

## Fred Astaire Dance Studio CELEBRATES THE SEASON WITH DANCE

By Kimberly Alvarado

Sasha Kharchenko and Alexander Zarek, directors of Fred Astaire Dance Studio Las Sendas, wish to thank everyone who came to their recent grand opening event. The evening’s activities and community support helped raise approximately \$2,000 for Sunshine Acres Children’s Home.

Alex described the grand opening as a “special night, complete with the ambiance of a wedding. It was the perfect beginning to new dancing possibilities and a celebration of profitability for a great cause.”

Prior to the grand opening experience, lots of work went on behind the scenes to prepare the studio for the evening of dancing, the live musical performance, and the click of the cameras. Alex and Sasha looked no further than their own family to help bring their dance studio dream, which began on a piece of paper, into a brick-and-mortar reality.

“I want to sincerely thank my family,” said Alex. “Each of my brothers and my father put in a lot of blood, sweat, and tears, along with Sasha and I, to prepare the academy for its opening.”

Alex’s father Tom, and his brothers,



Trevor and Kristopher, traveled from the states of Wisconsin and Washington, respectively, to install the beautiful hardwood flooring. Together, they worked many hours constructing the indoor spaces which now provide a family-friendly atmosphere for learning, gathering, and dancing. “In addition, my family participated in the grand opening event, as incredible hosts, and I am grateful for each of them,” Alex added.

Each month the studio will be offering a specific dance workshop or master group class to help the less-confident ones get out onto the dance floors.

Stop by Fred Astaire Dance Studio’s booth at



the Holiday Boutique, scheduled for Thursday, Nov. 17 at Las Sendas Trailhead Member’s Club, to say hello to the neighborhood’s newest expressive artistic niche directors. A variety of gift certificates will be available for purchase for the entire holiday season.

When planning for dance class, remember that attire is casual and comfortable. Dress to feel engaged in the dance. ■

Regardless of your age or ability level, there is something for everyone at the Fred Astaire Dance Studio. Check out the possibilities for private lessons, group lessons, and even competitive dancing options on their website: [www.fredastaire.com/las-sendas](http://www.fredastaire.com/las-sendas).

## The Christmas Idea House features HOLIDAY SHOPPING FOR A CAUSE

By Christine Anthony, Desert Club

Martha Stewart has nothing on the women of Desert Club, who magically transform a private home into a holiday wonderland each year, called the Christmas Idea House. Visitors to the event will find everything they need to make the holidays extra special, including holiday décor, unique gifts, and gourmet goodies.

This year’s home is located in Northeast Mesa’s Las Sendas community on Thursday Dec. 1, Friday, Dec. 2, and Saturday, Dec. 3. The Christmas Idea House, which lures thousands of visitors each year, is the primary fundraiser for Desert Club, an all-volunteer women’s organization. The event is held at a different luxury home each year at various locations in the East Valley.

The homeowners allow Desert Club members to decorate the home from top to bottom in holiday finer — everything imaginable for holiday decorating and gift-giving. One hundred percent of the proceeds are given back to the community through need-based scholarships and grants to local charities. To date, Desert Club has raised more than \$2.9 million.

There are three ways to experience the Christmas Idea House, beginning with the Preview Gala on



Thursday, Dec. 1 at 5:30 p.m. Be the first group to tour the home, and enjoy a gourmet buffet followed by an exclusive home tour and shopping (reservations required; tickets are \$90 per person).

On Friday, Dec. 2, guests may attend one of two seating times for the Yuletide Brunch (9 and 10:30 a.m.), where guests enjoy a lavish brunch, followed by the home tour and early-bird shopping. Tickets are \$65.

The home is open for Public Tours and shopping on Friday, Dec. 2 from 4 to 8 p.m., and on Saturday, Dec. 3 from 9 a.m. to 4 p.m. Tickets are \$10 each and can be purchased at the door or online.

Parking for the Preview Gala and Yuletide Brunches will be noted at the time of ticket

purchase. Public Tour parking is located at Las Sendas Elementary School (3120 N. Red Mountain, Mesa). For both events, shuttles will transport guests to and from the home, located in a private gated community. ■

For more information and to purchase tickets, visit [christmasideahouse.org](http://christmasideahouse.org).



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EDUCATION

PARENTS ARE PARTNERS IN EDUCATION

By Mckenzie Dyer for Self Development Academy

It is hard to believe that schools are already in the midst of their third school year in a post-pandemic era. While schools across the nation adapt to address learning gaps because of online learning and high levels of absences during quarantine, teachers and administrators have also discovered an unexpected secondary result of pandemic learning.

Students returning post-pandemic have higher levels of disciplinary issues and low levels of fundamental student skills such as note-taking, task management, organization, and study skills.

What can be done to address these complex and widespread needs in both academics and behavior? The answer lies in a strong partnership between parents and schools. Though the problems faced by schools are new, research from as early as the '80s has documented that "parent involvement in children's learning is positively related to achievement... This holds true for all types of parent involvement in children's learning and for all types and ages of students." (Colton, 2-3).

The most crucial tool for parent involvement is active communication between teachers and parents. While it may have once been enough to ask students how they are doing in class and if they need any help, no longer is this type of inquiry adequate. The best source for that information



regarding student performance is the student's teacher.

Communication between parents and schools needs to be multi-faceted. Very rarely should communication come from a single source. Proactive schools should reach out in hardcopy methods, like letters home and written progress reports; verbal conversations, both in formal meetings, such as parent-



teacher conferences and in more informal moments, like phone calls or chats before or after school; and digital communication such as emails, classroom workspaces such as Google classroom, and online grading systems.

Early communication and quick parent responses are pivotal to effective communication. Proactive parents should, at the very least, check student grades once a week. They should also check the email account they registered with their student's school to be sure they have the most up-to-date information.

When it comes to behavior management, it helps schools when parents work together with teachers to reinforce behavior expectations and corrections. Schools desperately need parents' trust when reaching out about behavior issues. Similar to children of split households, student behavior can often vary between home and school, as it does from parent to parent.

Certain behaviors might never occur at home, but if the school is reaching out about it, it has become an issue for them. If parents and schools are on the same side of behavior issues, consequences and corrections become much smoother and more effective than when the school must reinforce alone. Parents should enforce these at home. Parents can also be advocates for the school by modeling desired behaviors and sticking to and defending school disciplinary decisions. Frequently student behavior escalates when parents contradict the school when students are at home or, to an even more destructive effect, outrightly insult the school or teachers in the student's presence. If parents truly have concerns about school policy or other occurrences, they need to reach out to the school, not complain to their students. Not only does that further inflame

negative behavior at school, but it also means parent concerns won't ever be addressed if the school is not made aware.

It is also worth noting that students pick up on many subtle indicators about their parent's attitudes toward education in general based on their parent's actions. Post-pandemic, schools have had an increase in student absences related to long vacations during the school year. While it is relatively harmless to miss a day or two at the beginning or end of a long weekend, extended absences of a week or more can negatively impact students in many ways.

The best way to help students is for parents to model the desired behaviors. Students will benefit from parents exemplifying good study habits and organization. For example, if parents and schools wish students to read more or improve their reading skills, parents should read with their children or be seen reading on their own time.

All in all, there are numerous ways parents can work together with schools to ensure their students' success academically and behaviorally, but they are all rooted in proper communication. Like all conversations, this communication must extend both ways, from parents to teachers and teachers to parents. Parents must also put in the work at home to bolster the school while teaching their students their way. Together as partners in education, parents and schools can strengthen their students and improve educational outcomes. ■

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EVENT

# East Valley Church to host Fall Festival and Craft Sale

*Submitted by East Valley Church*  
East Valley Church will host a fall festival and craft sale on Saturday, Nov. 12 from 10 a.m. to 3 p.m. at 2160 N. Power Road, Mesa.  
The festival will feature handmade crafts galore, from indoors to outdoors. Several vendors are participating, for a chance to experience a hometown, local support opportunity.  
The event will sponsor a silent auction, baked goods, and games and activities for the kids.  
There will be all day fellowship for everyone. ■

For more information, contact Connie Little at (480) 298-9336, or Garsh Woosley at (480) 235-2149.



EVENT

# Canyon Winds Retirement Community TO HOST CAR SHOW



*Submitted by Canyon Winds Retirement Community*  
Canyon Winds Retirement Community is hosting an annual Car Show on Saturday, Nov. 12 from 10 a.m. to 1 p.m. at 2851 N. Boulder Canyon, Mesa, 85207, in the Las Sendas neighborhood.  
The event will feature free food, drinks, popcorn, music, and raffles.  
Food donations will be accepted on behalf of the United Food Bank. ■

For more information on how to participate, visit [canyonwindsretirement.com](http://canyonwindsretirement.com), or call (480) 948-0700.

# UpClose

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# LAS SENDAS GOLF CLUB

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## Embrace the Holidays at Las Sendas Golf Club

By Kimberly Alvarado



### JUNIOR GOLF STICKS PROGRAM AT LAS SENDAS GOLF CLUB

Kids ages 5 to 15 now have an opportunity to learn to play golf with PGA and LPGA pros. Sessions will be on Tuesday afternoons from 4 to 5:30 p.m. at the Las Sendas Golf Club.

Flexible is the key word for this program, allowing attendance for any or all 20 sessions at the exceptional price of just \$20 for each Tuesday attended. Participants will rotate into skill-building stations along with the opportunity to participate in course play.

This program is a great way for junior golfers to learn the game or improve their current skill level of play.

Interested in registering? Drop by the Pro Shop, contact Tracy Berman at [tberman@lassendas.com](mailto:tberman@lassendas.com), or call or text (602) 920-8208. Online registration forms are available at [lassendas.com](http://lassendas.com) and click on Instruction/Programs, Las Sendas Golf Academy.

Also, 'tis the season for Back 9 and Breakfast but you will have to golf on weekends in order to take advantage of this opportunity. Enjoy nine holes of golf followed by a delicious breakfast on the patio this month.

### THE VISTAS PAVILION AT LAS SENDAS WELCOMES A NEW BANQUET CHEF

Omar Elmukhtar is the new banquet chef for The Vistas Pavilion at Las Sendas. Omar has been in the culinary business for 35 years. He started out as a dishwasher in his

dad's restaurants, fell in love with the kitchen business, and never looked back.

Omar has been an executive chef for the Royal Caribbean cruise line, and he worked in hotels in Turks and Caicos. His last stint was as a corporate chef for Aramark in charge of hotels within the National Parks. Omar's favorite quote is, "it is what it is."

"We are so excited to have Omar join our team to provide you with exceptional food choices for your next event," said Food and Beverage Manager, Javier Cardenas. Next time you are at The Grille, be sure to say hello to Omar.

### A FUN HOLIDATE NIGHT

Join The Vistas Pavilion and embrace the present at our Champagne Reception on Nov. 16 at 5:30 p.m., where we will be offering Luc Belaire, the new tradition in sparkling wines.

A variety of sparkling wines paired with plenty of exquisite hand-crafted hors d'oeuvres will make an impressive date night for you and someone special.

To make a reservation, call (480) 396-4000, ext. 222 or email [cshaw@lassendas.com](mailto:cshaw@lassendas.com). Price is \$79.99 per person plus tax and gratuity.



### THE PATIO & GRILLE AT LAS SENDAS BRINGS BACK LIVE MUSIC

The temperature has cooled down and we are back in full swing at The Patio & Grille at Las Sendas. Starting in November, we will have a brand-new menu and live music every night from 5 to 8 p.m. to keep you entertained while enjoying our amazing sunsets.

Fall hours are 10 a.m. to 9 p.m. Monday through Thursday, and 8 a.m. to 10 p.m. on Friday, Saturday, and Sunday.

Don't miss the new salad selections, including a fall favorite — Roasted Butternut Squash. The appetizer line-up for fall includes Oysters, Lolli Pops (Lamb), and Prime Rib Flatbread. Additionally, a fresh signature cocktail menu is nothing short of delightful.

Live music, compliments of Guitarras Latinas (*Latin Guitars*), will be serenading guests through each Arizona sunset. This five-man band is celebrating more than five years of enchanting audiences with the beautiful music of Latin America. Their blend of *Spanish fire and passion* has been showcased at The Patio & Grille at Las Sendas for many seasons. ■



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LOCAL BUSINESS

Serve Gelato Pies for a Unique Holiday Treat



By Dawn Abbey

Holiday events are fast approaching and the question is always what to serve. Brian, owner of the newly opened Gourmet Gelato & Coffee in Northeast Mesa has a cool option — serve gelato pies for dinner desserts, and parties.

“When thinking about the holiday season, it is common to serve pies like pumpkin and apple for dessert. So, I decided to create gelato pies for a different surprise treat,” Brian revealed.

He has come up with at least a half dozen special flavors that include the pie crust mixed right into the gelato flavor — similar to a Cookies & Cream-style ice cream. Brian has created Spicy Pumpkin, Caramel Green Apple, Key Lime, Banana Cream, Passion Fruit Cheesecake, and Peach Cobbler — with perhaps more to come.

“Party holders can special order any size cup or waffle cone cup packed with one or two flavors, and have them delivered or picked up frozen. We are one of the few gelato shops that offer two flavors in our smallest size cup.”

Brian also suggests ordering gelato cups and waffle cones or cups for that birthday party or shower to make it a more special event. In addition to the pie flavors, Brian offers 24 regularly available flavors such as White Chocolate Cherry, Bailey’s Coffee Crunch, or Birthday Cake.

“We successfully did a dinner party of 40 which was

served in medium cups, and are currently working on a bridal shower. I would like people to know this can be made fresh, custom-ordered frozen and it will not melt on the drive home,” Brian said.

“For the lactose intolerant, we have several flavors of sorbet without dairy, such as Dark Chocolate, and all our berry flavors such as Triple Berry. And diet-conscious gelato lovers will be happy to learn that gelato has about half the calories per serving of ice cream. It has less fat and more taste.”

Party makers are welcome to come in and taste the flavors or give Brian a call to get more information.

But let’s not forget about the coffee part of Gourmet Gelato & Coffee. Brian opens up early at 7 a.m. for those who want their morning brew. He offers House Blend and American style, and coffee favorites such as lattes, cappuccinos, and mochas with a variety of syrup flavors.

Almond and oat milk mixtures are also available.

Want a little gelato with your caffeine? Order an Affagato — your choice of gelato in a cup with a shot of hot espresso poured on top. There’s also a unique treat called a Gelato Slider. It’s a Hawaiian Sweet Bun filled with your favorite gelato topped with a white chocolate glaze, then heated. No, the gelato doesn’t melt.

There’s also a variety of muffins and puff pastries to go with your coffee choice.

Brian is proud to say that all his gelato is house-made and fresh. “I always loved gelato, and one day I decided that’s what I wanted to do.”

Brian attended classes at Carpigiani Frozen Dessert University, an international school training in the art of artisan gelato-making. He then studied for two years under a mentor. ■

Gourmet Gelato & Coffee is located in the shopping center on the southwest corner of Power and McDowell roads. For more information, call (480) 415-8429. You can also follow them on Instagram @gourmetgelato&coffee.



EVENT

MAHNAH CLUB ANNOUNCES Christmas with the Angels Luncheon

Submitted by Mahnah Club

The Mahnah Club of the East Valley will be hosting their Christmas with the Angels Luncheon on Saturday, Dec. 3 at the Las Sendas Vistas Pavilion. Guaranteed to be a fun, social event, all the proceeds go directly to children, families, and the diverse organizations the club supports.

There will be raffle baskets, silent auctions, and door prizes. Also, don’t miss one of the Valley’s best singing groups, Uptown Angels — check them out on Facebook.

For more than 66 years, the Mahnah Club has been involved in community service and activism to help support those in

need. We are a group of women who raise money to support organizations as big as Child Crisis of Arizona, which we founded, and helped raise the money necessary to establish Child Crisis Center in the East Valley, Save the Family Foundation of Arizona, and A New Leaf.

We also support such diverse organizations as Kaity’s Way, Soldier’s Best Friend, Future 4 Kids, American Legion’s Girls State, and House of Refuge. In years past, we have given scholarships to high school seniors who share our passion for community service.

Mahnah Club is much more than just fundraising. We are a group of women who care about the community and each other. A sisterhood if you like, who want to help others, and have for decades. ■



The Christmas with the Angels Luncheon will be held between 10 a.m. and 2 p.m. on Saturday, Dec. 3 at the Vistas Pavilion, located at 7555 E. Eagle Crest Drive, Mesa. Tickets are \$75 and are available on our website — mahnahclub.org. We hope to see you there.



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REAL ESTATE

# How a Seller-Paid Rate Buydown is a WIN/WIN FOR BUYERS AND SELLERS

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

Higher interest rates are one of the top reasons why the market has done a sudden slow down since May.

The current real estate market is a lot different than it was a year ago, when we had record low inventory, homes selling in one day, and bidding wars. It was a seller's market and sellers had all the control.

Then the sudden jump in interest rates followed by continued rate increases made buyers either put their decision to buy on hold or, for some, were priced out of the market altogether.

Although technically we are still in a seller's market, it feels more like a buyers' market and buyers are now in the driver's seat. Buyers are asking for repairs, which was almost nonexistent in the seller's market, when everyone was buying *as-is*. Buyers can now get their offer accepted when it is contingent on the sale of their current home, but the biggest change and something we haven't seen in the last year or two is buyers are asking for sellers' concessions.

Many buyers are tempted to ask for purchase price reductions. While this feels like a win, it might be better to ask the seller for that money in a concession. Seller's concessions can be used to pay for closing costs *and* to buy down the buyer's rate.

Sellers are seeing their homes sit on the market and will do price reductions to try and get their home sold. Offering sellers concessions that the buyer can use to buy down their rate — will not only entice buyers but will net the seller more money as well.



### WHAT IS A SELLER-PAID RATE BUYDOWN

A rate buydown is a way for a buyer to obtain a lower interest rate by paying discount points at closing. Discount points are a one-time fee paid upfront that will reduce the interest rate for the loan term.

### HERE IS AN EXAMPLE OF HOW DISCOUNT POINTS WORK

Let's say you are looking to purchase a single-family home for \$700,000 and are putting 20 percent down. This would give you a loan amount of \$560,000. The interest rate is 7 percent on a 30-year fixed-rate mortgage.

If you want or need a lower interest rate to lower your monthly payment, you have to buy down the rate, which means paying a lump sum up-front (discount point), that will reduce your rate. To buy down the rate by 0.5 percent, it will cost you one percent of the loan amount — so in this scenario, one percent is \$5,600, that would be added to your closing costs, and your interest rate would drop from 7.0 to 6.5 percent and save you \$186.11 per month.

### A PRICE REDUCTION VERSUS A BUYDOWN

If you were going to offer \$10,000 below the seller's list price, in the example above, that would only lower the payment by \$63.21. If you were to put that same \$10,000 to work in points and buy down the rate, it would lower the monthly payment by \$271.57. From a monthly payment perspective, asking for the concession and paying full price makes more sense than getting a \$10,000 lower purchase price and paying the full interest rate.



### HERE IS ANOTHER EXAMPLE IN A CHART FORMAT

	Market Price and Rate	Reduced Price	Seller Rate Buy-down
Purchase Price	\$700,000	\$680,000	\$700,000
Down Payment	10%	10%	10%
Loan Amount	\$630,000	\$612,000	\$630,000
Interest Rate	6.5%	6.5%	5.5%
Term	360	360	360
Cash to Close	\$78,205	\$76,081	\$77,947
Mortgage Payment	\$4,855	\$4,717	\$4,450
Buyer Monthly Savings		\$138	\$405
Price Reduction		\$20,000	
Cost to Seller		\$20,000	\$12,600
Seller Proceeds	\$700,000	\$680,000	\$687,400

### THE ADVANTAGES OF A SELLER-PAID RATE BUYDOWN

- Offering a below-market interest rate for the property will entice more buyers
- It nets the seller more money than a price reduction
- Saves the buyer money on their monthly mortgage payment for the term of the loan
- Helps hold home values for the area by not doing a price reduction
- Avoids the stigma of a price reduction

If you would like more information on how a seller-paid rate buydown may be a great option for you or how it works either as a buyer or seller, please don't hesitate to contact me at (602) 571-6799. ■

Lorraine is a Multi-Million Dollar producing agent, has been a full-time Realtor for over 13 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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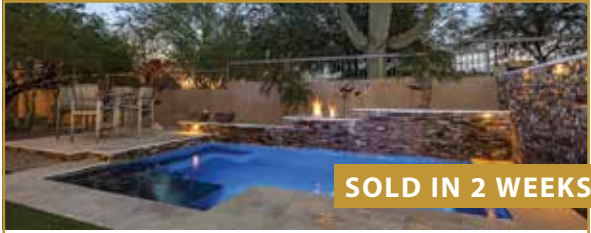
SOLD IN 1 DAY

Las Sendas - Upgraded - \$475,000  
2105 Sq Ft, 4 Bed, 3 Bath



SOLD IN 5 DAYS

Las Sendas - Cul-de-Sac, \$615,000  
2105 Sq Ft, 3 Bed, 2 Bath



SOLD IN 2 WEEKS

Las Sendas - Remodeled, Pool, \$645,000  
1756 Sq Ft, 3 Bed, 2 Bath

“It was a pleasure working with Lorraine on our first home purchase. When we found our perfect home Lorraine did her comps and priced the house and helped us with putting the right price for the offer. She helped us with the negotiations and our offer was accepted. She and her assistant Karen helped us through every step from the offer to the closing. I really enjoyed working with Lorraine and Karen as they were very knowledgeable and were available to answer all of our questions. I highly recommend Lorraine and her team! 🌟 – VS





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LOCAL BUSINESS

## Sweet Repeats Consignment advises **DRESS YOUR BEST ON A BUDGET**

By Jenn Franco, Sweet Repeats Clothing Consignment Shop

Economic uncertainty is on everyone's mind lately, with rising gas and grocery costs forcing individuals and families to make smarter choices in their spending habits.

New clothes are usually one of the first expenses that fall by the wayside when budget cuts happen. But with more people going back to in-person jobs, good quality clothes can be a necessity, not just an indulgence.

Consignment shopping is the low-cost alternative to keep your wardrobe fashionable and fresh without breaking your budget. Almost everyone has had a moment when you open your closet door and feel overwhelmed



by the choices for the day. Changes in seasons, looks, and not to mention waist-lines, can take all the fun out of looking your best.

Sweet Repeats

Consignment in Mesa is the answer. The shop features affordable, quality clothes and accessories from mid-to-better brands at a fraction of the cost of original retail. From classic office attire, formal or fun dresses, to casual golf gear, Sweet Repeats has a huge selection of styles to fit all your needs. Nearly all items are reduced every 30 days to keep inventory moving, so bargain hunters visit regularly for the best possible deals.

Sweet Repeats Consignment is not a thrift store. All items accepted for consignment must be freshly cleaned and in new or nearly new condition without stains or damage. Plus, consignors make money by selling their *under-loved* items without the expense, work, and bother of a yard or garage sale. By having a resale expert price, display, and market the items, sellers realize more income

than if they attempted to do this themselves.

If you haven't been to Sweet Repeats in a while, then you are in for a surprise. In 2021, the staff were able to expand into the space next door, adding nearly 800 square feet of more shopping space, including a small men's department. Sweet Repeats also features some of their best items for sale online at [SweetRepeatsMesa.com](http://SweetRepeatsMesa.com) and has sold and shipped items from as far away as Hawaii and New York City.

Even though items regularly are reduced, there are always some items that fail to find their forever home quickly. Sweet Repeats has quarterly clearance sales to give these items one last push before donating unsold goods to local charities.

Mark your calendar as Sweet Repeats Fall Clearance is scheduled over the Black Friday weekend, Friday, Nov. 25 and Saturday, Nov. 26. The clearance sale will feature \$1 sidewalk sale items, 50 percent green tags, and 10 percent off all other items, excluding black tags. ■

Sweet Repeats Clothing Consignment Shop is located at 6039 E. University Drive in Mesa. Shopping hours are Monday to Friday 10 a.m. to 4 p.m., Saturday 10 a.m. to 5 p.m., and closed on Sundays. For more information, call (480) 275-2480, email [sweetrepeatsmesa@outlook.com](mailto:sweetrepeatsmesa@outlook.com), or visit [SweetRepeatsMesa.com](http://SweetRepeatsMesa.com).





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## Helpful Thoughts for the Holidays

Kevin Glen, LPC, Scenario Counseling is located at 2929 N. Power Road, Suite 101, in Mesa. Kevin can be reached at (480) 204-7147 or by email at [kevin@scenariocounseling.com](mailto:kevin@scenariocounseling.com).

## A well-maintained backyard patio featuring a blue sectional sofa, two armchairs, and a coffee table on a stone tile floor. The patio is bordered by a wooden fence and decorated with potted plants and flowers.



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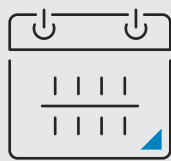
## MARKET HIGHLIGHTS



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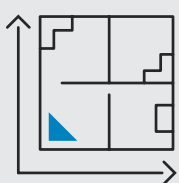
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**158**  
INVENTORY

Data from September, 12th  
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REAL ESTATE

Rebates, Tax Credits, and Energy Savings

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



Natascha and John Karadsheh

This is the time of year when we all feel lucky to live in the Valley of the Sun. The weather is spectacular and it's that amazing time of year when we don't need heating or air conditioning.

With the rising cost of energy that is being anticipated worldwide this winter, we feel especially fortunate this year that we don't have the same challenges as those who live in colder climates where heating costs are expected to rise by as much as 30 percent.

While we will have great weather in the coming months, now is actually the time of year to start making smart energy-efficient improvements to your home. Instead of rushing before the summer hits, you will have time to do your research and may even get a tax credit for 2022. Check out our tips below.

**INCREASE YOUR INSULATION:** You probably never thought about re-insulating your home, but it is estimated that 90 percent of homes in the United States are under-insulated. Blown-in insulation settles over time and, as it does, reduces your home's energy efficiency.

Both Salt River Project (SRP) and the IRS offer rebates and credits to help defray the costs. Check out SRPnet.com and EnergyStar.gov for all the details.

**INSTALL SMART THERMOSTATS:** Programmable thermostats are great, but smart thermostats are even better.

SRP is currently offering smart thermostats at a substantial discount. You can also get up to \$100 off your SRP bill when you join the SRP Bring Your Own Thermostat Program.

**UPGRADE YOUR AC SYSTEM:** Did you know that during the summer up to 50 percent of your electric bill can come from your air conditioner? If your HVAC system is in need of replacement, consider doing the swap during the winter months when HVAC contractors are not as busy.

SRP offers up to a \$1,125 rebate on a new energy-efficient AC and you may also be eligible for federal residential energy efficiency tax credits. Check out SRPnet.com and EnergyStar.gov for all the details.

**ORDER SHADE SCREENS:** According to SRP, “about 50 percent of the heat that enters your home comes through the windows.” This means that shade screens are one of the best investments in the energy efficiency of your home.

SRP has rebates for sunscreens installed on *sunstruck windows*, which are defined as east, west, and south-exposed windows.

**ASSESS YOUR WATER HEATER:** Did you know that your water heater is the second largest consumer of energy in your home? A few small lifestyle choices can really make a difference in the amount of energy used, such as taking shorter showers.

Do you need to replace your water heater? Then don't forget that the City of Mesa will give you a \$25 rebate if you purchase a natural gas water heater and an efficient water heater may also qualify you for federal residential energy efficiency tax credits. Visit MesaAZ.gov and EnergyStar.gov for more details.

Wondering which upgrades will add the most value to your home? Call us for a consultation and let us help you think through the best way to invest in your property. ■

John and Natascha Karadsheh are co-owners of KOR Properties, a boutique real estate brokerage serving the Valley of the Sun.

John is the Designated Broker of KOR Properties and has been a Multi-Million Dollar producing agent for over 20 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.

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Groves Area  
Market Report

Sales over \$350,000 for the  
Month of September 2022



John Karadsheh

Address	Square Feet	Community	Sold Price
5853 E Norland St	1,046	Red Mountain Aviara	\$355,000
2524 E Fountain St	1,573	Brownmore Estates	\$425,000
5431 E Greenway St	1,386	Alta Mesa	\$440,000
5055 E Hannibal St	1,676	Higley Heights	\$457,000
2010 N Lindsay Rd	1,864	County Island	\$465,000
5736 E Lawndale St	1,833	Apache Wells	\$476,500
5034 E Glencove St	1,971	Higley Heights	\$480,000
1824 N Sunview	1,749	Silverado	\$510,000
1013 N Sandal Cir	1,967	Alta Mesa	\$522,000
851 N Gaylord Cir	2,025	Mesa Estates2	\$525,000
944 N Ambrosia	2,003	Silverado	\$575,000
1424 N St Paul	2,841	Higley Heights	\$600,000
4236 E Ellis Cir	1,919	Montecito	\$650,000
2916 E Lockwood St	2,578	Vista Mesa	\$657,000
2027 E Hale St	2,623	Dover Estates	\$674,900
2054 E Hale St	3,819	Dover Estates	\$713,000
1454 N Rose Cir	2,533	Miller Heights	\$715,000
851 N Citrus Cove	2,868	Groves	\$780,000
1426 N Omaha Cir	2,413	Valencia Park Estates	\$780,000
2257 E Inca St	3,315	Hy-Den Place	\$825,000
3160 E Nance Cir	3,705	Rancho De Arboleda	\$850,000
2251 N 32nd St #1	3,517	Tanner Grove Estates	\$925,500
3459 E Norwood Cir	3,568	Hermosa Groves North	\$940,000
4163 E Fox St	4,444	Mahogany	\$950,000
2048 E Norcroft St	3,438	Groves of Hermosa Vista	\$975,000
4048 E Laurel St	3,770	Spyglass Estates	\$1,070,000
2051 E Hermosa Vista Dr	3,669	Citrus Del Ray	\$1,100,000
3213 E Ivyglen Cir	5,439	Arboleda	\$1,100,000
2505 E Lehi Rd #9	5,181	Citrus Walls	\$1,170,000
2921 N 34th Pl	3,802	County Island	\$1,300,000
2339 E Minton St	6,032	Hermosa Vistas	\$2,000,000
1749 N Lemon	4,683	Cobblestone at the Groves	\$2,250,000

Information gathered from the Arizona Regional Multiple Listing Service is deemed reliable, but not guaranteed.

Sales Information Provided By John Karadsheh, ABR, CRS, DESIGNATED BROKER • KOR Properties www.KORproperties.com

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**LISTED BY: SHEIROL JOHNSON**

CUSTOM NEW BUILD IN CRISMON PEAKS  
2,902 SF / 4 BR / 2.5 BA  
OVER 1 ACRE LOT / NO HOA  
\$984,000



**LISTED BY: NATASCHA KARADSHEH**

SONORAN HEIGHTS @ LAS SENDAS  
3,655 SF / 5 BR / 3 BA  
GOLF COURSE LOT  
\$885,000



OWNER / AGENT

**LISTED BY: HEATHER MALDONADO**

IRONWOOD PASS @ LAS SENDAS  
1,571 SF / 3 BR / 2 BA  
FULL CUSTOM REMODEL  
\$650,000



**LISTED BY: LORRAINE RYALL**

RED MOUNTAIN RANCH  
2,068 SF / 3 BR / 2.5 BA  
ELEGANTLY REMODELED  
\$545,000



**LISTED BY: JOHN KARADSHEH**

SANDS ESTATES HISTORIC DISTRICT  
2,466 SF / 3 BR / 2 BA  
ORIGINAL OWNER HOME  
\$450,000



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\$309,000



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LA CASA DE FUENTE  
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**EVENT**

## Shop Local and Support Children AT HOLIDAY BOUTIQUE

By Kimberly Alvarado

It is the most wonderful time of the year and the gifts you purchase for the most important people in your life should be special and unique.

The upcoming Holiday Boutique at the Las Sendas Trailhead Member's Club provides the opportunity to support local vendors, and a nonprofit organization dedicated to feeding children in need of a warm meal.

Mark your calendars for Thursday, Nov. 17 from 5 to 8 p.m. Drop in and experience the holiday hospitality and ambiance, sure to put you in the spirit of giving.

This year more than 20 vendors bring their products and services to this festive local boutique. Think *fancy* as you browse through fashionable jewelry, clothing, and accessories. Maybe an important person on your list deserves a bit of pampering. Skincare, beauty, and wellness products will be plentiful.

Put a checkmark next to the name of that special someone with a sweet tooth, or their nose constantly buried in a great book. Maybe artwork or a dance lesson would make that perfect present for the one who has *everything*. Think *distinctive* with local gifts unavailable through the clicks on your home computer.

This year's vendors can be found at [mylassendas.org](http://mylassendas.org).

**CORBIN'S LEGACY — BUY A BRACELET, FEED A CHILD**

Corbin's Legacy, a local nonprofit organization dedicated to feeding hungry children, will benefit from your participation. The mission of this organization is to improve the outcomes of under-represented elementary school children through the elimination of food and medical insecurity.

Corbin's Legacy was established in memory of Corbin Leafman, a kindergarten teacher, who died at the young age of 30 from cancer. She wanted to be remembered for the compassion she had in life to serve the needs of hungry children. Learn more about her meaningful story at [corbinslegacy.org](http://corbinslegacy.org).

Bracelets for Corbin's Legacy will be available for purchase at the boutique. One purchase can feed one hungry child for an entire weekend. Your support is literally life changing. #makingchange4good #becauseweknewher

Skip online ordering this year and really engage in the benefits of this unique personal shopping experience, without leaving the neighborhood. The variety of artisans, accessories, services, and inspiration will certainly help you start crossing names off your nice list. ■

The 3rd Annual Holiday Boutique will be held at the Las Sendas Trailhead Member's Club on Thursday, Nov. 17 from 5 to 8 p.m. To find out more information regarding Corbin's Legacy, visit [corbinslegacy.org](http://corbinslegacy.org). For more information on the holiday boutique, visit [mylassendas.org](http://mylassendas.org).




**Zaina Rashid, D.O., F.A.A.D., F.A.O.C.D.**


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**Non-invasive, no downtime** - Ultrasound energy precisely passes through the skin's surface, heating the mid-dermal tissue at just the right depth and temperature to rejuvenate collagen fibres and improve the overall appearance of aging skin. Patients can get right back to normal life immediately following treatment

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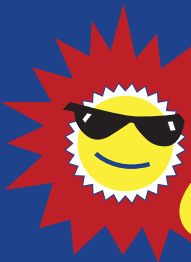
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HEALTH

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By Dr. Patrick Hart,  
The Hart Center

Dedicated to the people I serve, I have enjoyed providing mental health care for the past 30 years. I've also sustained a gratifying independent private practice for well over two full decades.

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Solution-focused with my clients, I help people resolve psychological difficulties that involve problems of depression and anxiety. I also assist individuals, couples, and families by extending skills-based counseling to help them manage life-defeating and self-destructive habits and behavioral problems.

My clinical background is one of extensive academic training coupled with experience in hospitals, public agencies, and private mental health settings. ■

For more information, contact Dr. Patrick Hart by phone at (206) 547-4357.



LOCAL BUSINESS

TNK Clinical Spa Offers Holistic Approach  
**TO BEAUTY THIS HOLIDAY SEASON**

By Jamie Killin

TNK Clinical Spa offers Mesa residents a holistic approach to beauty where clients can prepare for the holidays with top-quality treatments like PRP therapy, injections, and facials, all while relaxing and enjoying a break from the busyness of the season.

The spa offers everything you could need to look and feel your best for holiday parties and festive gatherings, including corrective facials, body sculpting, PDO thread lifts, Botox, filler, PRP, laser teeth whitening, and even tattoo removal. For ultimate relaxation, guests can also opt for aromatherapy to balance the sympathetic and parasympathetic nervous systems.

During the winter, owner Tuynke Romane recommends more intense facial treatments such as chemical peels, PRP, and micro-needling.

"It's a new season, and we can take advantage of the weather getting cold with these treatments that can make your face more susceptible to damage from the sun during the summer," said Tuynke. "The winter is the perfect time for renewal, and you can do these more aggressive treatments to prepare for Christmas and the new year."

She also encourages clients interested in teeth whitening to make their appointments in November, ahead of holiday photos and events, for a brighter smile.

With each treatment, Tuynke uses the training she received from her native country of Chile and a focus on educating clients to provide a one-of-a-kind experience that allows them to prevent damage and maintain the benefits of their treatments.

She helps each client build a routine so they can properly



care for their skin at home and extend the positive impact of the services she provides. TNK Spa even offers a few of its own products, including a serum to treat hair loss, Tuynke's healing machi serum for post-treatment, and a hyaluronic acid serum with essential oils.

Additionally, Tuynke helps her clients relax and ease their minds during their treatments, leading to better overall health and enhanced beauty.

"A lot of skin and body conditions come from the mind, so I ask my clients if they are taking care of themselves and what their stress level is," said Tuynke. "I try to educate them on how that can age them — especially with the holidays coming up and knowing people get very stressed around this time."

To help clients further optimize their health and beauty, TNK Spa has expanded its offerings with an epigenetic test that will help clients combat symptoms like difficulty losing weight, aging skin, and hair loss. The test uses a hair sample to provide an in-depth look at what vitamins someone is deficient in, and how they can improve their overall health with supplements, food, and lifestyle changes. ■

TNK Clinical Spa is located at 4320 E. Brown Road, Suite 101, in Mesa. For more information, or to book a treatment, visit [www.tnkclinicalspa.com](http://www.tnkclinicalspa.com).



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TOO  
CONFUSING?**


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- Have you received a letter showing that your plan's rates have changed more than you would have liked?
- Would you like personalized help exploring your Medicare options?

You are not alone. This time of year is very confusing for most people that are on a Medicare plan.

**Call me today for help navigating Annual Enrollment this year!**


**Lynne Jones**  
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**480-212-2246**



By calling this number, you will be connected to a licensed insurance agent.


We do not offer every plan available in your area. Any information we provide is limited to those plans we do offer in your area. Please contact Medicare.gov or 1-800-MEDICARE to get information on all your options.

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LOCAL BUSINESS

Three Important Ways Hiring a Bookkeeper CAN HELP YOUR SMALL BUSINESS

By Rebecca Sloan, BexBooks LLC

As a small business owner, I bet you did not start a business to do the book-keeping. I bet you have a great vision for the success of your company and doing the bookkeeping is, at least partially, keeping you from reaching your vision.

Perhaps the bookkeeping even gets pushed to the back burner until tax time when it is a huge task because you didn't get to it during the year. You are not the only one.

Lots of small business owners procrastinate when it comes to their book-keeping, but there are many reasons you should get help from a competent book-keeper soon. Here are just a few.

1. BOOKKEEPERS SAVE YOU MONEY

That's right. How much time do you spend on bookkeeping per week, month, or year? How much more revenue could you bring in if you weren't spending time doing your bookkeeping? Multiply that out and consider if hiring a bookkeeper would be worth that extra revenue.

2. BOOKKEEPERS SAVE YOU TIME

Similar to saving you money, bookkeepers save you time too. Wouldn't you rather be making your dreams come true by



increasing revenue, spending those extra hours with your family, or doing something you enjoy? Hiring a bookkeeper to organize your financial data, run payroll, pay bills, or invoice your customers frees you up to do what you want to do instead of what you have to do.

3. BOOKKEEPERS REDUCE YOUR STRESS

By helping you stay organized, book-keepers make sure you stay on track with important deadlines. They can take the pressure off, especially at tax time, because your books are organized and ready to be delivered to your tax accountant.

Having a professional there to take the pressure off, help you organize your finances, and even show you the way to a more profitable business would be a dream come true, wouldn't it? ■

If you would like more information on the bookkeeping/accounting services that Rebecca provides, you can reach her at (480) 322-4027. Rebecca offers a free 30-minute consultation in an initial meeting.



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COMMUNITY

## Red Mountain Ranch GARAGE SALE

is Right Around the Corner

Submitted by Red Mountain Ranch Social Club

Attention shoppers! The Red Mountain Ranch Social Club is hosting the Garage Sale on Friday, Nov. 11, and Saturday, Nov. 12 from 7 a.m. to 4 p.m.

If you want to sign up as a participant, you still have time to make money on everything you don't need or use anymore. You can still register at RMRSC.com/garage-sale.

Our sale brings hundreds of buyers to Red Mountain Ranch. The Social Club along with the Red Mountain Ranch HOA are taking measures to make sure gates will be open to our shoppers, alleviating the need to share gate codes. Gates will be open between 7 a.m. and 4 p.m. on both Friday and Saturday. If you are participating, please have your items for sale in your garage or driveway ready for those early deal hunters.

Remember, you must register to be covered under the community Liability Insurance Policy.

Maps of the participants will be available by scanning our QR code found on our signs throughout the neighborhood. ■

If you have any questions, Chelsea Anderson, garage sale coordinator, will be happy to help. You can reach her at (602) 748-6136 or email Chelsea@YourRedDoorTeamAZ.com, or contact Vianey Yurkovich at (602) 710-0527, or email vianeyyurkovich@gmail.com.



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Over 50

Up Close

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November 2022

HEALTH

Over 50

# How to Make Sense of Medicare Information

Submitted by Tapestry Insurance

The Medicare Annual Enrollment period is from Oct. 15 through Dec. 7. This is the time you can review your current Medicare plans and make changes to start the first of next year.

It can be a daunting task with so much information to filter through. From TV commercials to phone calls and mail, it seems everyone wants to enroll you in their plan. This year there are over 70 different plans available in Arizona — no wonder it is intimidating. My husband turned 65 this year and I have seen first-hand the amount of mail and phone calls that have been targeting him with his Medicare choice.

As I meet with people, I hear how nice it is to actually talk with someone instead of ending up in an endless loop or speaking with an automated voice. I realize these have their place, but something as



Lynne Jones

important as making a choice about your health coverage needs an actual person who can talk to you, understand your specific needs, and help guide you.

Please don't turn to the 1-800 centers. Instead, look for a local Medicare agent. I am certified with many carriers and can help you pick a plan that will work best for you.

If you are new to Medicare or just want to have an opportunity to review your current plans, please feel free to call me or send me an email and schedule an appointment. We can do an in-home meeting or a phone call. I look forward to hearing from you. ■

For help with your Medicare insurance needs, please contact Lynne Jones at (480) 212-2246, or email at [jonesdvp@yahoo.com](mailto:jonesdvp@yahoo.com).



HEALTH

Over 50

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Submitted by Stretch Zone Longbow

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The stretch price will range anywhere from \$40 to \$65 a stretch and our stretches are 30 minutes or hour-long sessions. No less than five stretches will begin the discovery of your newfound flexibility. ■

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A FUN  
*Holidate*  
NIGHT!

NOVEMBER 16TH

Starts at 5:30 PM | \$79.99 per person PLUS TAX AND GRATUITY.  
*A variety of sparkling wines paired with plenty of exquisite hand crafted Hors D'oeuvres.*



Join The Vistas Pavilion at Las Sendas and Embrace The Present at our Champagne Reception offering Luc Belaire – The New Tradition in Sparkling Wines.



TO MAKE YOUR RESERVATION CALL 480.396.4000 EXT 222  
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NOW OFFERING  
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9am - 2pm EVERY SUNDAY

Signature  
Bloody Marys  
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Fun For  
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*(Check out our  
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Special  
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LET LAS SENDAS GOLF CLUB  
DO THE WORK THIS  
THANKSGIVING DAY!

THE CHOICE  
IS YOURS:  
Dine with us  
or pick up your  
fully prepared  
meal and enjoy  
it at home.

**TURKEY  
TAKE OUT**

Complete Thanksgiving Dinner  
\$235, plus tax  
Serves 8-10

Rosemary, Thyme Marinated  
Roasted Whole Turkey 16-19 Lbs.  
In Its Natural Juice

Southwestern Style Cornbread Stuffing  
Roasted Garlic Mash Potatoes  
Fresh Yams Smothered In Pecan Butter  
Green Bean Almondine Beurre Noisette  
Fresh Herb Traditional Giblet Gravy  
Whole Cranberry Relish  
Mixed Greens  
Grape Tomatoes, English Cucumbers,  
Shaved Fennel, Cranberries  
Artisan Dinner Rolls

To Reserve Your Take Out Meal,  
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or call 480-396-4000;222

**THANKSGIVING DINNER  
on the PATIO at LAS SENDAS**

Thursday, November 24th, 3-7pm on The Patio.  
\$69.95 per person (plus tax and gratuity)  
Kids 12 & Under - \$16.95 (plus tax and gratuity)  
Reservations: 602-734-5524

**STARTERS**  
Butternut Squash Soup  
Fall Mixed Greens: Pecans, Pears, Mixed Greens,  
Shaved Parmesan, Maple Vinaigrette  
Mascarpone & Goat Cheese Bruschetta: Crostini Mascarpone,  
Goat Cheese, Baby Arugula, Strawberries Topped with Balsamic Glaze

**ENTREES**  
Roasted Turkey: Mashed Potatoes, Stuffing, Turkey Gravy,  
Green Beans, Cranberry Chutney  
Prime Rib of Beef: Au Jus, Creamy Horseradish,  
Mashed Potatoes, Asparagus  
Pan Roasted Salmon: Butternut Squash Risotto, Broccolini

**DESSERTS**  
Pumpkin Cheese Cake  
Bourbon Pecan Pie, Whipped Cream



Las Sendas Golf Club | 7555 E. Eagle Crest Drive, Mesa, AZ 85207 | 480-396-4000 | www.lassendas.com