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January 2023

The Exercise Coach Offers an Artificial Intelligent Robotics Technology-Based Workout

Submitted by *The Exercise Coach, North Mesa*

Did you know we lose up to 60 percent of our strength as we age? The truth is that walking and other weight-bearing activity like jogging does not stimulate improvements in strength. What's more, moderate intensity strength training where no meaningful demands are put on the musculature does not induce the above improvements either.

All exercise is not created equal. Exercise has to force the body to make a positive adaptation. These positive adaptations include increased bone mineral density, improved metabolic function, strength gains, weight loss, balanced hormonal levels, and more.

So, what does work? *Right Intensity Training* of course. The reason is that there is meaningful demand being put on the muscles. We know that as muscles become stronger and capable of generating more force, the surrounding structures — tendons, ligaments, and bone — must also become stronger. This is where The Exercise Coach's *Right Intensity Training* is ideal.

New to Mesa, The Exercise Coach is a *smart fitness studio* that relies on artificial intelligence and robotics instead of dumbbells and treadmills. Outfitted with



proprietary high-tech computerized *Exerbotics* machines instead of traditional equipment, The Exercise Coach's personalized programs are optimized for efficiency, requiring only two 20-minute workouts per week that can't be matched in effectiveness with even seven days a week of traditional activity-based exercise.

The Exercise Coach's robotic exercise technology is combined with the guidance of certified coaches to



provide a unique, comprehensive approach to fitness designed to be a perfect fit for anyone, regardless of current fitness level or age.

The studio creates a dynamic exercise experience that blends personalized strength and interval cardio training in each session. The machines adjust each workout to a person's strengths and weaknesses in real-time, thereby helping them get the most out of their workouts and avoid injury.

Each member has their own profile in the machines, which automatically makes the exercises harder as a person gets stronger, so there is never a plateau and the member is competing against him or herself. The custom workout is sensitive to limits, past injuries, and individual goals and challenges. You can't cheat; we see your effort based on your strength.

Make today the day to start on that road to better health and fitness. Let our caring and knowledgeable certified coaches get you started. ■

Call or text at (480) 716-6080, or visit us online at exercisecoach.com/north-mesa for your complimentary initial consultation and two free sessions.

Alpha House Home Décor Gallery Offers One-of-a-Kind Home Décor Items

By *Jamie Killin*

After several years-long careers as real estate investors, Mesa residents Juliette and Ray Grigsby decided to use their talent for staging homes to help others make their homes beautiful. Their new boutique, Alpha House Home Décor Gallery, officially opened in November, offering one-of-a-kind home accessories that shoppers will not see anywhere else, including sculptures, vases, and more.

"We spend a lot of time researching items, and work with hundreds of vendors to source our products so we can offer unique items," said Juliette. "We try to encourage creativity and individuality because everyone's tastes are different. There are gorgeous pieces out there that you don't see everywhere and that's what we try to stock in our store."



In addition to the variety of décor products, Alpha House Home Décor Gallery offers its own customizable floral arrangements so shoppers can create their one-of-a-kind piece to perfectly match their home and preferences.

"Everybody loves the store and how my wife Juliette has arranged it," said Ray. "The lighting, the way it's decorated — everything has been well thought out and placed."

Ray and Juliette also spend time ensuring their items are priced competitively, and that their customers can get beautiful pieces for a fantastic price.

"You can find beautiful pieces online, and sometimes they're really expensive, but they don't have to be, so we work really hard to make sure that our prices are fair," said Juliette.

The Alpha House Home Décor Gallery team will even source hard-to-find items for their customers if they are looking for something specific and haven't been able to find it in the store. Customers can even rent items from the

boutique for special events, weddings, or home staging.

Alpha House Home Décor Gallery will be celebrating its grand opening on Jan. 13 and 14 with door prizes, a wine and chocolate event, and a 10 percent discount off the entire store. ■

Alpha House Home Décor Gallery is located at 2823 N. Power Road, Suite 105. For more information, follow on Facebook at facebook.com/AlphaHouseHomeDecor.

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In This Issue

Self Development Academy	2	RMR Social Club	12
Mesa Community College	4	John's Heating & Cooling	14
Las Sendas Golf Club	5	Wave Pest Services	15
Real Estate	7	Medicare Guidance	16
New Year, New Start	9	Service Directory	19

EDUCATION

Focus on Student Growth and Proficiency at SELF DEVELOPMENT ACADEMY ENROLL TODAY FOR THE 2023-24 SCHOOL YEAR

By Staff, Self Development Academy

Are you considering a new elementary or middle school for your son or daughter, and looking for a school with small classes, individualized learning, and a family atmosphere? Then look no further than Self Development Academy, a K-8 public charter school in Mesa. More than 20 years ago, Dr. Anjum Majeed, superintendent, founded Self Development Academy (SDA) after much encouragement from parents desiring a continuation of the advanced and high-level preschool and kindergarten curriculums offered at Self Development Preschool (SDP).

SDP was founded in 2000 by Dr. Majeed. The preschool teaches a rigorous thematic curriculum for ages two to five and school-age children. The curriculum focuses on early literacy and school readiness. Students are immersed in topics such as art, music, reading, and math. The STEM room is a favorite for the students and allows them to apply concepts learned in the classroom. Students who attend SDP are prepared to successfully begin kindergarten.

Since SDA's opening, the school campus and student



body have grown tremendously and now consist of more than 400 students in kindergarten through eighth grade. Throughout the years, SDA has been ranked among the top schools in the state and received many prestigious awards including the 2010 Charter School of the Year Award and the 2011 Academic Excellence Award. SDA is ranked as the school with the second-highest growth and proficiency points in the state of Arizona. (ADE, October 2022)

At SDA, the students learn a minimum of one grade ahead of the Arizona state educational standards. Beginning with the kindergarten year, students are academically challenged, and high expectations are established within a nurturing environment. SDA elementary school students obtain a solid foundation in language arts, mathematics, science, and social studies. Students are taught at the mastery level, and the curriculum emphasizes higher-level thinking skills such as critical thinking and problem-solving.

The success of SDA's experience in response to ensuring a high-quality education during the pandemic led

SDA school leaders to pursue opening an online program. Self Development Online Academy launched as a separate online school in August 2021 to further meet student needs. By the time SDA students reach middle school, many are prepared to enroll in advanced coursework within the core subjects. During middle school, students have the opportunity to complete Pre-Algebra, Algebra I and II, Geometry, advanced literature, and science coursework including Biology, Chemistry, and Physics. Many of these courses are not offered until high school.

Students completing the eighth grade at SDA are enrolled in Honors and Advanced Placement courses upon entering high school. Additionally, many students receive high school credit for courses completed at SDA. This enhances their grade point averages and makes them highly competitive students when applying to colleges and universities.

The goal of SDA administration and teachers is for SDA students to enter high school with a foundation in the core subjects and more importantly, a love for learning that lasts a lifetime. If you are looking for a school dedicated to a quality educational experience led by caring and passionate educators, then look no further than SDA.

If you are interested in learning more about SDA, please contact us to schedule a tour. We hope to see you soon. Enroll now for the 2022-23 school year. ■

For more information or to schedule a tour, please contact the Front Office at (480) 641-2640 or by email at info@selfdevelopmentacademy.com. Please also visit our website at selfdevelopmentacademy.com to learn more about our programs.

For more information or to schedule a tour of Self Development Preschool, please contact the Front Office at (480) 396-3522.



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EDUCATION

MCC Red Mountain Campus Expanding
HEALTH CARE EDUCATION OFFERINGS
REGISTER NOW FOR JANUARY CLASSES

Submitted by Mesa Community College

The Mesa Community College (MCC) Red Mountain Campus is expanding the Health Science Division offerings with new healthcare certificates and degrees for in-demand jobs including careers in Dental Hygiene and Nurse Assisting. Patient Care Technician and Behavioral Health Technician courses have recently been introduced as foundations for healthcare careers. Also, the college is seeking final approval from the Arizona State Board of Nursing to launch a Licensed Practical Nurse (LPN) program in the fall of 2023. Mary Boyce, dean of health sciences, says the new training programs and certificates reflect jobs that are in demand in the healthcare industry. An LPN student can finish required courses in a year, which is significantly less time than for those studying to be Registered Nurses. The LPN Certificate of Completion and passing the licensure exam allow the graduates to seek immediate employment. While working as an LPN, a student can complete all the remaining courses needed to apply to the RN program at the Red Mountain Campus. Dean Boyce points out that students should register now for a six-week Nurse Assisting (NA) course, which is required before they can enter the MCC LPN or RN programs. Also, completing the NA course allows students to apply for a position in that field immediately. Kathleen Mead, program coordinator of the Nursing Assistant program, says that the NA course, which prepares students to become a Certified Nurse Assistant or a Licensed Nurse Assistant (LNA), provides immediate employment possibilities and is the first step on pathways to nursing and health-related degrees. "The Nurse Assisting, LPN, and several other new programs can help students be successful, especially when entering the RN program," Kathleen explains. "There are so many tasks to learn as well as the academic and science



knowledge. Starting slowly with basics makes it less overwhelming. The Patient Care Technician course that meets once a week for eight weeks teaches procedures and tasks needed to become Patient Care Assistants — also very much in demand at hospitals." The four-week Psychiatric Technician Overview class offers techniques and skills to care for patients with a variety of mental illnesses, including anxiety, mood, personality, and psychotic disorders, as well as post-traumatic stress syndrome and behavioral issues. Available to students studying health care, psychology, law enforcement, or any profession dealing with potential patient crisis management situations, there are no prerequisites for this class. If you have questions about the health care programs, please contact Dean Mary Boyce (mary.boyce@mesacc.edu) or Kathleen Mead (kathleen.mead@mesacc.edu). ■ As the Red Mountain Campus grows its Allied Health Department, it continues its 20-plus year legacy of providing the East Valley convenient, affordable, quality classes in English, science, math, history, languages, and community fitness courses. Stop by the Red Mountain Campus Enrollment Center in the Mesquite building to find out more, or call (480) 654-7600.

UpClose

PUBLICATIONS

Published by

Phillips West

Publishing | Design | Writing | Photography

Mesa, AZ 85215

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E-mail: Publisher@PhillipsWest.com

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LAS SENDAS GOLF CLUB

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DiscoverGolf at Las Sendas Golf Club

Interactive outdoor activities, instead of screen time, are one of the reasons you'll enjoy encouraging your youngster to participate in DiscoverGolf at Las Sendas Golf Club this year. Children ages 5 to 12 will have the experience of building self-confidence through guided activity and instruction.

This interactive program can be the base of love for a

new sport or the preparation needed for competitive-level playing in the future. Under the instruction of Trevor Britton, co-founder of DiscoverGolf, participants will be taught personal growth in an atmosphere where it's safe to fail while becoming better equipped to handle challenging situations ahead.

"The introduction of this community play haven empowers all juniors to discover golf and discover fun," says Trevor.

The program runs from early January through the end of March 2023. Additional benefits of this curriculum include increased coordination, personal development, and community involvement.

Sign your child up in the Pro Shop, or contact Trevor Britton at trevorbritton@discovergolf.co or by calling (224) 715-3404 for pricing information.

NEW YEAR — NEW APPAREL

Ring in the new year with new apparel now available at the Pro Shop. Stop in to see fresh new options in golf and activewear available for purchase. This is the month, maybe even the year, to look your best on the greens.

EXPERIENCE NAPA VALLEY WITHOUT EVER LEAVING LAS SENDAS

Each month, The Vistas Pavilion at Las Sendas provides the unique opportunity to experience wine from America's most popular wine country, Napa Valley, Calif. The spotlight for January is Merryvale Vineyards.

This month the tasting experience will be enhanced by a presentation from winemaker Andrew Wright. Andrew has roots in Arizona, so his path to Napa Valley touches home for Arizona residents.

Join in on the experience with a wine-tasting dinner set for Friday, Jan. 20 at 5:30 p.m. Reservations are a must



for this Napa Valley experience. For an unforgettable evening, contact Carla Shaw at cshaw@lassendas.com to reserve your space.

NEW YEAR/NEW WORD — PLANNING

Planning is essential to the success of all businesses. This year think of The Vistas Pavilion at Las Sendas when planning your 2023 corporate retreats.

The Vistas Pavilion offers 4,000 square feet of banquet space along with a fully staffed culinary team offering unlimited dining options for any event. Need to have a mid-day break? The Las Sendas golf course is just steps away from the Pavilion. Want to take a hike to clear the mind? The Hawes Trail Loop is a great place to get your creative juices flowing.

Planning on celebrating something special? "At The Vistas Pavilion at Las Sendas, we specialize in special," said Carla Shaw, catering sales director. "Anniversaries, birthdays, celebrations of life, fundraising events, holiday parties, quinceaneras, rehearsal dinners, retirement parties, seminars, tournaments, weddings, and more — it all calls for a celebration."

Carla continued, "At The Vistas Pavilion at Las Sendas, we look forward to assisting you in planning your best year."

Contact Carla at (480) 396-4000 ext. 222 or by email at cshaw@lassendas.com. ■



Welcome to
DISCOVER GOLF @ LAS SENDAS GOLF CLUB
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Led by DiscoverGolf expert, Trevor Britton DG - Co-founder, the DG Play program at Las Sendas is a surefire way to engage junior golfers of all ability/motivation levels.

Whether your child is looking for something new to capture and captivate their attention and curiosity or is someone looking to play at a competitive level, DiscoverGolf, Trevor Britton, and its sequences of magnetizing training environments and play concepts are guaranteed to offer something for EVERYONE!

Program Director - Trevor Britton - Head of Player Development DiscoverGolf
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The Discover Golf approach has been the most impactful experience I've seen towards a child in all my years of playing, coaching, and trying. It's not just for 1 type but for ALL. The introduction of this community play, have empowered all juniors with different backgrounds and skills to Discover golf and Discover FUN!
-Trevor Britton- DG Co Founder



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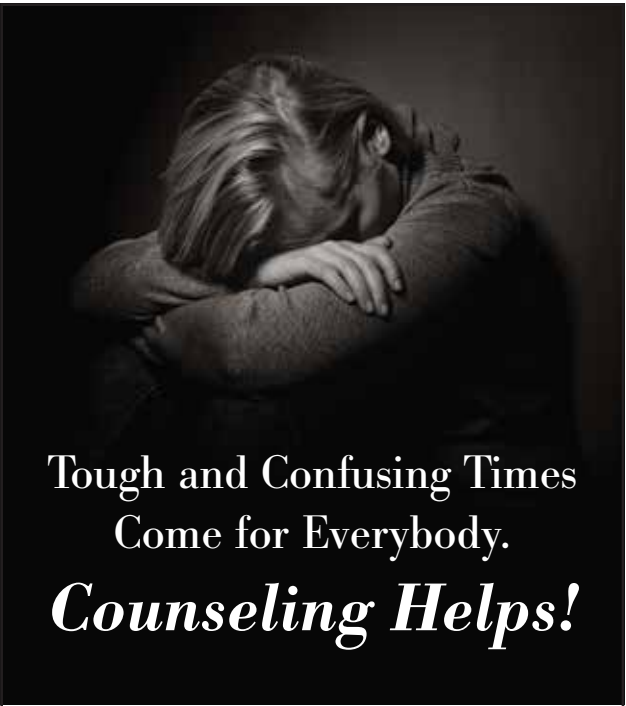
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LOCAL BUSINESS

2023 Challenges in the HVACR Industry

Submitted by *Jeh Herman, Owner, Diamondback Air*

Happy holidays to you all. This coming year will have many challenges in the heating, ventilation, air conditioning, and refrigeration (HVACR) industry, so I want to provide you with information that helps you plan for this upcoming heating/cooling season. I have been in the HVACR business for all of my adult life — over 35 years. This is the first time that I have seen little to no equipment availability. It is sporadic at best. It is almost impossible to get new equipment at this point without paying upfront for it (plus shipping costs if needed). The suppliers will not even take a purchase order for new equipment unless it is paid for in full. If the equipment is available, you get it. If not, you will have to wait. Also, pricing can be exorbitant.

There are a lot of reasons for the supply issues. However, the biggest is that the manufacturers had to re-tool their manufacturing for the new HVAC systems that are coming out. As far as the old units go (14 to 20 seer systems), they will no longer exist. If you have one of these old units, you will need to repair it until a replacement unit is available.

So, 2023 is going to be the year of *repairs only* mostly, and yes, despite what you hear, refrigerant is still available for those older systems. Also available are very decent sealants with dye that can stop a lot of the smaller refrigerant leaks. As of now, most parts are available, unless it is not a very high seer system.

Most of the current technicians in the HVACR field do not have any experience in the technical aspects and repair of older systems since most in the field these days are, what I call, a *replacement generation*. So, I highly recommend you get a qualified technician as it will take the best of the best to repair these older units correctly. Do not get someone without the correct knowledge or they will attempt the repair from a *hit-and-miss* perspective, potentially costing you a bundle and then possibly your unit still does not work or works incorrectly.

The upside is that the Inflation Reduction Act, which has been recently passed by the federal government, gives



up to \$8,000 in rebates per household (with a qualifying income). These rebates are for the new systems and start Jan. 1, 2023. Other rebates include energy-efficient repair/replacement, insulation, windows, water heaters, electrical panels, and electric vehicle setups — for a maximum benefit of \$14,000 per household. The state will be implementing these rebates. However, the state may not be ready until July or August 2023.

Lastly, the price per pound of gasses and refrigerants is expected to go through the roof next year and, in late 2024, the industry will start implementing a new refrigerant called R32. Compared to other refrigerants on the market, R32 is more efficient — and therefore less expensive — and easier to recycle.

Take a moment on the internet and review what your options are. Also, I recommend that you reach out to your local HVAC specialist and have them help you get educated on the changes in the industry.

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REAL ESTATE

Are You Thinking of Selling in 2023?

A GUIDE TO SELLING YOUR HOME PART 1

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



Selling a home can get overwhelming — there are so many things to think about and consider. If you are thinking about selling, here are the first steps to getting your home ready to list. Next month my article will be *The Top 5 Things to Do to Get the Highest Price*.

HOW MUCH IS MY HOME WORTH?

This is usually the first step to take if you are considering selling your home. You may want to jump on Zillow or other real estate sites, but these have become even more inaccurate lately due to the sudden change in the market over the past six months.

I have seen huge differences in the home value these sites estimate compared to the true home value — as big as \$100,000 on one home and it was undervalued not overvalued. Because of the change in our market, it is more important than ever to get a true market value from an experienced local Realtor.

If you would like an accurate home value before you meet with any Realtors, you can go to InstantHomeValueAZ.com which takes you to my website. I will personally do the Market Analysis on your home and send the report to you right away.

CURB APPEAL — THE FIRST IMPRESSION IS THE ONLY IMPRESSION

No matter how good the interior of your home looks, buyers have already judged your home before they walk through the door. You never have a second chance to make a first impression. It is important to make people feel warm

and welcome as they approach the house. Spruce up your home's exterior with inexpensive shrubs and brightly colored flowers. You can typically get a 100 percent return on the money you put into your home's curb appeal.

GETTING YOUR HOME ORGANIZED

Buyers want as much space as they can afford, whether it's living space or storage space. Decluttering opens your home and will make it look and feel more spacious. A well-organized home lets the buyer see the space it has to offer without trying to look past all the clutter.

Go through your home room by room and try to see it for the first time through the buyer's eyes. Does the room feel open and spacious or is it cluttered with knick-knacks and cramped with too much or too big furniture? Taking a large chair out of a small room can change the entire feel of the room and open it up. Taking all the knick-knacks off the mantel will draw the buyer's eye to the decorative stonework around the fireplace rather than to the knick-knacks on top.

The kitchen is the best room to declutter, as this is one of the top rooms that make the buying decision. You want to show off how much workspace there is and how much storage it has. Clear off the countertop and put away any small appliances, cooking utensils, oils, etc. Pack away at least a third of what you have in the cabinets and drawers. Go through your pantry and pack away any non-perishable goods you won't use in the next few months. Neatly stack what is left and turn all the labels facing out. Trust me, buyers will open cupboard doors and drawers to see inside, especially in the kitchen.

Bathrooms are also one of the top rooms that buyers focus on when making their decision. Take everything off the counters and store neatly underneath. Clear all the items in the shower leaving only what you need to use every day. Have nice color-coordinated towels neatly folded on the towel rails.

PAINT, CLEAN, AND REPAIR

I think the best money spent is on a deep cleaning, repair of small items, and fresh paint if needed. Just cleaning and changing the color can really transform a home from a dated, dark, or unkept house to a warm and inviting home. A deep clean will get the baseboards, door handles, light switches, fans, and all the little areas you may not have noticed clean and bright. Have a handyman come out to do minor repairs and cosmetic touch-ups.

SHOULD YOU DO ANY UPGRADES BEFORE YOU LIST YOUR HOME?

This is one of the top questions I am asked when I meet the homeowner for the first time and the answer depends on so many factors. For example, how quickly do you want to sell? Do you want a fair price for your home or the highest price you can get?

We will discuss what upgrades give you the best bang for your buck and can recoup the investment from the sale. For example, kitchen and bathroom remodels should get you a 100 percent return on your investment if they are done correctly.

Sometimes upgrades are not the way to go but freshening the home up with new paint, changing out some old light fixtures, and staging the home can make all the difference. Having a free market analysis of your home will answer these and many more questions.

If you are thinking of selling and want to know how much your home is worth, whether you should do any upgrades, or need help staging your home, please contact me directly to set up a free no obligation consultation or visit InstantHomeValueAZ.com. ■

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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HEALTH

Let's Talk Laser Treatments

By Patti Haverty,
Mesa Naturopathic

As a cosmetologist, making people feel better about themselves has always been my focus. I love the relationships I build and the memories I have with my clients.

As a mom of five and with over 22 years in the beauty industry, over the past few years, like so many other people, life has changed. The stress of my recent divorce took a toll on my skin. Seeking the help of an esthetician, following the treatment plan, and trusting the process was life-changing for me.

I decided that I wanted to become a Certified Laser Technician, and Permanent Makeup Artist, so I could start a career in the medical part of the beauty industry. I was used to helping people gain confidence with hair services, but that was short-lived. Helping people on a more permanent level is where my passion is now.

Laser treatments for vein and skin conditions can be life-changing. My spider veins got worse with every pregnancy. Not only are they unsightly, but they also hurt. Many people live with conditions that can be easily treated, and improvement can be seen immediately after in some cases.

At Mesa Naturopathic, we use a Lumenis Stellar M22 laser that can treat a wide range of vein and skin conditions, such as age spots, spider veins, acne, fine lines and wrinkles, facial veins, and capillaries.

For veins, the laser creates heat inside the blood vessel by applying pulses on



Patti Haverty

the target, closing its walls, and causing it to disappear. The IPL can even out the skin tone from age spots and acne hyperpigmentation.

Both technologies enable cooling between pulses, which reduces skin damage and keeps you comfortable. These treatments are non-invasive and have minimal if not zero downtime. We recommend a series of two to four treatments spaced six to eight weeks apart. We have numerous packages available, and I highly recommend a consultation so that we can personalize one just for your needs. ■

Mesa Naturopathic offers free consultations to discuss any concerns and questions about your skin care needs. Check us out at mesadr.com or call (480) 306-8111 to get started on your skin care journey.



SPIRITUALITY

New Year, New Start

By Judy Knox,
Charis Christian Church

When you think about the new year, what comes to mind? For most people, there is at least some element of looking back over the previous year and determining to make a fresh start during the new one.

In fact, the month of January gets its name from the Roman God Janus who was thought to be the god of transitions. He is pictured with two faces, one facing toward the past and one toward the future.

Have you ever made a New Year's resolution? How did that work out for you? I know very few people who have ever managed to follow through for very long on a resolution. I know I certainly haven't. However, the idea of a fresh start is very appealing.

All of us have things in our lives that we either want to start doing or stop doing. But the fact is that resolve, or sheer human willpower will seldom get the job done. We really need a new beginning.

There's only one way to get a truly fresh start—receiving Jesus Christ into our life. When we make Him our Lord,

He forgives all our sins, and we truly have a clean slate and a fresh start.

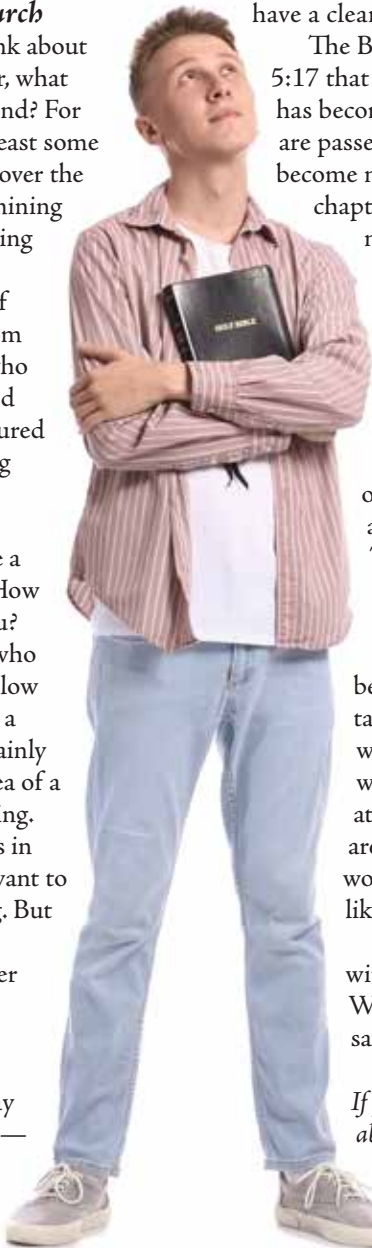
The Bible tells us in 2 Corinthians 5:17 that anyone who is in Christ Jesus has become a new creature. Old things are passed away and all things have become new. Verse 21 of the same chapter says that Jesus, who knew no sin, became sin for us so that we could become the righteousness of God in Christ.

This is such an amazing exchange that it almost seems too good to be true. But when we turn our lives over to Jesus, we get not only a new year but a new life. Through His strength, we will begin to change on the inside.

We can't really change ourselves. A change in behavior is very hard to maintain through willpower. But when God changes our heart, we'll begin seeing changes in our attitudes and behaviors in many areas of our lives—without even working at it. We'll become more like Him.

The key is staying connected with Him, through reading His Word, and then doing what He says. ■

If you would like to learn more about this new life in Christ, come and visit us at Charis Christian Church, 4811 E. Julep St., Suite 101, Mesa.







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REAL ESTATE

Looking Ahead: Check out our 2023 REAL ESTATE PREDICTIONS

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

Where are things headed in 2023? As we look at the local markets and the sentiment of buyers and sellers, here are our thoughts on the coming year.



Natascha and John Karadsheb

INFLATION AND MORTGAGE RATES

Economists and armchair market watchers agree that inflation will be one of the big factors to watch in the coming months and it will dictate where the economy lands in 2023. We can feel prices softening in the housing market, at the pump, and in retail stores, and we expect that inflation indicators will catch up and reflect what we see in the marketplace.

If inflation does continue to decline, we expect that mortgage rates will also follow. More importantly, mortgage rates will stabilize. The rapid run-up of rates threw the real estate industry into a jumble and stability will help revive buyer confidence. In 2023, we are anticipating that rates will hover in the six percent range with more creative finance options becoming available as lenders compete for loans.

INVENTORY AND HOME SALES

Inventory is up significantly from where it was in May of 2022, however it has stabilized. So many homeowners have low mortgage rates that they are simply staying put. A recent analysis by Fannie Mae indicated that more

than 80 percent of existing homeowners with 30-year fixed mortgages in their portfolio have rates that are at least two percent lower than today's rates. This will keep homeowners in place, keep inventory from ballooning out of control, and keep prices more stable.

And about inventory — a lot of the inventory on the market has been sitting around and that is not great. Many homes have defects, are iBuyer leftovers, or are cheaply done flips that are overpriced. The great homes still move (if they are priced right).

The number of home sales will decline in 2023 in large part because institutional investors and flippers (who once made up as much as 15 percent of our sales) are no longer participating as they were in 2021 and 2022. This year we will return to a more normal market in which buyers have some leverage and sellers will have to be reasonable.

CONTINUED GROWTH

We have written much about the growth of the Valley of the Sun and that growth will continue in 2023. The expansion of the TSMC and Meta sites, the growth of the semiconductor and electric vehicle industries, and our generally favorable business climate will continue to help us weather any storm clouds that lie ahead.

One indicator to note is that the Phoenix metro area saw a 31.7 percent increase in job posts for tech jobs in the past year. The job sectors in greatest demand include software development, data science, and software engineering, particularly in the healthcare, aerospace, and finance sectors. A solid local economy and good job prospects will be the chicken soup and coffee we need for 2023.

SPRING EVENTS AND SUNSHINE

Arizona shines in the spring and after three long seasons

of pandemic cancellations and anxiety, 2023 should be a mega year for tourism. Barrett Jackson will kick things off the third week of January immediately followed by the Phoenix Open, Super Bowl, Spring Training, The Arabian Horse Show, and a ton of festivals and events. Our sunshine, golf courses, and outdoor activities remain a great lure to those freezing in other states.

A RETURN TO NORMALCY

Shutdowns, low rates, stimulus money, drive-thru Covid tests, crypto craziness, Zoom school, supply chain madness, stock market volatility, endless lines at Gucci, intense elections, rapid inflation, staffing challenges, and an incredible increase in property values have made these past three years quite the wild ride. We hope that 2023 will offer a more balanced approach so we can all catch our breath and get back to basics once again. ■

John and Natascha Karadsheb 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.

Real Estate

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Las Sendas Area Market Report

Sales for the Month of November 2022

Address	Square Feet	Community	Sold Price
7217 E Norwood St	2,105	Windsong	\$504,000
7706 E Wolf Canyon St	1,571	Mountain Gate	\$582,000
3614 N Sonoran Hills	1,926	Cobblestone	\$587,500
3757 N Ladera Cir	2,105	Echo Canyon	\$608,000
3625 N Morning Dove	1,756	Shadow Canyon	\$625,000
7642 E Sandia Cir	2,731	Highlands	\$756,000
3326 N Stone Gully	2,105	Grayhawk	\$849,000

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

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COMMUNITY

Look at What's Happening at Red Mountain Ranch Social Club

By Cherie Snarr
Photos by Dave Bender

As 2022 draws to a close, what a great fall it has been for the Red Mountain Ranch Social Club (RMRSC). In September, the monthly game nights and the monthly Speaker Meetings resumed after a short summer hiatus. It was so good to catch up with fellow club members while enjoying fun activities. RMRSC has also enjoyed Friday night dinners at the Red Mountain Ranch (RMR) Grill, such as a nice way to end our busy weeks.

Allyn Bransby hosted, in October, a fabulous Cowboy BBQ in the wide-open spaces of her beautiful backyard. The food was scrumptious, and attendees were all decked out in their jeans, hats, boots, and a lot of fringe. What a night it was.

Also in October, members enjoyed a tour of the Musical Instrument Museum and the Wednesday morning *Walk and Talk* program kicked off on Oct. 5. *Walk and Talk* is open to anyone who would like to enjoy a little physical activity and social time all during a one-hour walk through the RMR neighborhood. Join the group by meeting at the RMR Fitness Center on Wednesday mornings at 8:30 a.m.

In November, the Social Club coordinated the annual RMR community yard sale. There were more than 101 participants this year. The annual yard sale is a great way to find those hidden treasures that you are searching for. Also in November, a tour of Basha's Museum for Cowboy Art was incredible. If you haven't been, it's a must-see for this extraordinary collection of Western art.

The Social Club's November Speaker Meeting was dedicated to honoring our social club members who are veterans. We are so proud of the many men and women who have served our country.

December was also a busy month with a group of members jumping into the Christmas Spirit by attending



the Nutcracker Ballet at the Chandler Center for the Arts as well as a number of other festive activities.

The social club members celebrated the holiday season together by enjoying a sumptuous Holiday Party at the Red Mountain Ranch Country Club. Superb live music was provided by John Burak and Mahlon Hawk. After a delicious dinner, there were games and the members enjoyed a recap of the year's activities and events with a slide show produced by Dave Bender, club photographer. The New Year's Eve Party hosted by Leslie and Ann Humble was great fun with yummy snacks, games, and a champagne toast at midnight.

We are already looking forward to this year's calendar of parties, tours, and fun get-togethers with our wonderful social club members.

If you are looking to make new friends, come participate in educational and fun-filled activities, such as monthly community guest speakers, game nights, outings, cocktail and holiday parties, monthly birthday luncheons for ladies, and monthly breakfasts for the men. ■

Your pass to all these wonderful events is an annual membership to the RMRSC, so if you are not already a member and would like to join us, visit our website at rmrsc.com.

FINANCES

Time for New Year's financial resolutions

Submitted by Linda Drake and Brent D. Hoskinson

It's that time of year when many of us promise ourselves we'll go to the gym more or learn a new language. But when making New Year's resolutions, why not also consider some financial ones?

Here are a few suggestions:

- First, don't let inflation derail your investment strategy. Last year, some people may have stopped contributing to their 401(k)s as the cost of living rose. But if you can cut back in some areas, you may still be able to invest in your retirement plans.
- Also, try to control your debts. With rising interest rates and inflation, your credit card debt could increase. If you can pay your bill fully each month, you can avoid getting bogged down in debts and you'll have more money to invest.
- And if you haven't built an emergency fund, try to do so. It's a good idea to keep three to six months' worth of living expenses in a liquid, low-risk account.
- Finally, review your investment portfolio to help ensure it's still appropriate for your goals, risk tolerance, and time horizon.

These resolutions can be useful — so try to put them to work in 2023. ■

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



Linda Drake



Brent Hoskinson

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EDUCATION

Food and Nutrition at Mesa Public Schools
IS A LABOR OF LOVE

By Laurie Struna

More powerful than a locomotive, able to whip up 100 pounds of sliced apples in a single batch, while preparing 17,600 servings of home-made mac & cheese, all while adhering to strict government guidelines — it's all in a day's work for the food and nutrition department at Mesa Public Schools.



Sabrina Kvale, director of food and nutrition for the largest school district in Arizona, shares that there are many moving parts to providing daily nutritious meals to their customers. The ultimate goal is to ensure that students have a good experience when they are in the cafeteria.

Love for the students is the number one reason this powerhouse department has many long-term employees. Food and nutrition staff members wear their hearts on their sleeves for the students and staff members they serve daily.

"Our team members enjoy engaging with the students," Sabrina shares. "We have students who will wait in a longer line to get their lunch just so that they can go to a particular person running the register."

Sabrina shares that the department has a strong commitment to teamwork and continues to navigate through challenges, such as the school meal waiver program not being extended by lawmakers. The waiver allowed schools more flexibility to feed food-insecure students during the quarantine and provided more leeway regarding nutritional guidelines due to

supply chain and staffing issues. Sabrina says they are still managing supply issues and are working even harder to reach families in need to fill out the paperwork to ensure they are getting their meals.

Monica Bloodworth is the cafeteria manager at Salk Elementary School and shares that she started her career in food and nutrition in 1995. Monica was looking for an opportunity that would support her schedule as a busy mom. She started at Madison Elementary School, serving food, and then became a cashier before entering the management program. Monica says that every day is different, and she loves feeding students, ensuring that their bodies and brains are nourished.

"I feel grateful for all of the mentors and the leaders who have helped guide me along the way," Monica says. "I have worked with three directors who are all amazing people and have given us the opportunity to achieve and go forward." ■

For more information regarding careers at Mesa Public Schools, please visit mpsaz.org/careers.

LOCAL BUSINESS

John's Heating & Cooling
Acquires BSJ Plumbing



Two long-standing East Valley businesses have joined forces to expand services to their customers. John's Heating & Cooling owner Andrew John has acquired BSJ Plumbing.

Founded in 1970, John's Heating & Cooling has served Mesa, Chandler, and Gilbert residents by providing a full spectrum of comprehensive air conditioning and heating services. The family-owned and operated business focuses on *doing the right thing, no matter what*. A philosophy that has brought many accolades and awards to the company over the years.

BSJ Plumbing was founded in 2000 in Gilbert by Brad and Jennifer Park. Brad has more than 26 years of experience in the plumbing industry. After the acquisition, BSJ Plumbing moved to Mesa to share office space.

The same in-house staff handles both companies' management duties, including service call schedules, part orders, and billing. Both companies maintain their own technicians for their specialized expertise and certifications,

broadening the list of services and products available.

"For years, our customers have asked us for plumbing services, and now we can help them. We are thrilled to be able to offer plumbing services through our new sister company, BSJ Plumbing," John explained. "By bringing our company's processes to BSJ, we can provide a higher level of customer service and expand the available products."

Brad concurred, stating that the merger allows BSJ to provide their customers with complete home comfort solutions, whether that involves an air conditioning system tune-up, plumbing repair, or new system installations.

"We aspire to deliver a customer service experience centered around deeply caring about our customers," Brad explained. "This venture allows us to do so even more." ■

Visit JustCallJohns.com or BSJPlumbing.com to learn more about these companies, schedule services, and see current specials.

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LOCAL BUSINESS

Wave Goodbye to Winter Pests WITH WAVE PEST SERVICES

By Kimberly Alvarado

Wave Pest Services is a new, locally owned, and operated pest control service, offering the newest environmentally friendly products and educational solutions for the nuisances in and around your home. The company services both residential and commercial sites throughout the greater Phoenix area, with a special connection to the communities in the East Valley.

Wave Pest Services was born on the values of utilizing premium treatments, coupled with excellent customer service, which Jake and Alyssa, Brett, and Annie, fondly bring back to their customers. Co-owner Alyssa Lewis was beaming as she recalled her days as a youngster when she attended Las Sendas Elementary School. “My brother and I are honored to own a business that services a community where we grew up,” she said.

What kinds of pests are active in Arizona in winter? Rodents. That means rats, mice, and even ground squirrels. These pests can contaminate areas in and around your home as well as spread disease.

Many people think rodents hibernate in the coldest months, but that isn't the case. They are active all year, just slowing down a little in the winter. These disease-spreading critters spend the winter looking for warm indoor and outdoor spaces to nest. Their tiny bodies can squeeze through very small spaces.

Diseases can spread to humans when fresh droppings, urine, or nesting materials are stirred up, becoming airborne. Mice and rats like clutter and will migrate to cardboard boxes, citrus trees, and wood piles. Evidence of severe infestation includes the chewing of insulation and weather stripping at entry points.

To deter rodent nesting and activity, keep outdoor spaces free of clutter. Make sure trash cans lids are securely in place and close possible interior



entry points with weatherstripping. Most important, be sure to routinely inspect possible sources of bedding.

Ants are another potential problem for Arizonans in winter. There are a variety of species here in the desert, ranging from carpenter ants, crazy ants, fire ants to odorous house ants. And the truth is, these pests also have a built-in weather-changing sense that slows them down but doesn't stop them, even in our coldest months. During winter you may see evidence of them underneath trees and rocks.

SPECIAL JANUARY PROMOTION

Wave Pest Services recommends to their new customers a treatment every other month for prevention and outbreaks of nesting around your home or office. Their environmentally friendly products differ from others because they don't have a lingering scent or stain. These child and pet-safe products are used indoors, while the outside of the home is treated appropriately to best minimize environmental exposure.

Wave Pest Services is offering a January promotion of 50 percent off the price of an initial visit when contracting for every other month preventive services (mention this article for the discount). ■

Contact Wave Pest Services by calling (480) 759-7500, emailing Alyssa Lewis at a.lewis@wavepestservices.com, or visiting their website: wavepestcontrolservices.com.



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HEALTH Over 50

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As I meet with people, I am often asked if I can recommend a primary care doctor. Sometimes it is because they are new to the area and sometimes because their doctor has retired or they aren't happy with their current situation.

A few weeks ago, I was invited to attend an open house event for ArchWell Health. It is a primary care center focused solely on seniors who have a Medicare Advantage Plan. I was impressed by the facility and the values of the organization. They have created a place for seniors to receive medical help.

They believe seniors should be heard, listened to, and given ample time by their physicians. The office is roomy with plenty of space for four primary care physicians, lab work, health screenings, and more. Because they focus only on Medicare Advantage, the entire staff is comfortable and familiar with the parameters of the plans and can assist with making sure members stay in-network



Lynne Jones

and keep their costs low. Over the years I have found finding a primary care facility for seniors with Medicare Advantage plans has been somewhat challenging. I spoke with someone just last week who was unhappy with the facility he was going to. He felt he wasn't treated as an individual, but more as a number. If you have felt frustrated with your current situation, you may want to consider becoming a member of ArchWell Health. There are several locations in Mesa from which to choose. I am happy to assist you if you want to give me a call. As always, please call me to make an appointment if you are about to enter the Medicare world or have questions about your situation. I would love to be your guide. ■

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COMMUNITY Over 50

Arizona Lecture Series Continues

WILDMAN PHIL RAKOCI PRESENTS *DESERT DWELLERS*

By Sally Marks

Comedy and calamity collide with Wildman Phil Rakoci as he presents *Desert Dwellers* on Monday, Jan. 23 at 7 p.m. at the Performing Arts Center, 2525 S. Ironwood Road at Apache Junction High School in Apache Junction.

Wildman Phil will regale the audience about the calamities he faced growing up in Arizona. He will also share interesting facts and exciting stories about some of the creatures and situations that are so often associated with Arizona's wild outdoors. From hilarious tales about a brother who has experienced various creature attacks to the amazing types of live animals that suddenly appear on stage, this stand-up style show educates, entertains, and have the audience wanting more.

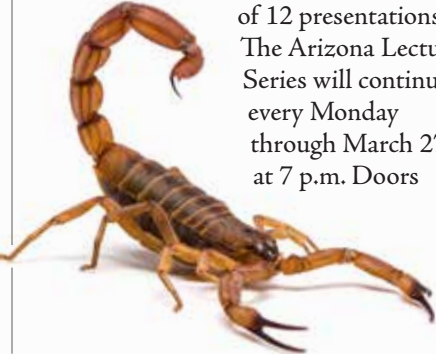
The talk is the third of 12 presentations. The Arizona Lectures Series will continue every Monday through March 27 at 7 p.m. Doors



Phil Rakoci

open at 6 p.m. Tickets are \$5 per person and can be purchased online, or at the Apache Junction Unified School District office, 1575 W. Southern Ave. in Apache Junction. Call (480) 982-1110 for ticket availability. ■

More information about the series is available at www.ajusd.org/page12135. Brochures are also available at the Apache Junction Unified School District office.



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