

# Las Sendas Up Close

Bringing neighbors closer to their community

February 2012

## ENERGY ABOUND at Victory Energy Wellness

By Dawn Abbey

Taking a step inside, you could feel the high energy and enthusiasm filling every space at the Jan. 14, grand opening of Jolene Victor's new Victory Energy Wellness Center.

Dozens of participants chatted animatedly as they tried various energy modalities and machines, and joined demonstration classes. Even the décor was amazing. Colorful art, eclectic furniture, as well as wonderful wall hangings and rugs, created an atmosphere somewhat akin to wandering through a marvelous art museum.

Most interesting were experiments in kinesiology (muscle testing), which Jolene conducted with Zero Point Life energy stones. Participants held one arm outstretched, and let Jolene push down hard on their arms to see how well they could resist. She then put a cell phone in each participant's other hand and pushed again. Everyone's arms went weak. However, when Jolene added an energy stone to the hand holding the cell phone, everyone could resist Jolene pushing their arms down.

One young woman was asked by Jolene if she could touch her toes. She quickly bent down and easily did just that. Then, Jolene put an energy stone in her hand, and asked her to touch her toes again. The woman was shocked when she was able to lay both hands flat on the floor. "I didn't know I could do that," she exclaimed.



Jolene calls herself *Jolene the Janitor* because she works to help individuals clean up and balance their energy. "The modalities I practice, as well as the products we offer, are designed to clean up the subtle energy systems, such as the aura, chakras and acupuncture meridians," she explained.

When Jolene moved to Gilbert from California in 2004, she was suffering from a collapsed immune system. So, she began investigating new ways to improve her well-being. She discovered the use of essential oils, Indigo biofeedback, Kangen altered water, energy stones and other energy systems, such as Quantumpulse, which helped her learn to deal with her body's stresses and begin to heal itself.

Now, she offers information to her clients on the products that helped her, and claims to have helped more than a thousand clients worldwide. She is certified in modalities, such as the Carolyn Cooper Simply Healed Method, Quantum Biofeedback and The Emotion Code. Jolene also is enrolled in a Holistic Health master's program.

"I truly believe each of us is unique," she stated with conviction. "There is no supplement or methodology that resonates with or works with everyone. That is why I've studied so many methods, and bring those modalities as resources for



my clients."

Jolene also uses her techniques with dogs, conducting Dog Days sessions, from 10 a.m. to 2 p.m., on the first Saturday of each month. "I love working with dogs and young children," she said, "because they have no preconceived ideas about whether something will work for them or not. It just does. I've had great results helping dogs overcome destructive habits." Jolene also has her own certified

therapy dog that makes children feel more at ease.

Jolene's center, located at 3654 N. Power Road, Suite 125, also offers lifestyle classes, such as Mindful Eating, Brain Boosting and Abundance, a low-impact boot camp led by Claudia Collins, R.N., and a Stephanie Maughan-designed synergy exercise class. Everyone is invited to learn more about the various concepts by attending Energetic Enlightenment sessions on Fridays, from 7 to 9 p.m. ■

Detailed information is available on [VictoryEnergyWellness.com](http://VictoryEnergyWellness.com), or call (480) 422-7022.

## Pamper your honey for Valentine's Day

By Dawn Abbey

Flowers, chocolates, champagne and romantic dinners are a traditional Valentine's Day experience, so reserve a spot at your favorite place in the Valley.

Try Bogey's Steak and Seafood at the Las Sendas Golf Club, or your membership club restaurant at Red Mountain Ranch or Alta Mesa, or you can order Flancer's *Get Naked—To Go* menu. Made-to-order bouquets are a specialty of Red Mountain Florist, if you desire something more than just roses.

If you want the glow to last even longer, also treat your honey to an intimate, personal spa treat of well-deserved pampering.

Spa gifts are no longer just for the ladies. Your guy appreciates a soothing massage, too, and surely can benefit from an exfoliating facial, as well as hair and nail treatments. To make it more affordable, our neighborhood salons are offering great Valentine's Day specials and discounts for the occasion.

Cosmos Salon and Day Spa and True Essence Salon and Spa have Valentine's Day special gift packages and discounts on massages, facials, mani-pedis and hair services. You also can create your own combinations by purchasing gift certificates.

Cosmos, the choice of local celebrities, with styles for all ages, is discounting some of its most popular options for their packages:

- **Hugs and Kisses**—haircut/style and apple spice scented mani-pedi, \$90.
- **UR Sweet**—M and M (microderm and mask) facial with spa mani-pedi, \$150.

- **Cupid Creation**—45-minute facial to cleanse and exfoliate, \$65.
- **Sweetheart Massage**—40-minute neck, shoulder and back massage targeting the most stressed areas, \$40.
- **Peel Away the Years**—youthful results are visible in just days, with no downtime, \$99.

True Essence, Mesa's only Aveda Concept Salon, features botanically based products in their packages:

- **Elemental Nature Facial** with a \$10 skincare product voucher, \$49.
- **One-Hour Swedish Massage** (with Tracey), \$49.
- **Love 1**—30-minute Swedish massage, 30-minute Pure Focus facial, express pedi, shampoo/style, \$146.
- **Love 2**—60-minute custom deep tissue massage, 60-minute Elemental Nature facial, light lunch, spa pedi, shampoo/style, \$190.
- **Love 3**—Caribbean Therapy body treatment, 60-minute Green Science facial, light lunch, Caribbean Therapy pedi, spa mani, shampoo/style, make-up application, \$335. ■

For more information on spa packages, call *Cosmos Salon and Day Spa*, 2837 N. Power Road, (480) 924-0755; *True Essence Salon and Spa*, 2910 N. Power Road, (480) 396-3112.

For dinner reservations and specials, call *Bogey's Steak and Seafood*, 7555 E. Eagle Crest Drive, (480) 396-4000; *Flancers*, 1902 N. Higley Road, (480) 396-0077, or your membership club restaurants — *Alta Mesa* has a dining-only membership available.

For flowers and bouquets, *Red Mountain Florist*, 2823 N. Power Road, (480) 981-1460.



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# UpClose

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## LOCAL BUSINESS

### Consider Sweet Repeats Consignment Boutique for a Valentine's Day gift

Submitted by Sweet Repeats Ladies Consignment Boutique

Sweet Repeats Ladies Consignment Boutique is celebrating Valentine's Day with a 15 percent off sale through the month of February.

Remember Valentine's Day is on Feb. 14, and what better way to say you love her than with a gift certificate at Sweet Repeats.

Have you considered consigning? Make money on your unwanted items! We accept only clean merchandise in excellent condition. If you are like most women, you've probably got some really great clothing, shoes, handbags, jewelry and/or accessories you're not wearing. Let's face it, your wardrobe is an investment, and it's not doing you any favors by hanging in a closet. Bring in your items freshly laundered and on hangers. We will do the rest!



The cleanliness and appearance of your items is crucial for marketability. Please be sure to presort your items to ensure they are in excellent condition. Clean, well-pressed and fragrance-free items sell best. We accept consignments Tuesday through Friday, from 10 a.m. to 4 p.m. We encourage an appointment if you have 10 or more pieces.

Sweet Repeats is truly all about love—love yourself, love each other, and love of fashion. We hope to see you soon! ■

*Sweet Repeats Ladies Consignment Boutique is located at 6039 E. University Drive, at the southeast corner of Recker Road and University Drive. Call (480) 275-2480.*

Happy Valentine's Day!

## FOOD

### Flancer's Offers a Delicious Valentine's Day Dinner To Go

Submitted by Flancer's

Treat your sweetheart to a special Valentine's Day dinner to go from Flancer's, complete with a great appetizer, a flavorful salad, a delicious entrée and a chocolate dessert. Place your order today.



#### APPETIZER

Fresh Grande Mozzarella Caprese Bruschetta—Toasted pesto crustini's, roasted yellow peppers, marinated roma tomatoes, extra-virgin olive oil, balsamic vinegar and fresh basil.

#### SALAD

Fresh baby greens topped with mangoes, honey roasted slivered almonds and fresh grilled corn. Topped with smoked paprika and cumin crusted chicken with a roasted tomato-champagne vinaigrette.

#### ENTRÉE

Tender filet mignon, fresh ginger-parsley shrimp, served over creamy risotto with sun-dried tomatoes, caramelized shallots and shitake mushrooms. Garnished with candied orange peel and shaved Parmigianino Reggiano. Sugar snap peas and glazed carrots.

#### DESSERT

Sweet dark chocolate mousse, prickly-pear fresh whipped cream served in a passionate puff pastry heart.

Save \$5 by ordering on or before Thursday, Feb. 9. Pick up your order on Valentine's Day, Tuesday, Feb. 14, for only \$54.99 per couple (\$59.99 after Feb 9). Dinners are served cold with heating instructions. ■

*Valentine's Day orders can be placed at either the Mesa or Gilbert location. Flancer's in Mesa is at 1902 N. Higley Road, located at Higley and McKellips roads. For more information, call (480) 396-0077. Flancer's in Gilbert is at 610 N. Gilbert Road, located at Gilbert and Guadalupe roads. For more information, call (480) 926-9077. Check out the Web site at [www.flancers.com](http://www.flancers.com).*

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REAL ESTATE

# DON'T LOSE IT ALL AND STILL LOSE YOUR HOME

By Lorraine Ryall, Realtor, CDPE, CSSN  
Coldwell Banker Trails and Paths Premier Properties

The decision to do a short sale can be one of the hardest decisions a homeowner may have to make. They have spent months agonizing over it. There have been countless sleepless nights and far too many discussions and arguments over it trying to hold on and find another way. It goes against everything they were taught and their moral values. They have never been late on a payment before, let alone missed one. Walking away just isn't the right thing to do – or is it?

Maybe they can hold on long enough for the market to turn around, and they can sell the house for what they owe. Realistically, that could take too many years. For example, if they owe \$350K on their mortgage, and the current value of the home is \$180K, with an estimated 3 percent annual increase in home prices, it will take 16 years to sell the property for enough to pay off the mortgage and closing costs.

While trying to hold on and struggling to stay ahead, they start charging more of their everyday expenses on credit cards. Now, they are not only struggling to pay their mortgage, but their new debt and monthly credit card payments, as well.

Some have depleted all their savings and even retirement and 401K in an attempt to save their home, only to be facing the same dilemma once all their funds are gone.

Others have spent months filling out paperwork and hours on the phone with the bank applying for a loan

modification—only to be denied.

Unfortunately, the only thing these homeowners have been successful in doing is losing any savings they had or building up high credit card debt only to lose their home anyway.



Lorraine Ryall



I hear the phrase *don't walk away* as if it's the homeowner's choice. For some, it may be, but for most, it isn't a choice at all. It's a necessity.

Don't lose what you have or build up huge debt trying to save a sinking ship. If you have been denied a loan modification, or it's not an option for you, if you are facing financial difficulties or even foreclosure, doing a short sale may be the best option for you and your family. It's not just about pride anymore, it's about taking care of your family, and being able to survive and start again.

A short sale isn't just a way to get out from under your mortgage. It's a way to save your family and your credit, and a way to start again. ■

Contact me today for a free confidential consultation to discuss if a short sale is the best option for you, or visit my Web site at [www.ArizonaShortSaleToday.com](http://www.ArizonaShortSaleToday.com) for more information on short sales, loan modification and foreclosures.

LOCAL BUSINESS

## Expert Trouser Sizing Store Opens

By Kim Phillips

Las Sendas resident Jeffrey Roberts is pleased to announce the grand opening of Crease Liberty, an extraordinary clothing store specializing in men's trousers and jeans.

Located in Scottsdale, the store opened on Jan. 2, and features a European sizing system, which allows for a variety of body sizes.



According to Jeffrey, the sizes include three different rises and at least two different silhouettes. The trousers can be fuller in the thighs, or slimmer. "So, your trousers fit perfectly," commented Jeffrey. Crease Liberty is a *trouser specialist* store, offering more than 1,000 choices in trousers and jeans.

"We provide the opportunity to get a true fit in pants," Jeffrey emphasized. "We have loyal customers, who come back every single year... and buy more."

Oftentimes, men buy pants, which are too full and baggy. "Extra material in the seat is not flattering," he stated. "We help put you in clothes, which are comfortable, but still enhance your figure."

Furthermore, Jeffrey believes Crease Liberty ultimately can help you feel better about yourself. ■

For more information about Crease Liberty, visit the store, from 10 a.m. to 6 p.m., at the northeast corner of Scottsdale and Indian Bend roads, in the Seville Shopping Center, located right next to the cleaners.

If you want to contact Jeffrey, and discuss exactly how he can help you with your clothing choices, call (480) 325-1035, or send an e-mail to him at [Jeffrey@EuropeanFashionGroup.com](mailto:Jeffrey@EuropeanFashionGroup.com). You also can call (480) 292-8334, and ask for John Hayes, who also is a Las Sendas resident and the store manager.

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EDUCATION

## Self Development Charter School encourages engaged learners

Submitted by Self Development Charter School

Choosing a school is an important decision for every parent, and Self Development Charter School (SDCS) is a highly ranked school where students are inspired to achieve and grow in academics and as individuals.

The philosophy of SDCS instills intrinsic motivation, as students become engaged learners.

The kindergarten program is a critical aspect of SDCS's comprehensive program. Students, who begin their education and remain at SDCS throughout middle school, leave with an outstanding academic foundation for a successful future. They begin the journey to becoming lifelong learners.

Elementary students in grades first through fifth continue to participate in a core curriculum enriched to build and strengthen math, reading and writing skills. Additionally, students actively engage in the scientific process through laboratory experiences.

The SDCS middle school program focuses on providing students unparalleled college preparatory programs. At SDCS, many of the anxieties children of this age encounter are reduced by the school's

nurturing and close attention to needs of individual students.

Students also participate in blended learning classes, taking Mandarin, Latin and Spanish courses through an elite college.

The newly added Science/Technology Center provides students with the skills necessary to succeed in the 21st century.

Students at SDCS gain a balanced educational experience, which includes a supportive staff, a challenging curriculum, and focus groups for small group instruction. Students participate in extra-curricular activities, such as violin, foreign language programs, competitive sports and science, as well as math competitions, which provide all students a well-rounded experience.

The Kindergarten Information Program is set for Thursday, Feb. 23, at 6 p.m. at 1709 N. Greenfield Road.

Attending this event will give parents the opportunity to secure one of the limited spaces available for next year. Parents may visit the newly constructed Science and Technology Center and upgraded playground. An overview of the curriculum will be presented. ■

Registration for grades first through eighth is now available. Space is limited. To secure your child's space, please contact us at (480) 641-2640, or visit our Web site at [www.selfdevelopmentcharterschool.com](http://www.selfdevelopmentcharterschool.com).



EDUCATION

## Begin Lifelong Learning Journey at Self Development Preschool

Submitted by Self Development Preschool

Self Development Preschool (SDP) takes pride in setting high standards for students beginning their educational journey, and as teachers, we believe the dedication to becoming lifelong learners starts early.

At SDP, the process of developing a deep love of learning begins at the age of two. The 2-year-old classroom introduces colors, numbers and letters through stories, music, art and play. Sign language also is incorporated daily to enhance social and communication skills, as they learn about the world around them.

In the 3- to 5-year-old classrooms, the Arizona Kindergarten State Standards are used to guide curriculum goals and concept mastery. This advanced curriculum allows students to achieve related reading phonics skills.

Mathematical basics, such as number recognition, large and small number concepts, as well as small number addition, are critical components of the kindergarten readiness program. Each day, these lessons are introduced at morning circle times and reiterated at center work timetables.

In addition to the core curriculum activities, SDP believes art and music are a necessity for the total development of a child. Each month focuses on a new theme. Art, music and movement are integrated into the program to add new and exciting variations to their daily activities.

In the month of January, the children explored animals and their habitats. In February, children discover what's inside our



bodies and how nutrition, our organs and the five senses all work together.

March is all about insects—the cute, creepy and cool.

In April the students will enter the fantasy world of fairy tales, while dressing in costumes and acting out favorite stories.

Then, in May, get ready to dive into an under the ocean adventure.

Next, in June, anyone who loves to travel will love our unit on transportation. We will learn everything from bicycles to rocket ships. This prepares us to blast off into our outer space unit in July.

SDP has this and so much more planned for an exciting year of learning in 2012.

SDP also provides interactive programs for kindergarten through sixth grade students before and after school. Games, songs, stories and crafts are a few things the students look forward to each day. Our after-school program also provides a quiet facility for those choosing to complete homework with teacher assistance. ■

SDP is now enrolling. To secure a place for your child, please contact Vernetta at (480) 396-3522. Please visit our Web site at [www.selfdevelopmentpreschool.com](http://www.selfdevelopmentpreschool.com).

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**EDUCATION**

# SELECTING MAJORS AND Careers Gets Harder for students

By Mary Martha Gingerella

Since 2007, the National Association of Colleges and Employers (NACE) has published a student survey, which covers college student expectations, plans and activities as they relate to employment.

The main audience for the survey is college seniors, as they get ready to embark on their post-college plans. The 2011 NACE *Student Survey Report* provides a snapshot of these students' career and personal priorities.

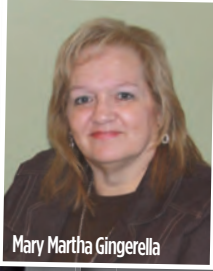
The report also serves to reinforce the continuing need for increased connectedness between academics (high school and post-secondary) and exploratory opportunities in the real world. A few interesting highlights from this survey include:

- The Class of 2011 has the largest percentage of graduates aiming to avoid the workforce, and to avoid graduate/professional school than any class in recent memory.
- Of the 19 majors covered in the survey, seven have more than 25 percent of their seniors approaching graduation with little or no idea of what they plan to do after they receive their degrees.
- There are some significant changes in the attributes graduates want to see in an employer/job. For example, students prefer the opportunity for personal growth and development over opportunity for advancement. (Think horizontal over traditional vertical career growth.)
- As for success with the job search, students' choice of majors determined offers and rate.
- Students graduating in pre-professional majors did better than their liberal arts and science major peers, and majors involving technical skills earned the overall highest rates.

Research shows parents are the No. 1 influencer on their teen's career choice and plans for their future. Nurturing a child's interests and passions while growing up will encourage them to pursue their inquisitiveness with excitement. Keep in mind,

however, this is not the same job landscape in which you grew up. The next generation of employees thinks differently about what is encompassed by the meaning of work.

Instead of identifying a single career, such as becoming a doctor, this next generation seeks to combine their interests, philanthropic passion, new learning and work all together. It's as if they are collecting fresh vegetables for dinner—each new experience or opportunity serves as one ingredient in a much bigger pot. Coupled with a global job market playing field, more students have entrepreneurial aspirations, and are able to reach a



Mary Martha Gingerella



broader audience with their keen social media and overall technology skills.

Choosing a career is difficult for many teens, especially given the uncertainty of jobs and industries today. However, choosing areas of interest and passion is much easier and instinctive, and they can be parlayed into careers/jobs that may not even exist right now.

In fact, a recent *Forbes* article discussed the challenges associated with IT jobs, and how cloud computing is changing the face of IT in many ways. Ever heard of a cloud specialist or cloud alliance manager? You will. These job titles are only a small piece of an emerging group of professionals (and jobs), which are just now evolving as a result of changes in technology, consumer behavior and many other market drivers. There's a lot more to come.

Connecting the dots was easier in my day. Less options and technology made for fairly straightforward decisions about careers. Today's teens have many resources and options at their fingertips, but nothing ever takes the place of good mentors (and community partners and employers), who can help students interpret the job landscape and piece together their futures. ■

For more information, contact Mary of AZ Leaders and Learners at (480) 329-0450.

**SPORTS**

# Pilates Can Improve YOUR GOLF GAME

Pilates has become one of the most popular exercises of choice for a variety of people and reasons.

Famous singers and actresses do it. Professional basketball player Jason Kidd does it, and you may have heard that golfers Tiger Woods and Annika Sorenstam do it.



One large misconception about Pilates is that it involves only stretching, and is mainly designed for women. However, Pilates got its namesake from the person who developed it over 100 years ago—Joseph Pilates! Although men and women alike practice golf, men often overlook Pilates due to the *girlie* misconception it tends to hold.

In actuality, Pilates and golf are a natural blend, because all of the muscles required for golf are trained during Pilates. Both mat work and apparatus work benefit golfers in the areas of injury prevention and longevity, and can even improve accuracy, distance, and overall golf score!

Golfers who are interested in Pilates should consider visiting k Pilates. According to owner Kendra Jordan, k Pilates is Mesa's only Pilates and fitness studio offering authentic Pilates instruction on Classical Pilates spring-based equipment.

"Our staff carefully watch to make sure everyone is properly executing their exercises for the most effective results," Kendra said, "Our mission is to provide personal attention to each individual's form, in limited, semi-private class sizes to ensure rapid results." ■



For more information about k Pilates and Karve Studio, located at 3514 N. Power Road, call (480) 840-1860, or visit [kpilates.com](http://kpilates.com).

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**EDUCATION**

# Kumon Students Honored for Achievements IN MATH AND READING

**Submitted by Kumon Math and Reading Center**  
 Students enrolled at the Kumon Math and Reading Center of Mesa are proving the fact hard work and daily practice pays off.

As a result of attending weekly study sessions, select students have been named to Kumon's Advanced Student Honor Roll (ASHR) by making significant academic advancements and studying above their school grade level.

ASHR is Kumon's most prestigious international recognition program, and acknowledges students working one or more grade levels above their current school grade. Kumon ASHR students, along with all students who study above grade level, benefit by having the greatest chance of qualifying for elementary school gifted programs and high school honors and AP programs. In addition, they gain important life skills, such as confidence, concentration, perseverance, self-motivation and discipline. Kumon aims to have all its students achieve the distinction of completing advanced work.

"At Kumon, we believe children have unlimited potential to succeed," said Kumon Director Kathy Leano. "My goal is to help each child develop strong academic skills, a love of learning, and the confidence to excel beyond the classroom." In April, we will have our annual award ceremony to recognize all of our students for their hard work and achievements. We also will recognize and thank our dedicated Kumon parents for their support.

Our ASHR students for December 2011 were Anya Nelson, Elijah Martinez, Brayden Thiele, Leonardo Montoya, Jahnasre Paarthiban, Shivam Patel, Ayush Kothari, Samir Patel, Lina Ali, Nicholas Armstrong,

Jennica Carrera, Shaun Karakkattu, Alexander Kessler, Mason Musmacker, Ava Randecker, Janelle Riley, Calvin Alvarado, Emma Houghland, Christopher Huynh, Shrey Patel, Rachel Rabin, Jena Vandenberg, Geethika Ameneni, Radha Bhakta, Elisabeth Kessler, Adi Kulkarni, Andrew Musmacker, Xochitl Romero, Justin Pasioneck, Sonia Patel, Mark Raban, Alex Rabin, Alyssa Romero, Jasim Ali, Sadman Hossain, Jana Vandenberg, Lauren Hawks, Sakthi Kumar, Parth Bhakta, Sadea Anjum, Amy Houghland, Sanjidah Soyeb, Rhys Walcott, Zane Whang, Khushi Patel, and Janjose Rivera-Pinto.



Congratulations to all of our Kumon students, who made it on our ASHR December 2011 Report.

Kumon is the world's largest after-school math and reading enrichment program. Students of all ages visit the Kumon Center twice each week after school. The result of this extra study is stronger concentration, greater confidence and an improvement in math and reading skills. Kumon aims to unlock the potential of children so they can achieve more on their own. Through daily practice and mastery of materials, students increase confidence, improve concentration and develop better study and test taking skills. Founded in Japan in 1958, the learning method uses an individualized approach, which helps children develop a solid command of math and reading comprehension skills. ■

For information or a free placement test, contact Kumon Math and Reading Center at (480) 807-5515, or visit [www.kumon.com](http://www.kumon.com).

**LOCAL BUSINESS**

## TRUST YOUR SUMMER patio to The Fireplace Guy

Submitted by The Fireplace Guy

Summer will be here before we know it! Is your backyard ready? Have you wanted to do something custom in your backyard like putting in a built-in BBQ or designing a fire feature? Fire bowls can really set off the look of your pool, and provide a place to gather with friends throughout the year.

With more than 26 years of fireplace experience in Arizona, The Fireplace Guy specializes in the maintenance and repair of gas fireplaces, BBQs, fire pits and patio heaters. So, call us. We can help you with a design, or make your idea come to life.

Now also is a good time to have your indoor fireplace serviced for summer. Not only will it look good for the majority of the year, but you also will beat the winter rush for next year, and be ready to fire it up.

If you have been thinking about removing your gas logs and replacing them with crushed tempered glass and glass beads, just let us know. It's very easy to do, and really changes the look of your fireplace.

If you have had your fireplace for more than a year, you probably can see a white film on the glass. We can safely remove the glass and clean it off for you. While doing this, we will clean out your pilot assembly, add new embers, check for gas leaks, and make sure your fireplace is safe and in good working condition.

Our other services include the installation of fireplaces, built-in BBQs, gas logs and running gas lines.

We are licensed, bonded and insured. So, you can feel confident in the work we do. Because we are locally based, we have a very fast response time. ■

We look forward to working with you. Call The Fireplace Guy today at (480) 265-7270.



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REAL ESTATE

# Arizona's Real Estate MARKET IS IMPROVING

By John Karadsheb

It always is my pleasure to give you the real estate report from my *in the trenches* point of view.

For months, I have sensed the market change, and, at long last, the media is acknowledging Arizona's turnaround. The Arizona real estate market is finally on the upswing, with a variety of indicators pointing toward the positive.

"A credit-tracking firm predicts mortgage delinquencies will fall more sharply in Arizona next year than in any other state." *Arizona Republic*, Dec. 8, 2011

"Home loans that were delinquent or in foreclosure fell ... 25 percent in Arizona in the year through Nov. 30." *Bloomberg BusinessWeek*, Jan. 9, 2012

"The Sun Belt is poised for a recovery, according to the most recent economic and demographic data. Even such hard-hit states as Arizona appear to be making an unexpected, and largely unheralded, recovery." *Forbes*, Dec. 22, 2011

"The number of home sales in 2011 climbed to their highest level since the housing market's peak in 2006. Foreclosures fell to their lowest level since 2008. And the number of Phoenix-area homes listed for sale has dropped to a figure not seen since 2005, indicating demand is finally exceeding supply. This

is a complete turnaround from 2007, when the housing crash started, and cheap foreclosure homes flooded the market, while buyers were few." *AZCentral.com*, Jan. 6, 2012

As I write this article on Jan. 15, we have only 18,000 active listings in the MLS, once again down from 19,000 in December

2011 and 23,000 in June 2011. The lowest monthly sales price per square foot was recorded on Sept. 15, 2011. The averages have been higher ever since.

If you have been waiting to move, this is it! If you read my article last month, hopefully, you have started getting your home ready to list. Give me a call, and I will be happy to give you a free market evaluation of

your home. The spring is always the best time to get action on homes in beautiful Arizona. So, think about it... ■

John Karadsheb is a licensed REALTOR® with Coldwell Banker Trails And Paths Premier Properties. He also is an Associate Broker, Accredited Buyers Representative and a Certified Residential Specialist. You can contact John with any of your real estate questions. Call him at (602) 615-0843, or go to his Web site at [www.BuyAndSellAZ.com](http://www.BuyAndSellAZ.com).



John Karadsheb



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## Real Estate in Las Sendas

### Las Sendas Area Market Report

Sales for the Month of December 2011

Address	Square Feet	Community	Sold Price	Short Sale Or REO
7226 E. Northridge St.	1,372	Windsong	\$143,000	
7320 E. Mills St.	1,856	Windsong	\$152,000	X
7349 E. Northridge Cir.	1,762	Grayfox	\$190,000	X
3055 N. Red Mountain #122	1,571	Ironwood Pass	\$195,000	
7244 E. Nance St.	2,835	Trailridge	\$200,000	X
3055 N. Red Mountain #116	2,150	Ironwood Pass	\$200,000	X
2712 N. Sterling St.	2,276	Grayfox	\$237,000	
3055 N. Red Mountain #200	1,756	Ironwood Pass	\$247,000	
3618 N. Desert Oasis	1,571	Shadow Canyon	\$250,000	
3845 N. Barron	2,226	The Highlands	\$314,000	
7526 E. Pearl Cir.	2,226	The Terraces	\$320,000	
7555 E. Pearl Cir.	2,732	The Terraces	\$320,000	
7445 E. Eagle Crest #1085	2,585	Cachet	\$330,000	
7346 E. Red Hawk St.	2,757	Boulder Mountain	\$342,500	
4055 N. Recker Rd. #72	2,953	Red Mountain Ranch	\$370,000	
3834 N. Canyon Wash Cir.	3,330	Eaglefeather	\$390,000	X
7130 E. Saddleback St. #44	4,452	Golf Colony	\$435,000	
8034 E. Sugarloaf Cir.	2,942	Stonecliff	\$450,000	
8152 E. Sugarloaf Cir.	3,017	Stonecliff	\$484,000	
4205 N. Highview	4,047	Granite Preserve	\$615,000	
6446 E. Trailridge Cir. #29	7,213	Red Mountain Ranch	\$970,000	



Information gathered from the Arizona Regional Multiple Listing Service is deemed reliable, but not guaranteed. Sales Information provided By John Karadsheb, ABR, CRS of Coldwell Banker Trails & Paths Premier Properties. [www.BuyAndSellAZ.com](http://www.BuyAndSellAZ.com)



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**EDUCATION**

**Desert Rose Preschool At Las Sendas**

By Rose Buttitta  
Teacher/Director

The children are learning new things every day, and looking ahead, each month is sure to bring rich experiences and a love of learning.

January was the beginning of the year, with lots of things to learn and review. Our students learned and experienced lots



of new and fun things. We learned about winter, the changes in our weather, what we wear and what we eat.

We actually got to play in and feel the cold snow. On Jan. 21, Dr. Frost and Desert Rose Preschool at Las Sendas co-sponsored a snow day. All the children were able to play and slide in our own park. There was Flotz the clown, who did face painting and balloons. Everyone had a great time.

We celebrated Martin Luther King Jr., by learning about him and what he did for all of us.

February will be a month of love for one another. We will be learning about pairs. We will read lots of books about mittens, like *The Mitten*, by Jan Bret,

and many other versions. Mittens will be made and matched.

We are continuing to learn and practice patterns and sequencing by making bracelets. The children are working hard on making sure they learn to recognize all the letters of the alphabet and numbers 1 to 20. Each child now knows how to write his name, with the exception of a few 3-year-olds.

We will have a Valentine's Day party with lots of goodies and fun. All the children will receive their own Valentine containers. These will be used to hold all their Valentines. Except for the 3-year-olds, all the children are to write their own names on their Valentines. Everyone is invited to the celebration.

Progress reports were sent home, and parent conferences were conducted. Everyone did a great job.

In March, we will be learning about Dr. Seuss, as well as rhyming, the season of spring and St. Patrick. The leprechaun will leave special treats for all the children. March also will be the beginning of registration for summer and fall. A \$25 fee will be required for registration. The summer session will be the same as now, 9 to 11:30 a.m., or 9 a.m. to 1 p.m. We will have an afternoon session, but only if enough children register. ■

For more information about Desert Rose Preschool at Las Sendas, call (480) 654-4223, or send an e-mail to [jbuttitta@cox.net](mailto:jbuttitta@cox.net).

**HEALTH**

**FREE HEALTH SEMINARS at Mountain Vista Medical Center**

At Mountain Vista Medical Center we know that the best information can help you and your family. Join us for the following educational events in February:

**A-FIB IS YOUR HEART SKIPPING A BEAT?**

Is your heart skipping a beat? Join Himanshu Shukla, M.D., cardiologist on the medical staff at Mountain Vista, for this informative seminar that will focus on atrial fibrillation (A-fib), its causes and treatment options.

Wednesday, Feb. 1, noon - 1 p.m.

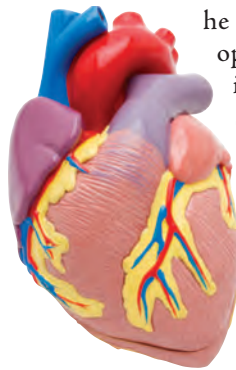
**ALLERGIES & VALLEY FEVER WHAT YOU NEED TO KNOW**

Join Richard Dinsdale, M.D., family practice physician on the medical staff at Mountain Vista, as he discusses how allergens and fungi in the air can affect us. Learn how to keep your immune system strong throughout the year, as well as the signs and symptoms of Valley Fever.

Thursday, Feb. 2, noon - 1 p.m.

**ALL ABOUT HYSTERECTOMIES OPTIONS FOR WOMEN**

Living in the 21st century, there are a variety of surgery options for hysterectomies. One of the options available to women is the robotic hysterectomy, using the da Vinci® Si™ Surgical System.



This minimally invasive surgical option allows faster recovery and quicker return to regular activities. Join Lino Ossanna, M.D., board-certified OB/GYN, on the medical staff at Mountain Vista, as he gives an overview of hysterectomy options and provides an introduction into the use of robotics in surgery and specifically its use in hysterectomies.

Wednesday, Feb. 22, 6 - 7 p.m.

**URINARY INCONTINENCE IN MEN AND WOMEN**

Urinary incontinence is the loss of bladder control. It can happen to people of any age, but it becomes more common as we grow older. Join Guiseppe Ramunno, M.D., OB/GYN on the medical staff at Mountain Vista, as he discusses symptoms to watch for and the latest treatment options.

Tuesday, Feb. 28, 6 - 7 p.m.

These free health seminars are designed to help you stay healthy. Mountain Vista Medical Center is located just north of the U.S. 60 at Southern Avenue and Crismon Road. Seminars are held in Classrooms 3 and 4, located on the second floor of the hospital near the cafeteria. Park on the east side of the hospital and enter through the Outpatient entrance. ■

To register for these events or learn about the entire seminar series, call 1-877-924-WELL (9355) or visit [mvmedicalcenter.com](http://mvmedicalcenter.com).

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Sweet Repeats

**Desert Rose Preschool at Las Sendas**

A place where children learn and feel secure because they are surrounded with love, patience and understanding.

Classes for 3-year-olds, 4-year-olds and Pre-K.

For more information, call preschool director and teacher Rose Buttitta at (480) 654-4223.



REAL ESTATE

# THERE IS FINANCING FOR THOSE WHO ONCE HAD NO OPTIONS

Submitted by Jason Archer

You've seen the headlines and heard the television reports, but are you familiar with the reality?

The reality to which I'm referring is the one whereby banks and traditional lending institutions have basically ceased financing for borrowers, who are more than capable of carrying a mortgage payment.

In today's lending environment, even borrowers, who carry high credit scores and are flush with cash, are looked upon as suspect by mortgage underwriters. Those of us putting high quality deals together are left scratching our heads as to why.

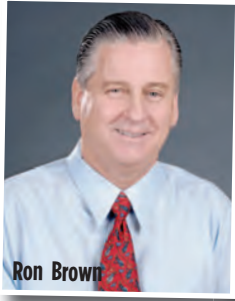
The simple fact is *financing has become a major problem with closing real estate transactions in today's market.* This is especially true for those who are self-employed, or for those who have been through a short sale.

But the good news is... now there is help!

Don't let a short sale or some other financial setback keep you from inquiring as to other financing options. Sure, perhaps a bank or traditional lender may not give you a yes. However, the *private lending* or *investor* option is more viable now than ever before!

And... it may be just what you need.

Coldwell Banker Trails And Paths, a real property brokerage, located in the Las Sendas area, has been working hard to put buyers together with investors. Specifically, they have designed a program whereby a qualified buyer, who may have been through a short sale,



**COLDWELL BANKER**

**TRAILS AND PATHS**

gone through a divorce, or is self-employed, can get financing on a home purchase by working with one of their investors willing to lend private money on the deal!

No more dealing with mortgage underwriters half a world away that may or may not understand or even care about your circumstances. Now, through Trails And Paths, if you have undergone a short sale or are self-employed, you, too, can gain access to financing using private money available through one of the investors working with Ron Brown and his team at Coldwell Banker Trails And Paths.

Having the private lending option changes the financing game tremendously by eliminating the need for a borrower to meet traditional requirements. By working with an investor, your financing can be structured in such a way that moving forward is based primarily on whether or not the risk/return ratio makes sense for the investor and the payments make sense for you. Credit history and your type of employment carry less weight than with traditional lending institutions bound by the policies and procedures of seven layers of management. ■



*If you'd like to know more, contact Ron Brown at Coldwell Banker Trails And Paths, and ask him if private lending is right for your situation. He can be reached at (480) 355-4700.*

EVENT

## Cut-a-thon to benefit SUNSHINE ACRES CHILDREN'S HOME

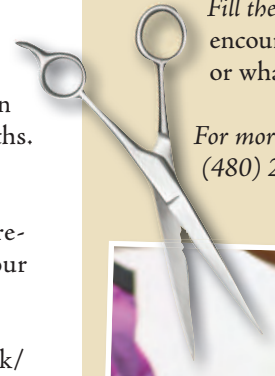
By Dawn Abbey

The holidays may be over, but the need for charitable giving still remains, and that's why Mike Magri, owner of Mike's Barbershops, is planning a fund-raising haircut-a-thon on Sunday, Feb. 19, from 10 a.m. to 4 p.m., to benefit Sunshine Acres Children's Home.

All proceeds from haircuts done that day at Mike's Barbershops, 5057 E. McKellips Road, will go to the children. In addition, Mike plans to park his pickup truck outside the shop with a sign saying,

*Fill the bed for Sunshine Acres.* "Everyone is encouraged to bring clothes, toys, donations or whatever for the home," said Mike. ■

For more information, call Mike's Barbershops at (480) 218-5964.



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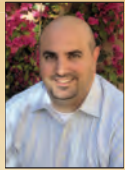


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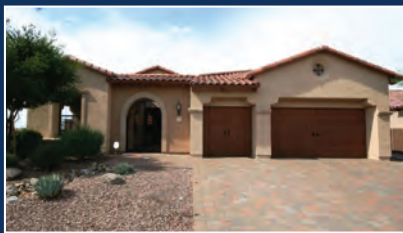
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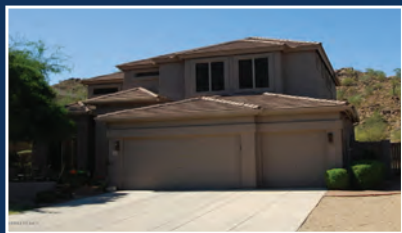
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