,568	Hermosa Groves North	\$950,000
9813 E Inglewood Cir	4,185	Whisper Mountain	\$1,020,000
1842 N 98th Pl	3,015	Granite Ridge	\$1,100,000
3336 E June Cir	4,546	Arboleda	\$1,236,540
2235 E Minton St	3,547	Village Grove Estates	\$1,355,000
4222 E Brown Rd #7	7,029	Villa Sendero	\$1,475,000
8323 E Regina Cir	3,661	County Island	\$1,675,000
6446 E Trailridge Cir #29	8,079	Red Mountain Ranch	\$1,675,000
3825 E Knoll St	7,354	Villa Tuscano	\$2,440,000

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LOCAL BUSINESS

Knuckle Sandwiches Offers Fresh and Creative Sandwiches for All

By Jamie Killin

After five years of owning a sandwich franchise, Knuckle Sandwiches owner Roscoe Smith decided he could create a better dining experience for customers with friendly service and a menu of items made almost entirely from scratch ingredients. He then opened Knuckle Sandwiches in 2019 at the southwest corner of Higley and Brown roads in Mesa.

"We roast whole turkeys every day," he said. "We make our own pastrami, make our own corned beef, roast beef, chicken, meatballs, marinara – you name it, we make it from scratch. We even get our bread brought in from a local bakery, so it's delivered to us fresh every day."

The restaurant is open seven days a week and offers breakfast, lunch, and dinner with an extensive menu of more than two dozen different sandwiches as well as wraps, salads, breakfast burritos, bowls, and more.

The menu offers something for everyone, with vegan, vegetarian, gluten-free, and meat lovers' options.

"I'm trying to be innovative," Roscoe said. "A lot of places, especially when it comes to vegan and vegetarian options, you'll have one vegetarian sandwich on the



menu, but we have several to choose from."

One of Roscoe's favorite menu items is *The American*, which pays homage to his hometown of Chicago. The sandwich features corned beef and pastrami on rye bread with mustard, dill pickles, and Swiss cheese, then topped with coleslaw.

He also has a lot of pride in the restaurant's Cuban sandwich, which is made with marinated roast pork, smokey pit ham, bread and butter pickles, dill pickle slices, Swiss cheese, yellow mustard, and house made Mojo sauce on a pressed and grilled Cuban roll.

"People come in and say that our Cuban is one of the best they've had since they left the Little Havana or Miami area in Florida," he said. "We make it in the traditional way with marinated pork but then we made it a bit of a cross between a Cuban and a Medianoche by adding bread and butter pickles."

With all its sandwiches, Knuckle Sandwiches focuses on serving delicious and unique creations made with the freshest ingredients and no processed deli meat. ■



Knuckle Sandwiches is located at 1140 N. Higley Road, Suite 103, in Mesa. To view the menu, or for more information, visit knucklesandwichesaz.com.

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EDUCATION

Game On: Mesa Public Schools' Esports Program Takes the Lead

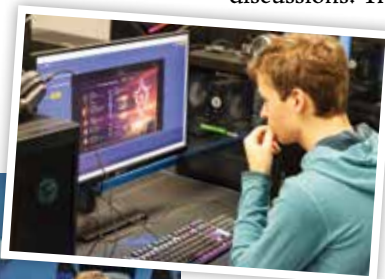
Story by Laurie Struna
Photos by Tim Hacker

A sporting renaissance is underway at Mesa Public Schools, and it's not happening on the sports field but in the digital realm. The Esports program, supported by the district's information systems and athletics departments, has evolved into a groundbreaking initiative.

Five and a half years ago, the district embarked on a journey into the world of Arizona Interscholastic Association-sanctioned Esports. Keith Bonenfant and Jeremy Knutson, district system support analysts, spearhead the program that is turning heads and captivating the attention of students and enthusiasts alike.

For Keith it's a passion project, and his responsibilities include configuring gaming machines linked to a sophisticated server that enables the team to effortlessly control game access with a single click. Jeremy's expertise in streaming and audio-visual technology adds a dynamic dimension to the program.

While the league currently restricts them to three games — Rocket League, League of Legends, and Super Smash Bros — the team is collectively steering toward the future of competitive sport,



exploring opportunities to expand their playlist. This expansion aligns with collegiate trends, ensuring students are well-prepared for the elevated level of college play.

"We are several years ahead of other high school programs," Keith shares. Mesa is a leader in the state and on par nationally, according to industry contacts at Lenovo, putting Mesa Public Schools at the forefront of Esports innovation.

The program extends beyond competition, emphasizing community and inclusivity, and is not just for competitive gamers. They aim to reach out to students who may not participate in traditional athletics, providing them with a new activity and sense of belonging within the Esports community.

A critical aspect of this community building is the physical space. Dobson High School's lab serves as a district platform, while they are in the design phase for a gaming room at Mountain View High School. Dobson's Esports room has undergone numerous iterations, and features touch TV panels for game planning and strategic discussions. The space is divided into casual and competitive areas, reflecting the diverse interests and skill levels of the participants.

Looking forward, Jeremy shares that the team is exploring the possibility of students running their own streaming channels, showcasing their gameplay, and creating content for platforms like Twitch or YouTube. For more casual-playing students, "We aim to incorporate handheld gaming devices into Esports rooms so they can enjoy a relaxed setting with friends," he said.

"The program is open to all who enjoy gaming," Jeremy shared. "Whether students are casual gamers wanting to enjoy a relaxed setting with friends, or serious gamers with ambitions of earning a full-ride college scholarship for their gaming prowess, Mesa has a top-notch program." ■

For more information, visit mpsaz.org.

FINANCES

How can you manage student loan payments?

Submitted by Linda Drake, Edward Jones

If you've got student loans, you may have been required to resume your payments. What steps can you take to help ease the burden or reduce your repayment time?



Linda Drake

For starters, sign up for autopay. It can help you avoid late fees and possibly earn a quarter-point rate reduction.

Also, if you have a steady income and a reasonably good credit score, you might be able to refinance your loan and reduce your interest rate, so more of your monthly payments will go toward the principal.

And if you can afford to make extra payments, consider doing so. But you'll want to check with your loan provider on ways to ensure these payments go to the principal.

If you have multiple loans, you may want to be strategic about making extra payments. You could save money in the long term by getting rid of the smaller loans first or whittling away at the ones with higher interest rates.

Finally, ask your employer if any student loan assistance programs are available.

By exploring all your options, you can help yourself make progress toward putting your student loans to rest. ■

This article was written by Edward Jones for use by your local Edward Jones Financial Advisor. Member SIPC

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LOCAL BUSINESS

Throttling EV Charging for Demand Control A Smart Strategy to Save Energy Costs

Submitted by Inergy Systems

In the ever-evolving landscape of electric vehicles (EVs), one innovative approach has been gaining traction: throttling EV charging for demand control. This method, aimed at managing electricity consumption more efficiently, could be a game-changer in how we handle energy demands, particularly during peak hours.



UNDERSTANDING THE CONCEPT

Throttling EV charging is essentially about adjusting the charging rate of electric vehicles based on the overall demand for electricity. During times of high demand, the charging rate is reduced, and during off-peak hours, it can be increased. This approach helps in balancing the load on the power grid, preventing overloads and potential blackouts.

WHY THROTTLE EV CHARGING?

- **Grid Stability:** As more EVs hit the roads, the strain on the electrical grid increases. By managing when and how fast EVs charge, we can ensure a more stable and reliable power grid.
- **Cost-Effective:** Throttling helps in reducing the need for expensive infrastructure upgrades. It's more cost-effective to manage existing resources than to build new power plants or upgrade transmission lines.
- **Environmental Benefits:** By optimizing the charging times, EVs can be charged when renewable energy sources, like solar and wind, are most productive. This leads to a reduction in reliance on fossil-fuel-based power generation.
- **Economic Incentives:** Consumers can benefit financially from this system. By opting to charge their EVs during off-peak hours, they can take advantage of lower electricity rates.

HOW IT WORKS

Throttling EV charging requires a smart grid and smart charging infrastructure. These systems use real-time data to monitor electricity demand and then adjust the charging rates of EVs accordingly. This can be done automatically,

or drivers can choose to participate in demand response programs offered by utility companies.

THE CHALLENGES

While the concept is promising, there are hurdles to overcome:

- **Infrastructure Development:** The widespread adoption of smart grids and charging stations is necessary for this system to work effectively.
- **Consumer Acceptance:** People may be hesitant to have their charging rates controlled by utility companies.
- **Regulatory Frameworks:** Clear policies and regulations are needed to ensure fair and efficient implementation.

THE FUTURE OF EV CHARGING

Throttling EV charging for demand control is not just a concept but a necessity in our journey toward sustainable energy use. As we move forward, collaboration between governments, utility companies, and consumers will be key to developing the infrastructure and policies needed to make this a reality.

In conclusion, by embracing smart charging strategies like throttling, we can make EV charging more efficient, cost-effective, and environmentally friendly. The future of EV charging is not just about plugging in; it's about connecting to a smarter, more sustainable way of living. ■

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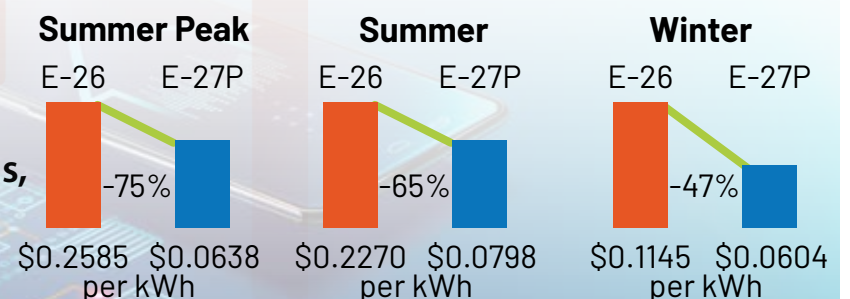


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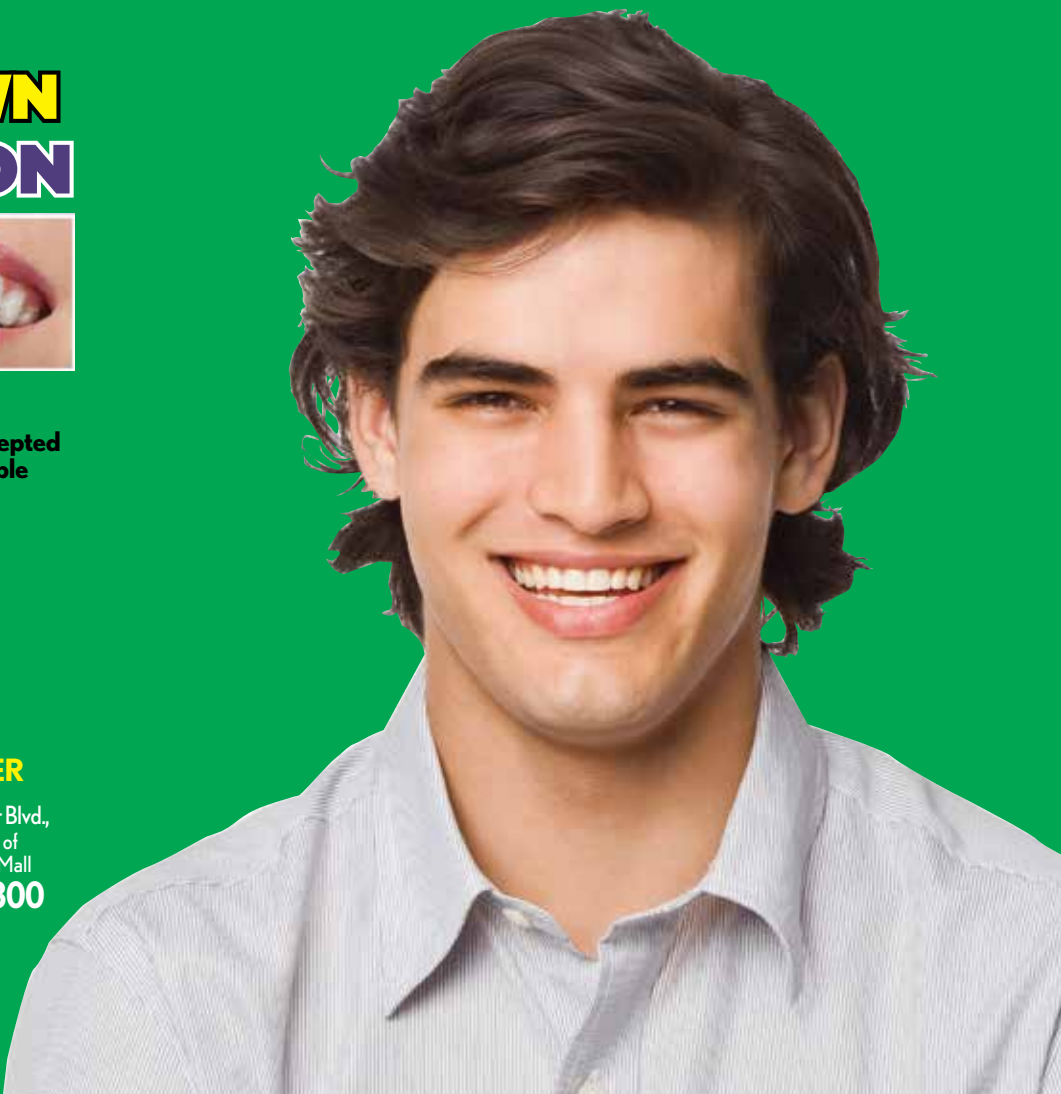
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REAL ESTATE

THE ELECTIONS ARE COMING.

So, What Does That Mean for the Residential Real Estate Market?

By Christine Anthony and Jennifer Sturgeon, Russ Lyon Sotheby's International Realty



It seems like everywhere you turn – it's all about the elections. The primary season is in full swing and we are just eight months out from what could be one of the most contested presidential elections in recent history.

Changes in The White House or more of the same could have a significant impact as presidential races by nature cause uncertainty in the stock market and the housing market. But the question remains: Will that have an effect on the housing market and home prices?

Some may get nervous and decide they want to get their house on the market now to be ahead of any turbulence that often comes with elections. Others might decide to wait it out and see if there will be better economic times ahead. But based on past history, there is no need to panic.

If you look at how the first two months of 2024 played out, one would say we are on the right track. January and



February saw modest gains, with the East Valley cities performing slightly better than more traditional luxury sectors such as Scottsdale and Paradise Valley.

The main reason for that is the plethora of new listings which have entered the market in the \$2 million and up range in these cities. Even though we have seen improvements in buyer motivation and activity, when there is an abundance of inventory, something has to give... and usually that means price reductions or more negotiations for sellers who want that *Sold* sign in front of their home.

Not so for Mesa, Gilbert, and Chandler, as all indications right now point to more continued growth in the second quarter with more inventory to choose from for buyers, but still slightly favoring sellers in most price points.

One thing that does affect markets no matter what the time of year is uncertainty. And elections or not, there is a slight sense of apprehension lately, brought on by the lack of interest rate reductions, which has been anticipated but has not materialized just yet.

However, keep in mind that the best *deals* are made in times of uncertainty – which is right now! And when those interest rates do start to go down again, that will increase demand and put upward pressure on home prices once again.

According to Tina Tambour, senior housing analyst for *The Cromford Report*, those who are planning on purchasing a home to stay in for a few years should be doing just fine; it is the fix-and-flip model where a home is only held for six months or less who may have reason to worry. It's also why a company like Open Door lost nearly \$91 million in the fourth quarter of 2023.

Her advice? "Ignore the election. If you want to sell, then look at seasonality," she recommends, stating that the seasonality of home selling and buying in the Valley is much more important than the effect an election year may have.

The most likely group of home buyers that will give a pause during an election year, Tina said, is those in the upper-end luxury market. The reason for this is that at



least in the last four election cycles, the stock market has gone up after the election, and many want to wait for that expected rise before making a buying decision.

So, while there may be a small pause in buying and selling activity just a month or two before a major election, most economists agree that election outcomes and who's sitting in the Oval Office will have very little impact on financial markets, including the housing sector.

Instead, economists argue other economic factors like an impending war, interest rates, and inflation trends will have a bigger impact than election results and any sales that are lost in November of an election year can often get back on track in December and the coming months. ■

Christine Anthony and Jennifer Sturgeon are licensed real estate agents with Russ Lyon Sotheby's International Realty. Combined, the duo has more than 25 years helping clients buy and sell homes in The Valley of the Sun. They are both longtime residents of Northeast Mesa, where they have raised families and become an integral part of the community. For more information, please call (480) 200-0972 or email canthonyre@gmail.com.

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HEALTH *Over 50*

With Medicare, Everyone's Situation is Unique

By **Lynne Jones, Tapestry Insurance**



I just had a phone call from someone who is 67, still working and covered by her employer insurance plan. A friend had told her that she was going to incur a lifetime penalty because she did not enroll in Medicare at age 65. She was upset and confused.

I was able to assure her that she would not have a penalty because she has had credible coverage from age 65.

But the call led me to think and consequently write about the fact that there is a lot of information, rules, and policies about Medicare. While it is true that there are penalties for not enrolling in Medicare at age 65, the penalties only apply IF you do not have credible coverage.

This is a common theme with Medicare. There are many rules and many exceptions to the rules. Everyone's situation is different.

Another call I had was from a gal

who was on Medicare disability and was trying to determine whether to stay on her husband's employer plan or enroll in a Medicare plan. After several questions we determined that staying on her husband's plan for the next couple of years was the best choice for her. Again, each situation is different.

When someone calls me, I first ask a series of questions... How old are you? What is your current coverage? When do you plan to retire? Are you covered under your or your spouse's employee insurance plan? Will that plan continue once you turn 65? Etc.

These questions can help determine the best course of action for you as you think about retirement and Medicare.

If you are trying to make Medicare decisions, please feel free to call me and talk about your options. I am always willing to walk through your choices and help you feel confident about your decisions. ■

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HEALTH *Over 50*

Spring Yourself to Health

By **Gina Van Luven, Prime IV Hydration & Wellness**

Sunshine and spring rain bring beautiful flowers and a breath of new life. People often associate spring with *new beginnings* – out with the old and in with the new.

You may be inclined to clean out cobwebs, organize, and get rid of things you no longer need. Just like cleaning out your home can help you feel better and provide a fresh start, so can cleaning out your body. Spring is the perfect time of year to cleanse your body internally and rid it of unwanted toxins.

The human body is bombarded with toxins every day. Whether it is pollution exposure, consuming processed foods, or using personal care products with harmful chemicals, your body can get overloaded with toxic build-up. Just like regular oil changes help keep your vehicle running efficiently, detoxifying (cleansing) your body can help you run efficiently. Detoxifying can also help stimulate weight loss, too!

Consuming leafy greens and sprouted foods can help detoxify your body. Sprouted foods in particular provide additional benefits because they contain more nutrients.

Broccoli sprouts, for example, contain

20 to 50 times more sulforaphane (a cancer fighting compound) than mature broccoli. Sprouts are also considered *living foods* because they are still in a growth phase, whereas foods which have been matured and harvested are actually in a dying phase.

Nevertheless, leafy greens like arugula, Bok choy, endive, kale, lettuce, mustard greens, Napa cabbage, spinach, Swiss chard, and wild greens contain vitamins, minerals, phytochemicals, and chlorophyll, which help purify the blood and organs. Bulking up your diet with these foods can help cleanse and balance your body, providing better health and vitality.

If you haven't been eating like this on a regular basis, however, you are likely in need of a supplemental cleanse. Glutathione, for example, is an antioxidant produced in the liver that tends to get depleted with age and toxic overload.

Supplementing with glutathione can help your liver detoxify and repair. There are many supplements that can support the detoxification process and it is advisable to work with a professional to determine what is best for you. ■

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LOCAL BUSINESS

ACOYA Mesa: A Modern Oasis for Vibrant Senior Living



Submitted by ACOYA Mesa

Welcome to ACOYA Mesa, a revolutionary senior living community nestled in the heart of the Alta Mesa neighborhood, just a short 2-mile drive from the sprawling 1,100-acre Red Mountain Park.

ACOYA Mesa stands out as a beacon of modern aging, offering a unique blend of programs and amenities meticulously crafted to empower you to embark on the next enriching chapter of your life.

Our commitment to your holistic happiness and well-being is at the core of what makes ACOYA Mesa exceptional. We understand that aging is a journey, and we believe it's never too late to savor the best moments life has to offer.

Whether you're seeking Independent Living, Assisted Living, or specialized Memory Care programs, ACOYA Mesa covers all your needs, granting you the freedom to focus on yourself.

One of the distinct advantages of ACOYA Mesa is its strategic location, situated just across the street from the picturesque Granite Reef Park. Residents enjoy convenient access to popular destinations like the Alta Mesa Golf Club and the Red Mountain Gateway shopping center. This prime location allows our community members to stay connected with the local community while relishing in

the tranquility of our modern oasis.

ACOYA Mesa takes pride in offering a dynamic calendar of activities, ensuring there's something for everyone. Engage in yoga, dance, tai chi, and a variety of classes that cater to both your physical and mental well-being. The community fosters an environment where residents can participate in special celebrations, forge meaningful relationships, and discover new passions.

Beyond the vibrant activities and beautiful surroundings, ACOYA Mesa takes dining seriously. Our culinary experiences are designed to tantalize your taste buds, providing not just nourishment but an opportunity to savor the joy of communal dining.

Life at ACOYA Mesa is about enhancing your freedom by offering a myriad of options to expand your mind, build connections, and explore new possibilities. Our community is more than just a place to live; it's a space where you can thrive, no matter what stage of life you're in.

Don't take our word for it — come and experience ACOYA Mesa for yourself. Discover the warmth, vibrancy, and fulfillment that awaits you in this modern oasis of senior living. Your best chapter is yet to unfold, and ACOYA Mesa is here to make it truly extraordinary. ■

For more information, visit cogirusa.com/communities/acoya-mesa, or call (480) 690-1394.

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THOMAS JOSEPH CAREY, 1666 N. 66th Street, Mesa, AZ 85205 is being served by the Superior Court of Arizona in Maricopa County, Mesa, Arizona, Civil Lawsuit, Case No. CV2023-091612. On April 10, 2023, many notifications were served by U.S. Postal Service Certified Mail Receipts and Valley Process Services.

LOCAL BUSINESS

Fat Loss Facts versus Fiction

Submitted by *The Exercise Coach*®

With type 2 diabetes, heart disease, and America's waistline bulging to frightening highs, it is clear that what we think we know, and what we've been led to believe about fat loss, is not only wrong, but completely backward.

That's right. Your difficulty losing weight is truly not your fault. You have been misinformed for years about healthy eating (i.e., fat makes you fat; replace fat with carbs). You have been misinformed about exercise's role in reducing body fat. And, you have been bombarded by celebrity messages that claim, "This worked for me, so it will work for you."

At The Exercise Coach®, we make it our policy not to cave in to popular fitness trends, but rather to go wherever the science of fat loss and exercise leads us.

It is our hope that you take the time to read, understand, and pass along this information to as many people as you can. Share it with others so together you can maximize your fitness and fat-loss efforts while enjoying total freedom from time-consuming and defeating conventional approaches.

You can enjoy maximum fitness and fat loss results with just 20 to 40 minutes of exercise per week – and I will tell you how. First, let's start tearing down the myths.

MYTH #1 AEROBIC EXERCISE IS CRUCIAL FOR FAT LOSS

Everybody's favorite! Hop on a treadmill, stepper, ellip-

tical; go for a run, walk, or skip and burn the fat right off. Everyone from the government to exercise centers, to Nike will have you believe this is the way to go. Unfortunately, research and science do not back this up. Seems simple enough though:

- We eat calories.
- Too many calories make us fat.
- Cardio burns calories.
- Therefore, we become less fat.

Actually, the first three statements are all basically true. So, what gives?

Well first off, cardio burns nowhere near the number of calories we hope it burns. The numbers displayed on exercise equipment are grossly inflated, plus they include your basal metabolic rate (the number of calories your body burns at rest during this time).

Another problem is the time it takes to burn off one pound of fat. For example, the average 150-pound person burns roughly 100 calories for each mile they run. There are 3,500 calories in one pound of fat, which means you must cover 35 miles to burn the equivalent of one pound of fat.

Unfortunately, it's not quite that simple, especially when we consider the fact that aerobic activity has been shown to stimulate appetite; and people tend to eat more after exercising.

Another unfortunate side effect of cardio is the increased risk of injury. Take our 150-pound person as an example. If he goes out and runs one mile, he subjects

his ankles, hips, knees, and back to over 100 tons of force. So, it becomes a matter of when, not if, he will hurt his back, tear some cartilage in his knee, develop shin splints, or suffer from one of the other numerous injuries that are common to cardio enthusiasts.

Lastly, and arguably, the most detrimental consequence of cardio is that it can actually cause muscle loss over time. This is because during repetitive cardio, you never actually tap into the fibers in your muscles known as fast-twitch muscle fibers.

These are the largest, most powerful calorie- (and carbohydrate-) consuming cells in your body. By not utilizing these muscle cells, they atrophy, or waste away.

And the body doesn't see conventional cardio (i.e., walking, jogging, elliptical) as a source of significant resistance.

So, look on the bright side, if your goal is fat loss, and you don't like doing cardio (and you're performing safe, effective, and efficient strength training - more on this later), you can stop doing it.

Even if you enjoy these activities, it is important to understand the processes taking place within your body and the inherent dangers associated with the accumulation of force on your joints, muscles, and connective tissue.

Coming next month, Myth #2. In the meantime, the choice is yours to make and at The Exercise Coach® we can help. ■

Make TODAY the day to start on that road to better health and fitness! Let our caring and knowledgeable Certified Coaches get you started! Call, text, or visit us online for your complimentary Initial Consultation and 2 FREE Sessions at (480) 716-6080 or exercisecoach.com/north-mesa.

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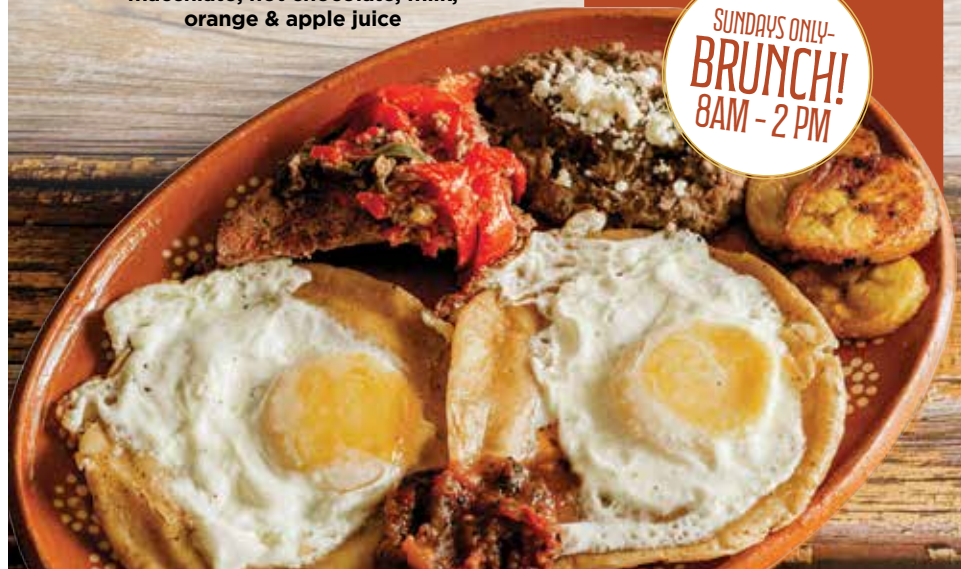
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