

The Groves Up Close



Bringing neighbors closer to their community

November 2019

Iconic Mesa Estate will be Site of Christmas Idea House



Submitted by Desert Club

Set back in a gated citrus enclave on over four acres, an iconic Mesa estate was chosen to be the location for the 2019 Christmas Idea House.

The home, referred to as the *White House on Brown Road* by Mesa residents, will be transformed into a Christmas wonderland. Visitors will discover thousands of unique holiday gifts and décor, artfully displayed and for sale.

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 in locations throughout the East Valley.

HOLIDAY CHARITY EVENT TO AID VALLEY STUDENTS AND FAMILIES

The theme for this year's Christmas Idea House is *A Lasting Impression*, reflecting on the annual tradition this holiday event has become for thousands in the East Valley, as well as the tremendous difference it has brought to the lives of many deserving students and families.

To make the Christmas Idea House come to life, the homeowners move out temporarily, and Desert Club members decorate the home from top to bottom with holiday décor, unique gifts and gourmet goodies. One hundred percent of the proceeds are given back to the community through need-based student scholarships and grants to local charities. To date, Desert Club has raised close to \$2.8 million.

Candy Zeper, co-chair for the 2019 Christmas Idea House, has been a Desert Club member for 37 years. Over the years, she has heard visitors comment on how impressed they were with the event. "Each year I am amazed at what the women of Desert Club create in these beautiful homes that have been graciously loaned to us. To me, the Christmas Idea House event truly signals the beginning of the Christmas season."

CHRISTMAS IDEA HOUSE PREVIEW AND PUBLIC TOUR SCHEDULE

The Christmas Idea House is a three-day event, beginning on Thursday, Dec. 5 at 5:30 p.m. with the *Preview Gala*, which includes a gourmet dinner followed by an exclusive home tour and shopping (reservations required; tickets are \$80 per person).

On Friday, Dec. 6, guests may attend one of two seating times (9 a.m. or noon) for the *Sneak Preview Brunch*, followed by the home tour and early-bird shopping (tickets are \$50).

For more information and to purchase tickets, visit christmasideahouse.org.

The home is open for public tours and shopping on Friday, Dec. 6 from 4 to 8 p.m. and on Saturday, Dec. 7 from 9 a.m. to 4 p.m. Tickets are \$10 each and can be purchased at the door or online.

The event is located at 3818 E. Brown Road, Mesa. Please follow signs for parking.

HOLIDAY MAGIC BEYOND THE GATES OF A MESA LANDMARK

The 2019 Desert Club's Christmas Idea House will showcase a spectacular Mediterranean estate built by Billy Johnson, master builder of Amberwood Homes and private entrepreneur.

"Desert Club members have always had a special place in my heart since I began supporting the organization back in 1985. I was honored to accept their invitation to hold the Christmas Idea House at my home this year," said Billy. "Anytime the Desert Club has asked for my support over the years, I have always been delighted to give it and encourage others to as well."

For the past 40 years, Billy has called Mesa, Ariz. his home. As the owner of Amberwood Homes, Billy has built beautiful homes throughout Mesa and all over the Valley. Through the Christmas Idea House, he gets to showcase one of Mesa's finest homes and the one he is most proud of – his own.

Anticipation grows as one enters this captivating, over 10,000-square-foot home, situated in the historic citrus corridor. Built in 1998, the property captures Billy's passion for homebuilding and is reflected throughout every corner of this sprawling estate.

The hand-forged iron doors lead into a traditionally elegant interior design. The home features rich wood inlaid walls, a combination of stone and wood floors, beamed ceilings, unequaled faux finishes, five unique fireplaces and Venetian plaster details.

Extensive under-roof exterior spaces enhance the privacy of the azure swimming pool with running fountains, surrounded by hand-laid flagstone, palm trees, and a guest casita. Also located on the estate grounds are dog kennels, four horse stalls, a riding arena for his Spotted Tennessee Walkers, and a private underground target shooting range. ■

For more information on Desert Club, or the Christmas Idea House, visit christmasideahouse.org.

NATIONALLY RECOGNIZED SELF DEVELOPMENT ACADEMY Kicks Off Enrollment and 20-Year Anniversary Celebrations

By Jamie Killin

While it might still feel like the school year is just beginning, it's already time for parents to start looking toward next year.

Therefore, nationally recognized Self Development Academy has kicked off enrollment, extending into early January.

Self Development Academy is a one-of-a-kind charter school, celebrating two decades of education, including founder Dr. Anjum Majeed's 12 years past leadership of Self Development Academy Preschool. In fact, the success of the preschool prompted parents to ask Dr. Anjum to expand her program with elementary and middle school classes.

Since then, Self Development Academy has grown to include four campuses with over 1,000 students, while maintaining commitment to student-centered learning. The school honors this commitment through an intervention system, which provides small group and one-on-one tutoring to students who need acceleration or concept mastery. These programs have often meant the effective teacher-student ratio is 1 to 15.

Sami Majeed, chief of schools at Self Development Academy, said, "We find students are ready for voracious learning, and we provide enrichment and acceleration."

The nurturing environment allows students to make mistakes, learn through play, connect with each other and cultivate a sense of responsibility for self.

"We teach the responsibilities students have to each other," said Sami. "It's not just what they can create and learn, it's what they owe to each other, what is owed to the community, and the world itself. We involve a lot of community service programs and perspective training."

The approach works, as the award-winning academy has been recognized as one of the best charter elementary schools in the United States and has been nationally recognized for both its elementary and middle school teachers. Students go on to excel in high school and have gained entrance to top universities such as MIT, Harvard and Princeton.

"Once our students leave us, they've found they have such a solid foundation that they do very well in high school and beyond," said Dr. Anjum. "Our testimony is not only how well they do while they are under our care, but

how well they do when they are on their own. It's those life-long learning skills we've been able to impart upon them."

With Self Development Academy's growth, Sami and Dr. Anjum have put a focus on bringing their approach to underserved areas in Glendale and Phoenix as well, with miraculous results. ■

For more information on enrolling at the Southeast Mesa location, please call (480) 641-2640, or visit selfdevelopmentacademy.com.



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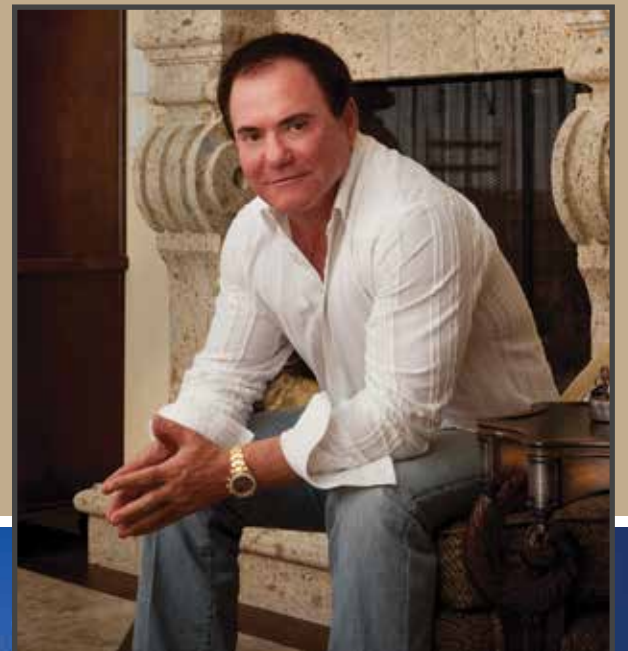


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"This was the second build I had with Billy. Way back in the mid-80s when he was first starting out he built a little home for me in Chandler. He welcomed us into his home, he asked what we were looking for and he started off by building the relationship. His style hasn't changed much in 30-something years — he's really interested in making sure he can build the house you're looking for. When my fiancée and I decided building a new home was the route we wanted to go, we already knew the quality of home Billy brought because I was so happy with my first home. The work and the materials he put into it even though it was just a small, little single-family home was very high quality. Now, our new home is also a top-quality build with the weight of the Amberwood name firmly behind it."

Daniel Van Cleave



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HEALTH

Mesa Chiropractic Opens East Mesa Location

Submitted by Mesa Chiropractic

Licensed chiropractic physician Baden Patterson is pleased to announce the opening of his office, Mesa Chiropractic, specializing in therapeutic procedures to help his patients live healthier, happier lives.

“My experience has given me a great opportunity to learn to diagnose and care for a wide variety of ailments from which my patients may suffer,” said Dr. Patterson.

“I have been trained in Advance Muscle Integration Technique (AMIT),” he continued. “With this therapy, I can isolate and test over 250 muscles of the body for normal function. This allows me to very specifically diagnose the problem, and allows me to see what muscles and affected joints of the body are not back at 100 percent function.”

“Then, with the AMIT protocol, I am able to treat and reactivate aberrant muscle and restore normal function,” he concluded.

Dr. Patterson attended undergraduate college at both ISU and BYU-I, completing a bachelor’s of science degree, and then a professional doctorate as a Doctor of Chiropractic in September 2012 from the University of Western States in Portland, Ore.

Dr. Patterson grew up in a large family as the youngest of seven children, in the Idaho Falls, Ammon Idaho area. He was a team captain and varsity wrestler all four years at his high school, placing third at State his senior year. He has always loved sports.

Dr. Patterson has also served a mission for his church in New Jersey, which taught him very important life principles. It was there he developed compassion to serve people.

“As a chiropractic student, I have completed over 1,200 clinic hours, working as an intern at three different chiropractic clinics in the UWS clinic system in the Portland area. As an intern, I worked directly with practicing chiropractors to deliver the highest quality patient care as the treating clinician. As well, as a chiropractic student, I traveled to Washington D.C. two years in a row with the Student American Chiropractic Association to work together with my peers lobbying for equal rights as health care practitioners.

My experience has given me a great opportunity to learn to diagnose and care for a wide variety of ailments from which my patients may suffer.”

Dr. Patterson owns and served as the primary chiropractic physician at his own practice in Idaho Falls for five years. In July of 2014, he received specialized advanced training in ozone therapy and injections, and IV therapy. Dr. Patterson, his wife and four children moved to the Mesa area in July 2018.

Give Dr. Patterson a call and come into the Mesa Chiropractic office for the new patient exam for only \$29. He also offers a monthly membership for two adjustments a month for \$60, with additional adjustments for \$10 each for members.

Dr. Patterson is dedicated to providing top-quality chiropractic and rehabilitative care to the people of Mesa and surrounding areas. His office serves the Mesa, Chandler, Gilbert and Queen Creek areas. ■

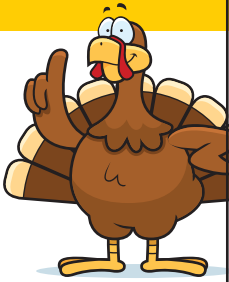
For more information, or to schedule an appointment with Mesa Chiropractic, go to mesaazchiropractic.com, or call (480) 758-4252.



Dr. Baden Patterson

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LOCAL BUSINESS

Cheer abounds at Orange Patch Too



From last-minute holiday décor pieces, to the perfect gift or card, Orange Patch Too has everything you'll need for the perfect holiday season.

Shoppers can look forward to one-of-a-kind gifts that will be a hit with family members of all ages, such as candles, puzzles, home décor — even clothing and accessories. Plus, the Orange Patch Too staff is always happy to lend a helping hand to customers looking for the perfect present.

"We have a great selection of gifts for everyone you know, from family and neighbors, to friends of all ages," said Michelle.

Plus, this holiday season Orange Patch Too will be hosting several holiday events, where customers can get great deals. There's the Christmas Open House – Nov. 8 and 9, their Black Friday Deals – Nov. 29, and Small Business Day – Nov. 30.

To top off your holiday to-do list, Orange Patch Too also has beautiful décor that will set your home apart, just in time for holiday parties and family events. Selections range from beautiful wall hangings, to unique ornaments and even new stockings.

Many Valley residents also know the shop got its start in the 1980s as a citrus farm, and customers still love the citrus today. During the holiday season, from early December until February, customers can even look forward to having hand-selected citrus delivered straight to their doors. ■

Orange Patch Too is located at 3825 E. McKellips Road. For more information, visit orangepatchtoo.com, or call (480) 832-0230. Store hours are 9 a.m. to 5 p.m., Monday through Saturday. Orange Patch Too is closed on Sunday.

By Jamie Killin

This winter, holiday cheer abounds at Orange Patch Too — one of Mesa's most beloved, family-owned shops for more than 30 years.

Owners and sisters Michelle Smith and Katie Hunsaker are looking forward to sharing that cheer with the customers and community that have supported them for more than three decades. The pair will feature a fun atmosphere, great products and a festive lineup of events.

"We enjoy our customers," said Michelle. "We love our customers. They're just great people and they've been so supportive over all these 30 plus years. They're just amazing customers that are more like friends. We're very grateful for them."



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Market Report


As of October 15, 2019

	85207	85215	85205	85213
Median List Price	\$569,000	\$399,900	\$328,500	\$657,450
Price per Square Foot	\$204	\$181	\$173	\$164
Inventory	119	31	61	54
Days on Market	89	118	49	117
Median House Rent	\$1950	\$1850	\$1675	\$1825
Most Expensive	\$2,875,000	\$999,999	\$2,795,000	\$1,699,000
Least Expensive	\$210,000	\$230,000	\$105,000	\$281,900
Market Action Index	51: Strong Seller's Market	60: Strong Seller's Market	61: Strong Seller's Market	49: Strong Seller's Market



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EDUCATION

Mountain View High Teacher
Receives Fulbright Grant

By Elliott Adams
Photo by Tim Hacker

Tamara Scott, an American Sign Language teacher at Mountain View High School, received a Fulbright Distinguished Award in Teaching Short Term Program (DAST) grant from the U.S. Department of State.



Recipients of the grant are selected on the basis of leadership potential, and academic and professional achievement. She is one of 13 K-12 teachers who will travel abroad as part of Cycle II of the Fulbright DAST program in 2019.

The program gives educators the opportunity to share their knowledge and expertise with educators in another country. Tamara will travel to Kuwait to conduct workshops on the effective techniques used to teach American Sign Language and English as a Foreign Language (EFL) to deaf and hard of hearing students in Kuwaiti public schools.

"This grant gives me an opportunity to simultaneously incorporate my knowledge of American Sign Language and deaf culture with my love of adventure and international cultures," said Tamara. "I am eager to experience the Kuwaiti culture while collaborating with global colleagues to design effective pedagogical techniques that will support deaf and hard of hearing students."

Tamara said she is not only excited at the prospect of what she will learn during this experience, but also enthusiastic about the opportunity to share what she has learned with students and colleagues upon her return.

"I feel blessed that I have been chosen to represent my school, district and state with this transformative opportunity," she said. "I know I will come back into the classroom with experiences that will broaden my teaching and leadership abilities."

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EVENT

Poston Junior High Hosting Astronomy Night

Submitted by Sue Weippert and Sara Anderson

Poston Junior High will host its 9th annual Astronomy Night on Thursday, Nov. 21 from 6 to 8 p.m. All community members, including current and potential Poston students and their families, are invited to learn about the universe at this very fun, academically rigorous event.

Partnerships with NASA, ASU, and the East Valley Astronomy Club, as well as strong support from Poston staff and local businesses, make the hands-on activities a high-quality learning experience designed to engage the most advanced junior high school students, their preschool-aged siblings, and everyone in between.

This year NASA will again provide make-and-take soda rocket straws for the littlest of hands to learn about basic trajectory. And as in years past, the East Valley Astronomy Club will set up eight to ten large scale telescopes for guests to view various celestial objects. In addition, ASU students representing ASU's Center for Meteorite Studies will be sharing a large collection of meteorites with visitors.

Many other perennial crowd-pleasing activities will be back for this year's event. At the *Impact Craters* station, participants will drop *meteors* of various sizes (golf balls, marbles, etc.) on to a *planet's surface* (a flour-filled pan) and measure the depth and width of the meteor's impact to make some surprising discoveries.

Proportional understanding will come to life at the *Play-Dough Planets* tables. This station usually attracts lots of students, and with some help, they come to understand the shocking differences in the size of the planets.

The *Leaps and Bounds* station, a new activity last year, was incredibly popular. Kids tested their jumping ability here on Earth, measuring how high they could leap vertically and how far they could bound horizontally. The students then did the calculations to see how far that would translate if they had jumped on the moon or one of the other planets in the solar system.

Many volunteers are involved at the *Balloon Planets* station, which uses some proportional mathematics, and Poston math teachers lend a hand for those who want

help calculating. Teachers are also on hand at the *Measure the Universe* station, where participants will learn about Kepler's Third Law. At the *Phases of the Moon* station, visitors see exactly why the moon looks different to us on Earth as it proceeds through its phases.

Natalie Guest, Poston's science department chair, is looking forward to Astronomy Night because it "unites our students, staff, families, and other community members in a night of engaging excitement." She reports, "there's something amazing about watching a seventh-grader explain to her younger sister how to find her favorite constellations using a star wheel, or watching an eighth-grader show his dad how far he could jump if he were on the moon."

Last year's Astronomy Night was attended by about 800 students and community members. ■

Poston administrators and event sponsors look forward to welcoming a similar crowd this year on Thursday, Nov. 21 from 6 to 8 p.m. The event is free and open to the public.



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Each package includes discounts on ceremony and reception items. In addition to pre-planning assistance, you will have a Day of the Event Coordinator present to make sure everything is taken care of.

March, April and May 2020 Wedding Specials

The Vistas Pavilion is offering discounted ceremony and reception pricing for dates remaining in March, April and May 2020. For complete details and package information, please call (480) 396-4000, ext. 227, or email jessmiller@lassendas.com

Summer 2020 Wedding Special

For events booked and hosted in the months of June, July, August and the first two weeks in September 2020, a Summer Special Wedding Special is available for only \$4,999 (plus tax and gratuity) and includes all the following:

Ceremony

White garden chairs, wedding arch, setup and breakdown of the ceremony venue, a gift table, a lemonade station, and champagne and a fruit and cheese platter in the luxurious Bridal Room.

Reception

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**FALL IS HERE AND
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The Patio and The Grille is fully open for the season, serving breakfast from 8 a.m. each weekday and from 7 a.m. on weekends. Lunch starts daily at 11 a.m. Happy Hour drinks and appetizer specials go from 3 to 6 p.m., and dinner is served on The Patio starting at 5 p.m., just in time to catch our beautiful sunsets.

And for a little excitement, we offer live entertainment Thursday, Friday and Saturday evenings on our cocktail Patio.

With our great weather, The Patio fills up quickly, so be sure to remember to book reservations early for The Patio through OpenTable.com, on our website, lassendas.com, or by calling (602) 734-5524 to book direct.

We've been busy planning events for the upcoming season. Check out our Event Calendar on our website for more upcoming events in November and December, all our new menus, and a schedule of live entertainment.



THANKSGIVING DINNER

Can you believe Thanksgiving is just around the corner? We are now taking reservations for our Thanksgiving Dinner on The Patio, Nov. 28 from 4 to 7 p.m.

If you prefer to celebrate at home without all the fuss, we are also featuring our annual *Turkey Take Out*. You can pick up a feast that will feed up to 10 people for only \$175. There are a very limited number left, so call today (480) 396-4000, ext 227.

NEW NIGHTLY SPECIALS

This year, in addition to our updated menu, we are offering new nightly specials. We continue to have our *Wine Down Wednesday* featuring 40 percent off bottles of wine. And don't forget our Prime Rib night is now on Fridays and Sunday is Pasta Buffet night.

THE PATIO WEEKLY SPECIALS	
Monday.....	Grandma's Fried Chicken.....\$18 Mashed Potatoes and Gravy, Green Beans
Tuesday.....	Slow-Braised Short Ribs.....\$28 Creamy Polenta, Roasted Root Vegetables
Wednesday..	Meat Lasagna\$18 Small Side Salad, Garlic Bread
Thursday ...	Chef's Seafood CreationMKT
Friday.....	Prime Rib
King - 14 oz.....	\$28.95
Queen - 10 oz.....	\$21.95
Saturday....	Juniper Berry Brined Sliced Roast Pork ..\$24 Yukon Gold Mashed Potatoes, Haricot Vert
Sunday.....	Pasta Bar Buffet\$18



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Your Community Connection

By Tannis McBean

Creativity in Selling Homes

Sales and marketing in Real Estate requires endless focus, planning and above all a huge dose of creativity. The cornerstones of creativity are energy, engagement, innovation and imagination. End goal - to achieve the best price in the least amount of time for a home.

My favorite phase in selling a home is working together with clients to develop new and imaginative ideas on how to sell a home. Creativity starts with a well thought out pre-market strategy with the agent and client weaving together experience, thoughts and ideas on presentation of the home and turning them into reality.

Historically, marketing of homes has included monthly mailers and local community media advertising. Today the internet and social media have proven to be the most robust and ubiquitous tools available. Creative e-marketing strategies embrace the visual aspects of selling and engagement. Social listening assists in understanding what is important to the buyer and gaining market insights.


Creative staging of a home and optimization of key home features can be done with inspirational soft décor, rearranging furniture, changing functionality of space and virtual photos for unfinished areas. Finding hidden patterns in a home and making connections in the appearance and flow of the home helps buyers realize the existing and future potential.

Creative marketing tools such as drone video, 3D Animation and 3D Walkthrough support spatial understanding and enable a buyer to experience the home during the search process.


I had the amazing opportunity to work with a family whose home needed some extra sizzle. Together we recreated and transformed the home to better align with the buyer segment. We developed a wine tasting room at the front entrance changing the focus of the home and further added entertaining décor to the dining room and kitchen enhancing the experience of the home. Results – the home sold in a very short time following!

Bottom line - creativity sells!







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LOCAL BUSINESS

Sweet Repeats Provides HOLIDAY LOOKS FOR LESS

By Jamie Killin

Sweet Repeats, a high-end East Mesa consignment store, began the year with new owner and local resident Jenn Franco. After a decade-long history in the area, the store has enjoyed continued growth leading into the holiday season.

As the holidays approach and people become excited to start shopping, it's a great time to consider a consignment store like Sweet Repeats, as trends nationwide are showing their growing popularity.

"Recycling clothing is one of the fastest-growing industries and a great way to get better name products for a bargain," said Jenn.

Customers can look forward to even more merchandise than usual heading into the holidays, including handbags, clothing, accessories and shoes from top designers, such as Coach, Tory Burch, Michael Kors and Calvin Klein.

"It gets busier this time of year, so we have more to offer," said Jenn. "We're getting even more people in lately."

The increase in shoppers and consignors also ensures a fresh variety of items are available for all styles and sizes.

For the holidays, shoppers can even look forward to formal wear — perfect for special occasions that might require an outfit you'll only plan to wear once and don't want to splurge on.

"We will be taking in some holiday dresses, so if you have

a fancy occasion, definitely stop by here first," said Jenn. "It's not something we'll always do, but it's great for more formal occasions and Christmas parties."

Customers can also rest assured that all items from Sweet Repeats are gently used and in pristine condition, free of spots, stains, missing buttons and the like.

For those looking for a luxurious gift this holiday season, Sweet Repeats is an ideal place to shop for a variety of beautiful high-end items at great price points, as well as gift cards for those who love to consign and pick things out themselves.

Consigning also provides an easy way to clean out old items and make some extra money for the holiday season.

Those who sell with Sweet Repeats receive 40 percent of the items' sale price, and items stay on sale for four months, with the price being discounted every 30 days, ensuring each item has plenty of time to sell, while allowing new merchandise to consistently enter the store for a better shopping experience.

Consignors are then given the option of taking back any items that don't sell, or Sweet Repeats will donate them to charities like Sunshine Acres Children's Home on their behalf. ■

Sweet Repeats is located at 6039 E. University Drive in Mesa. For more information, call (480) 275-2480.



EVENT

JOIN US FOR OUR ANNUAL HOLIDAY Ethnic Baked Goods and Craft Sale

Submitted by St. Ignatius Ladies Auxiliary

If you fondly remember your grandmother's bakery at Christmas, you want to come to our bake sale. And, if you have tried our baked goods before, then you have been waiting for our announcement regarding the date and time of this year's sale.

Well, good news! Our Nativity Baked Goods and Craft Sale is Saturday, Dec. 7. And, to accommodate the response we have had from the public over the past two years, doors will open at 8:30 a.m. Thank you to all for your support these past years!

We will have a variety of ethnic baked goods, such as Serbian, Czechoslovakian, Greek and Russian holiday treats and specialty breads. We feature Serbian nut, prune, apricot and poppy seed rolls; Eastern European kolaches; Czechoslovakian and Greek cookies; and Russian tea cakes. And, don't forget our famous baklava.

In addition to cultural treats, the St. Ignatius Ladies Auxiliary is known for its sweet options, including chocolate-covered peanut butter balls, homemade fudge, dipped marshmallows, and traditional holiday cookies. The treats can be purchased in dozens or in custom-made party trays. An abundance of items will be offered that can be used for holiday gifts and treasures.

Also, we have expanded our craft area this year. Visit our gift shop for handmade ornaments, table runners, lanyards, key chains, placemats, mug rugs and much more. This is a great place to pick up a small gift or stocking stuffer for yourself or others.



Located at 5515 E. Redmont Circle, between Recker and Higley roads on the north side of Thomas Road, St. Ignatius is an English-speaking Eastern Orthodox Christian church and is part of the Antiochian Orthodox Church of North America. The Ladies Auxiliary hosts the sale for the church building fund and community service projects.

Please follow us on our Facebook page: St. Ignatius Holiday Delights. Sale is Saturday, Dec. 7, 8:30 a.m. to 1 p.m. Advance orders are encouraged. Please contact us at saintigholidaydelights@gmail.com, or through Facebook direct message to place an advance order. ■

The sale is open to the public. For information, please call Jill Benza at (480) 388-0378, or email saintigholidaydelights@gmail.com.



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REAL ESTATE

STRONG HOUSING MARKET EXPECTED FOR WINTER MONTHS

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



Finally, the summer is over and the outdoors becomes ours again, this is why we live in Arizona, for the other eight months of the year. As we head into fall, we become the envy of those bracing for winter storms, and with cooler temperatures come our annual flock of snowbirds, ready to relax and stay warm in our perfect winter weather.

While spring is still the highest season for buying and selling in Arizona with the peak month in May, we really don't see a drastic decline in the fall and winter that you see in other states. Plenty of residents will wait until after the hot summer months to make their move. Arizona is still one of the top destinations for second home buyers and not just the Canadians, we are seeing more buyers from within the U.S. and especially California.

AN UNBALANCED MARKET

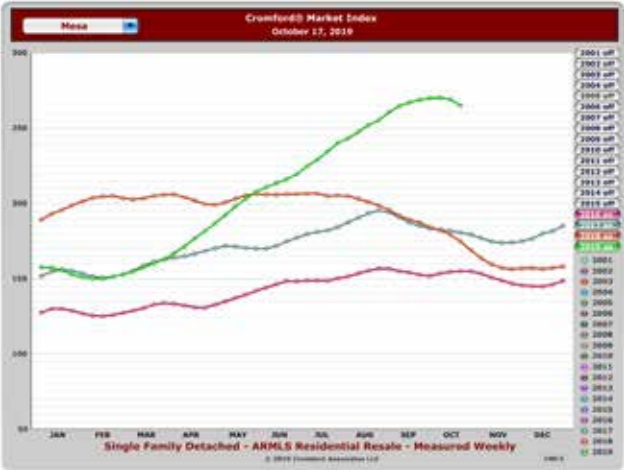
The inventory of homes for sale in the Phoenix area is the lowest we have seen since 2005, and with demand continuing to increase, the market remains very unbalanced. We are seeing more multiple offers and homes being sold before they are listed. I sold two of my listings this month to buyers driving by and seeing the Coming Soon signs.

The market is driven by supply and demand, and our unbalanced market is keeping us in a very strong seller's market heading into the winter season. There is twice as much demand as there is supply, with October inventory down 39 percent, September sales down one percent, and the median sales price has increased 13.5 percent year-over-year.

Supply..... 53.1
Demand.... 106.7

	Inventory	Sales	Median Sales Price
2017	1159	816	\$228,000
2018	1089	794	\$251,000
2019	784	754	\$285,000

THE CHART BELOW IS THE CROMFORD INDEX WHICH REPRESENTS THE BALANCE OF SUPPLY AND DEMAND. 100 IS A BALANCED MARKET



FOR THE SELLER

If you are thinking of selling and hate the thought of having buyers coming through your home, now is a great time to sell. With homes being snapped up so quickly, especially in the price range under \$400K, that means less time on the market and having buyers walking through. We still have very low interest rates, which is pushing buyers to purchase now and lock in their low interest rate.

If you are considering selling your home, you can get a free home estimate at InstantHomeValueAZ.com, or contact me directly for a free no obligation market analysis.

FOR THE BUYER

Despite expectations that mortgage rates would increase this year, rates are still very low and it's a great time to lock

in the low rate. If the spread between supply and demand remains where it is today, buying in the spring could be a lot harder with more buyers to compete with, and more expensive as the median sales price continues to increase.

Looking on sites like Zillow.com and Trulia.com are a great way to start your search. However, it can get very frustrating as many of the homes that show as active are actually under contract. In a hot market like we are in today, you have to be one of the first buyers to see a home and put in your offer. If you wait a day or two, chances are it will be gone.

If you are ready to buy, the best way to move forward is to contact a local Realtor and get set up on an automatic search, then any homes that meet your criteria will be emailed to you as soon as they are listed, so you can be one of the first to see it and you won't miss out on anymore homes. If you would like to be set up on an automatic search, please contact me directly and I can set you up right away.

For more information on current market conditions, buying or selling a home, or a free home valuation, please feel free to contact me directly. Call (602) 571-6799, or visit my website at Homes2SellAZ.com.



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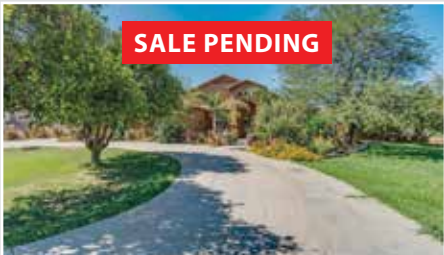
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COMMUNITY

Project HELP Gearing up for the Holidays

Submitted by Sally Marks

Project HELP is gearing up for the holidays and needs your generous help! Donations are now being accepted for both Thanksgiving and Christmas.

Apache Junction Unified School District (AJUSD) developed Project HELP over 30 years ago to offer creative solutions to temporary, emergency situations for their students and families in times of need.

Project HELP is 100 percent supported by donations: financial, food, new and gently-used clothing, and household goods provided by churches, organizations, businesses, and individuals. Aid is distributed, as funds allow, based on need, as determined by the Project HELP coordinator.

Thanksgiving donations will be accepted Nov. 1 through Nov. 22 and Christmas donations will be accepted Nov. 1 through Dec. 6. Donation drop-offs will be accepted on Monday and Wednesday mornings, from 8:30 a.m. to noon.

Donations are accepted at AJUSD's offices, 195 E. Superstition Blvd., in Apache Junction (located in the Pinal County complex).

Those who need to donate at other times or days can contact Rosie Portugal Brastad, Project HELP coordinator at (480) 288-2955. Individuals and/or groups with large quantities of donations are asked to please call ahead of time so Project HELP can prepare space and make arrangements to receive the items.


"While we do accept gently-used items at other times, we only give new items to our families for Christmas," said Rosie. "We appreciate the support of local businesses, churches and individuals who help provide for our Project HELP families."

Project HELP encourages families to become self-sufficient, in part by treating aid as a loan. Families repay these loans through service to their community. Families are responsible for finding their own community service and bringing in written documentation of their volunteer hours. It is strongly suggested that parents volunteer at their child's school if possible.

Project HELP also serves as a resource for other services available to families within our community, and will make referrals whenever possible and appropriate.

For more information about Project HELP, visit ajusd.org/domain/67, or call Rosie Portugal Brastad at (480) 288-2955. ■

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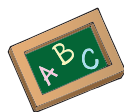
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|| SPIRITUALITY

Thanksgiving is a Time to THANK GOD TOO

By Associate Pastor Nick Duerr
Hosanna Lutheran Church

One of my favorite Calvin and Hobbes cartoons is the one where Calvin wakes up with what can only be described as a Halloween hangover, feeling sick from all of the activity and candy from the night before.

But he tells Hobbes he always feels better when he can go for a walk and look at everyone's Christmas decorations. It goes well with so many other cartoons of turkeys yelling at Santa to wait his turn.

Sometimes, with as exciting as Christmas is, Thanksgiving can get lost in the mix. And at the church, it is especially easy since Christmas is so important to us. But it's also important for us at the church to take a moment to give thanks to God.

Here at Hosanna Lutheran Church, we recognize that all of the good things in our life — family and friends, food and drink, health, leisure, and the like, all are gifts from God. We recognize that He designed the world with many good things for us to enjoy.

And so, on Thanksgiving, we have the wonderful opportunity to celebrate the bounty that He gives us. We set aside time to gather with those family and friends He has blessed us with. We take time to make excellent meals with the wide variety of foods He blesses us with. We express our gratefulness for what He has done for us, that goes way beyond the good things in our lives. We thank Him for His mercy.

On Thanksgiving we particularly thank God for Jesus' crucifixion and resurrection, and the gift of salvation that He gives to us through that work. We thank Him for adopting us as His children and blessing us with His love.

So, as we celebrate this Thanksgiving, take some time to join us in giving thanks to our God, who has blessed us with so many wonderful gifts in our lives. ■

You're invited to join us for Sunday worship at 8 and 10:30 a.m., and for our 6:30 p.m. Thanksgiving Eve Service at Hosanna Lutheran Church, 9601 E. Brown Road, Mesa.



St. Ignatius Nativity Bake Sale December 7, 2019 8:30 am - 1:00 pm

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REAL ESTATE

1031 Exchanges: What You Need to Know to Save Taxes and Maximize Your Investments

Submitted by John Karadsheb, Designated Broker, KOR Properties

It is no secret that real estate values have increased substantially over the past few years. While making money is a good thing, the resulting capital gains taxes are not as exciting.

For this reason, more and more investors are once again using the IRS 1031 exchange opportunity to maximize their investments and financial goals.

WHAT IS A 1031 EXCHANGE?

Section 1031 of the IRS tax code allows investors the opportunity to sell investment property and defer the capital gains from that sale by purchasing like-kind property.

The term like-kind is very broad, so, that means you could exchange an apartment complex for raw land, an office building for a strip mall, or simply one rental home for two others.

To maximize the tax benefit, the price of the new property must be greater or equal to the price of the old property (for maximum tax savings) and the amount of debt held on the new property must also be greater or equal than the debt held on the previous property.

EXAMPLE OF A 1031 EXCHANGE

You purchased a piece of raw land in Montana for \$250,000 and you sold it several years later for \$500,000. You are now subject to paying capital gains on your \$250,000 of profit, which would be around \$75,000.



John & Natascha Karadsheb

Using a 1031 exchange, you instead use the \$500,000 in proceeds to purchase two rental properties in Arizona valued at \$250,000 each. The capital gains tax was deferred and the rental properties offer monthly cash flow in a way that the raw land did not.

COMMON REASONS INVESTORS UTILIZE 1031 EXCHANGES

- Defer taxes
- Diversify or consolidate real estate holdings
- Switch property types or move from one market to another
- Increase purchasing power and return on investment
- Improve cash flow
- Estate plan for heirs
- Reset the depreciation clock

IMPORTANT THINGS TO KNOW ABOUT 1031 EXCHANGES

1031 exchanges are only for investment and business property, and cannot be used to swap your primary residence for another home.

When the new tax legislation was being drafted in 2017, there was some discussion surrounding the elimination of 1031 exchanges altogether. While this did not happen, exchanges of personal property (aircraft, cars, franchise licenses) no longer qualify. Under the new law, only real estate qualifies.

Research and hire a Qualified Intermediary (QI) to assist with the exchange. A QI is a person or company that agrees to facilitate the 1031 exchange by holding the funds involved in the transaction until they can be transferred to the seller of the replacement property. These intermediaries are not federally regulated, so it is not

advisable to just pick one from the Internet. Please do your research or call us for recommendations.

There are two critical and non-negotiable deadlines in a 1031 exchange. From the day that you transfer ownership of a property, you have 45 calendar days in which to identify a replacement property and then an additional 135 calendar days in which to close on that replacement property (180 calendar days total). If you don't adhere to these specific timeframes, you will not qualify for the tax deferment. It can be a challenge to secure property in a tight market, so it is important to have a strategy prior to even considering a 1031 exchange.

Seek advice from your financial planner, tax attorney, and CPA relating to your specific tax and investment goals, and personal situation. Make a plan before you start the process.

Over the years we have done hundreds of transactions for large and small investors, and have great resources available to our clients. If you are thinking of selling your investment property, give us a call today at (480) 568-8680, and we can help give you a complete market valuation so you can plan your next investing steps. ■

KOR Properties and its agents do not provide tax, legal or accounting advice. This material has been prepared for informational purposes only, and is not intended to provide, and should not be relied on for, tax, legal or accounting advice. You should consult your own tax, legal and accounting advisors before engaging in any transaction.

John and Natascha Karadsheb are co-owners of KOR Properties. John has been a Multi-Million Dollar producing agent for over 17 years and is an Accredited Buyers Representative (ABR) and a Certified Residential Specialist (CRS). Natascha is a graduate of Princeton University and the Chairwoman of the City of Mesa Economic Development Advisory Board. You can reach John at (602) 615-0843 and Natascha at (602) 909-4995, or visit their website at KORproperties.com.

KOR Properties is a boutique real estate brokerage serving the Valley of the Sun, and the creator and founding sponsor of Mesa Food Truck Fridays.

Real Estate In The Groves brought to you by: Groves Area Market Report Sales over \$375,000 for the Month of September 2019

Address	Square Feet	Community	Sold Price
3504 E. Fox St.	2,432	Groves	\$375,000
2263 E. Leonora St.	2,228	Citrus Del Ray	\$377,000
2317 N. Demaret Dr.	1,802	Apache Wells	\$379,000
5114 E. Gary St.	2,841	Higley Heights	\$387,000
2539 E. Inglewood St.	1,881	Russell Manor	\$393,500
1408 N. St. Paul	2,841	Higley Heights	\$400,000
2518 E. Lockwood St.	2,438	Citrus Highlands	\$400,000
2539 E. Nora St.	2,442	Pacific Palms	\$410,000
2832 E. Fountain St.	3,318	Mountain View Highlands	\$430,000
2712 E. Palm St.	2,713	Lehi Crossing	\$472,000
2259 N. Higley Rd.	1,906	Apache Wells	\$477,900
2957 E. Fountain St.	2,915	Mountain View Highlands	\$479,000
939 N. Norfolk	2,834	Estates at Montecito	\$487,000
2338 E. Hale St.	3,062	Miller Heights	\$495,000
2863 E. Mallory St.	4,214	Vista Mesa	\$496,000
3320 E. Fairbrook St.	2,820	Groves	\$497,000
4253 E. Encanto St.	3,061	Estates at Montecito	\$503,000
827 N. Portland	3,177	Groves East	\$510,000
5345 E. McLellan Rd., #112	3,563	Alta Mesa	\$525,000
3914 E. Enrose St.	2,690	Trovita Estates	\$539,900
3228 E. Fountain St.	3,470	Groves	\$554,300
4009 E. Hope St.	2,845	Estates Groves	\$555,000
3865 E. Enrose St.	3,754	Trovita Estates	\$575,000
3727 E. Omega Cir.	3,751	Clark Acres	\$615,000
3848 E. Ivyglen Cir.	3,801	Groves North	\$800,000
2625 N. 24th St., #5	4,350	Estates at Northridge	\$878,000
3503 E. Kenwood St.	5,043	Hermosa Groves South	\$930,000
2143 N. Citrus Cove	4,241	Estates at 32nd Street	\$985,000
4222 E. McLellan Cir., #10	6,906	Park Avenue	\$1,050,000
3749 E. Juniper Cir.	4,373	Cobblestone at The Groves	\$1,350,000

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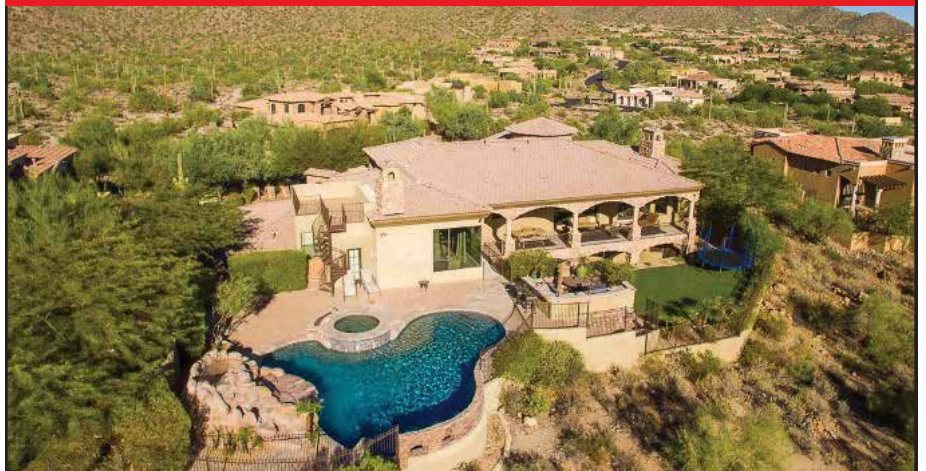


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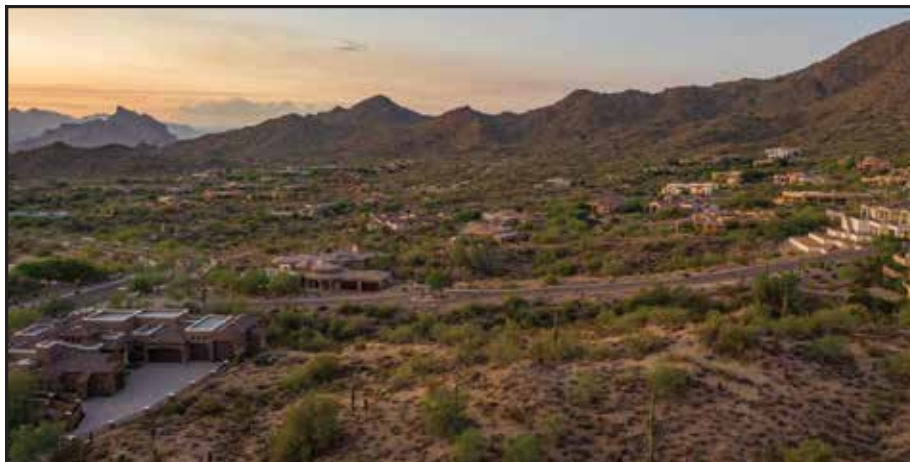


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|| SPIRITUALITY

Love of Christ Lutheran Church will host exciting musical venues for the holiday season

Submitted by Love of Christ Lutheran Church

Love of Christ Lutheran Church, under the musical direction of Jung Csuy, will host a variety of musical venues for the upcoming holiday season, including a live jazz concert, a Christmas cantata and an international three tenors concert.

Jung, who has a master's degree in music education in choral conducting, with an emphasis on piano, from Arizona State University, is pleased to conduct the choirs at Love of Christ Lutheran Church, including two adult choirs and two bell choirs, both youth and adult. She was awarded a full scholarship to perform Mozart's *Requiem* in Italy with ASU's Choral Union and has conducted more than 20 Lenten and Christmas cantatas at LoC.

Upcoming Events at Love of Christ Lutheran Church – All are open to the public.

- ♦ **Live Jazz Concert:** Friday, Dec. 6 at 6 p.m. Jazz, Dinner and Silent Auction \$20.00. Featuring live jazz from local professional musicians. Serving Chicken Coq au Vin, herb-roasted potatoes, pear and walnut salad, dessert.
- ♦ **Christmas Cantata:** Sunday, Dec. 15 at 9 a.m. and 10:45 a.m. Over 80 intergenerational voices, two bell choirs, professionally trained soloists, professional full orchestra and a contemporary band. Arrive early for best seats. Free will offering.
- ♦ **International Three Tenors Concert:** Saturday, Jan. 11, 2020 at 7 p.m. Presented by Phoenix Opera \$20.00. Featuring Johnny Huerta, Guillermo Ontiveros, Robert Erlichman. Songs range in style from operetta to Mexican Ranchera. Lisanne Norman Brooks

will join them as a guest soprano. Light refreshments will be sold.



- ♦ **Sock Hop and Retro Style Dinner:** Friday, Feb. 14, 2020 at 6 p.m. \$20.00. Dance music from the 50s provided by the Rockin' Baby Boomers. Dinner will be Sloppy Joes, salad and root beer floats served in red baskets lined with paper. Special wooden dance floor. Hula hoop contest with prizes. Come in costume if you can – poodle skirts, saddle shoes, white T-shirts, sneakers.
- ♦ **Community Youth Talent Show:** Friday, March 13, 2020 at 7 p.m. \$5.00. For Grades 1 to 12. Song, dance, comedy, musical instrument, magic show, etc. Prizes: 1st place \$200; 2nd place \$150; 3rd place \$100. Performances must be no longer than four minutes maximum. All music, costumes, etc. provided by performer. Schedule auditions by contacting music director Jung Csuy at jungmusic@loccl.org, or call her at (480) 832-2449. Light refreshments will be sold. No cost to performers; attendees' tickets are \$5.00 per person. ■

Love of Christ Lutheran Church is located at 1525 N. Power Road in Mesa. For more information, call (480) 981-6199, or visit the website at loveofchristchurch.net.

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9:00 A.M. CONTEMPORARY WORSHIP SERVICE

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10:30 A.M. TRADITIONAL WORSHIP SERVICE

This service features a greater inter-generational mix of attendees, and includes the Chancel Choir, the Bell Choir, and once a month a more up tempo setting for worship found in our Hymnal.

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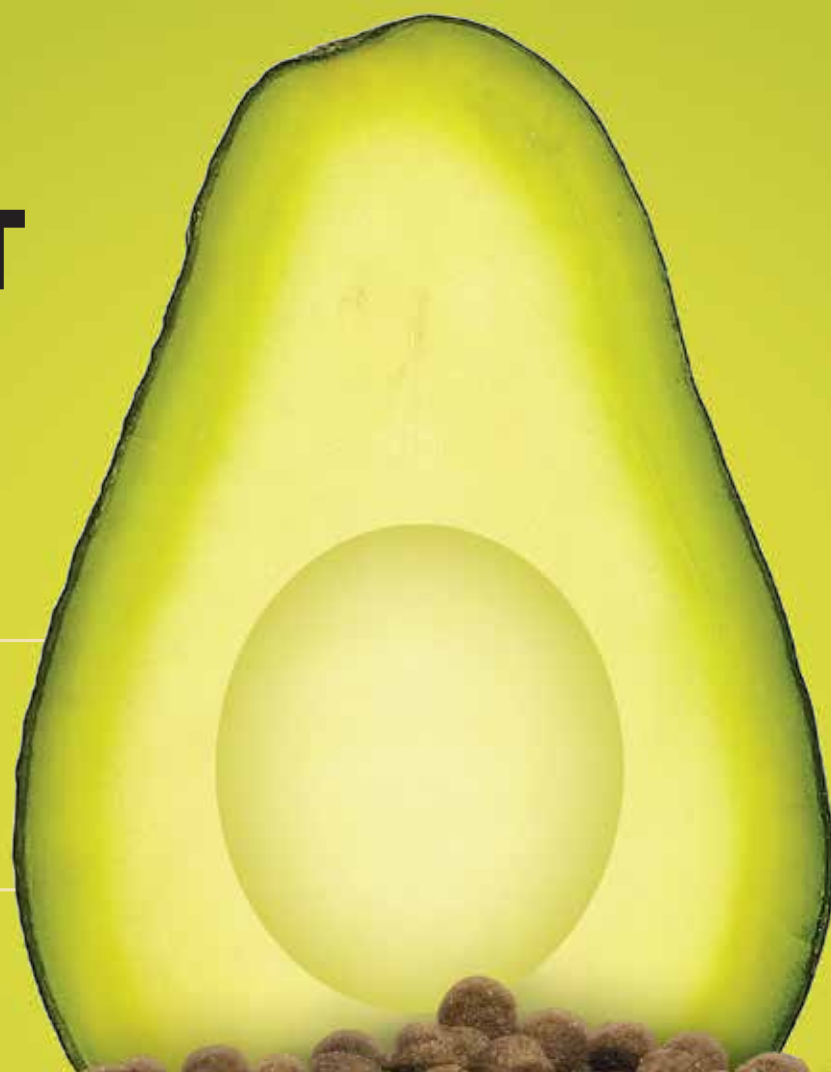
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LOCAL BUSINESS

CHUCK’S BUTCHER BLOCK MEATS BRINGS Top-Quality Cuts to the Holiday Table

By Jamie Killin

With the holidays around the corner, it’s the perfect time to start thinking about one of the most important aspects of the festivities — the holiday meal. Fortunately, Chuck McClure of the recently opened Chuck’s Butcher Block Meats in Mesa, is lending his 45 years of experience as a butcher to helping East Mesa residents deliver the highest quality, most delicious holiday meal with his extensive selection of meats, sauces, marinades, rubs and sauces. For Thanksgiving, turkey orders have already begun, and will continue through the first week of November. Customers can look forward to top-quality turkeys, raised slower on high-quality food with no steroids, as well as premium hams and prime rib.



“I’m really proud to be selling the turkeys we are this year,” said Chuck. “They’re Diestel turkeys from a family farm in California, so we’re going to be getting a free-range, fresh turkey.” Even if your plans are a bit more last-minute and you don’t have the opportunity to order ahead of time, Chuck is ordering some extra product, but it will be limited. Then, right after Thanksgiving, Chuck’s Butcher Block Meats will begin taking orders for Christmas dinners. Chuck anticipates most customers will be ordering top-quality prime rib, but turkeys and hams will also be available. For New Year’s, Chuck will offer a selection of seasonal favorites including seafood. However, with Chuck’s Butcher Block Meats warm welcome into the community, Mesa residents aren’t just coming to the shop for special occasions. “Our chicken and our pork both eat so good, so much better than what a lot of customers have been used to, so now people who would be doing their regular grocery shopping are planning out four to five meals, instead of just one time to see what the novelty is,” said Chuck. At Chuck’s Butcher Block Meats, customers can order all kinds of specialty meats, as well as pick up every day favorites, including USDA prime beef, natural chicken, locally made sausage and even freshly made dog food. In fact, Chuck, who has been a butcher in the community for over a decade, has been overwhelmed by the strong initial customer base and growing support, thanks to his top-quality meats, expert cuts and fair prices. “Everything has been going so well,” he said. “We have the best customers in the world, and that’s why I wanted to be where we are. The way we’ve been accepted in the community has been phenomenal. I couldn’t be more happy about that.” ■ Chuck’s Butcher Block Meats is located at 6606 E. McKellips Road, Suite 104, in Mesa. To place your holiday orders or more, visit chucksfinemeats.com, or call (480) 590-5709.

LOCAL BUSINESS

PACINO’S WILL HOST festive wine dinner



By Kim Phillips

Pacino’s Italian Grill and Bar will host a festive wine dinner on Wednesday, Nov. 20 at 6 p.m., featuring a four-course meal paired with four eclectic Orangewood wines and live dinner music. “The wine tasting will be fun and educational,” said Frank Spacarelli, who owns Pacino’s and is very grateful for the community support he has received through the years. “We have limited the event to 20 people to keep the affair intimate, so neighbors can get to know each other and enjoy the process.” Frank said he will provide individual attention, allowing participants to revel in the experience of tasting food and pairing with wine. “We are very thankful and blessed to be here,” said Frank. “In my 35 years of business, this is one of the communities who has embraced a loyal participation.” In addition to the wine dinner, Frank is now offering an early bird dinner special in honor of our winter visitors. From 3 to 5:30 p.m., patrons can enjoy a buy one, get one half off dinner special, Sunday through Thursday. Finally, with the holiday season upon us, Frank is offering catering, from small, intimate parties to large gatherings, including a 10 percent discount on orders of more than \$150. ■ For reservations and information on any event or catering, call (480) 985-0114, or visit the website at PacinosAZ.com.

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Over 50 Up Close

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November 2019

HEALTH Over 50

Taking the Guesswork Out of Medicare Annual Enrollment

Submitted by
Tapestry Insurance

During the Medicare Annual Enrollment, there are so many commercials, advertisements and mailers that all the plans and options available might start to look like a foreign language. Even after extensive research, making a decision can be daunting.

Fortunately, you don't have to make sense of it all on your own. I am a licensed and trained Medicare health plan agent, and have worked for the past six years to become knowledgeable about Medicare health plans. I attend seminars and trainings to stay up-to-date on the latest information.

It's complicated, and there are so many moving parts, so I always think to myself: *Why would you ever tackle this on your own?*

I make appointments with clients so together we can identify what is needed and provide information to ensure they fully understand all of the options available. Once I help someone enroll in



Lynne Jones

a plan, then I become their agent and can continue to work with them each year.

During the annual Medicare enrollment period, I speak with my clients to confirm they have been satisfied with their plan, or help them choose a new plan.

As a Medicare health plan agent, I am paid by the insurance companies, so my clients don't pay any out-of-pocket fees for my help. I don't pressure anyone, just simply provide information, present options and let them choose what is best for their situation.

Someone once asked me which plan is best. Quite honestly, it depends on what is best for each individual.

I will be hosting a Medicare meeting at the Red Mountain Ranch Country Clubhouse on Wednesday, Nov. 20 from 9 to 11 a.m. I can check your prescription drug coverage as well as share information about new plans available for 2020. Come join me and enjoy coffee and hot cocoa in an informal setting.

If you are turning 65 next year, this would also be a great time to get acquainted with Medicare. ■

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

LOCAL BUSINESS Over 50

Doves senior care promotes client safety through communication

Submitted by Doves Senior Care

Home care is a 24-hour job and is constantly evolving around the changing needs of our clients.

Good communication is imperative, with family and clients at the assessment, and continues as long as clients remain on services to ensure updates and safety measures are in place to meet their changing care needs.

The individual client's level of care, frequency of visits, and hours of service are documented during our initial meeting, or assessment. A main point of contact is established and method of communication (call, text, or email) is confirmed. We document the referral resource, and any additional health services the client is receiving.

Assistive devices used at home and for outings to prevent falls are recorded on the care plan. Additional medical equipment may be recommended, and fall risks inside the home and solutions are discussed.

The client or contact is given the office phone number, which is available 24/7. Client changes, concerns, and questions are directed to the office, whether from the client, family member, or a staff member.

Our compassionate and experienced office staff quickly builds trusting relationships through communication with clients and family members.

Our goal is to keep clients out of the hospital. Caregiver continuity is priority when scheduling services for our clients. Changes in health, mobility, weight, eating or sleeping habits are easier to spot when the same caregivers visit regularly.

Healthy meal preparation, medication reminders, transportation to doctor appointments, light housekeeping, exercising, and use of assistive devices can be used to help prevent hospitalization or readmission.

We communicate directly with case managers and discharge planners regarding patient's care needs when transitioning home.

As a Centrix company, Doves is able to provide coordinated solutions and continuity of care to promote safety and changing needs of clients. In addition to home care, Centrix Healthcare Services offers home health, medical equipment, deep cleaning and/or organizing solutions, and placement. ■

For more information, call (480) 268-2685, or visit the website at DovesCare.com.

ARE MEDICARE PLAN CHANGES TOO CONFUSING?

Some Medicare plans are prone to change more than others each year. Let me help take some of the confusion out of choosing a plan for 2019 and beyond.

- 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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COMMUNITY

Over 50

Red Mountain Ranch Social Club is Active Throughout the Fall Season

Submitted by Robin Hagenstad, Red Mountain Ranch Social Club Secretary

The Red Mountain Ranch Social Club members have jumped into the fall season by participating in a variety of activities. The Social Club members have engaged in exciting and rewarding educational, entertainment, and community benefit events.

PREVIOUS EVENTS

The Oct. 10 meeting featured a fascinating and very moving presentation by Dr. Dirk Van Leenen, who was born in 1940 in the Netherlands. He is an author, Holocaust survivor, and has been a Mesa resident for over 30 years.

Dr. Van Leenen shared many personal and touching stories, reviewing his experiences of growing up during World War II and living through the invasion of Holland. His father was Christian and his mother was Jewish.

Dr. Van Leenen was just three years old when he would ride with his father, a Dutch resistance fighter, carrying counterfeit IDs packed into layers of his clothing. They helped more than 1,000 Jews by finding places for them to hide, to avoid being arrested by the Nazi soldiers, and sent to the concentration camps in Germany.

Dr. Van Leenen has written three books: *Resistance on a Bicycle*, *The Americans are Coming* and *The Last Train to the Concentration Camp*.



The Social Club members had yet another opportunity to gain new knowledge during a guided tour of one of the top-rated attractions in the area, the Commemorative Air Force Museum, on Thursday, Sept. 19. The group learned how airplanes were used throughout the history of combat.

The museum is home to authentic war artifacts and hundreds of exhibits that chronicle the stories of people who rose to meet extraordinary challenges.

UPCOMING EVENTS

The Red Mountain Ranch Social Club meeting presentation for November will honor our Veterans. After the meeting, a special luncheon prepared by the Red Mountain Ranch Country Club's excellent new chef will be held.

This year, the Red Mountain Ranch Social Club Garage Sale will be held Friday and Saturday, Nov. 8 and 9. The Garage Sale is one of the largest in the Phoenix area and brings thousands of customers to Red Mountain Ranch. Buyers love the bargains they find.

The activities described above demonstrate that the members are doing an admirable job of supporting the mission of their organization, which is to promote the social and cultural growth of its members; to engage in educational outreach, to encourage mental and physical health; and to facilitate community involvement for the benefit of society.

Members range in age from 30 to 90 years of age. Social Club members have the opportunity to meet new friends, engage in dynamic conversations while dining out, enjoy playing exciting games on game night, participating in the book club, attending theatre/concerts, and expanding their knowledge by attending lectures or participating in museum trips.

Members may participate in as many or few activities as they desire. You do not need to live in Red Mountain Ranch in order to join the Social Club. Membership dues are only \$12 per year. ■

For further information regarding the Red Mountain Ranch Social Club, go to the website, rmrsc.com.

EVENT

Over 50

Wild Old West Dinner Show and Gunfight Returns for Another Season

Submitted by Pioneer Pepper

Saddle up and ride back into the nostalgic era of the singing cowboys. The Wild Old West is coming back to life in two locations this season!

The Wild Old West Stage Show, Gourmet Buffet, and Gunfight will be in Gold Canyon and the Wild Old West Dinner and Show is returning to Farnsworth Hall for another season in Mesa.

The stage shows star internationally-acclaimed singing cowboy, Pioneer Pepper, with The Sunset Pioneers and dazzling showgirls. This multi-talented cowboy singing and dancing group keeps the Old West alive with their attention-grabbing mixture of traditional cowboy music, comedy and choreography.

An exciting addition this season is the Wild West antics of the gunslingin' Desperate Odd Toes at the Gold Canyon shows.

Performing such nostalgic songs as *Tumbling Tumble Weeds*, *Cool Water*, *Ghost Riders in the Sky*, and *Back in the Saddle Again*, this notable troupe takes you back to the days of Roy Rogers, Gene Autry, and Marty Robbins, reminding audiences that a little bit of cowboy lives on in all of us.

A spectacular evening of Wild West music, food and fun awaits. Don't miss these shows!

GOLD CANYON — Dinner Show and Gunfight
Fridays — The Ballroom at Gold Canyon Golf Resort
6100 S. Kings Ranch Road, Gold Canyon
Reservations, Tickets, and Details Online
SunsetPioneers.com/goldcanyon

MESA — Dinner and Show
Farnsworth Hall — 6159 E. University Drive, Mesa
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GOLD CANYON AZ

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GUNFIGHT

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LOCAL BUSINESS

PlumbSmart Plumbing, Heating and Air Brings Compassion and Quality to Home Repair

By Jamie Killin

No one looks forward to the day when they are faced with a plumbing, heating or air conditioning problem — especially when they're expensive, inconvenient and difficult to understand. That's why PlumbSmart Plumbing, Heating and Air focuses on providing affordable prices, high-quality service and reliable repairs backed by lifetime warranties. The company has been voted the top plumber in Mesa, has nearly one thousand five-star reviews, and has a Better Business Bureau A+ rating to show how well its approach works. Owner Wayne Decker has 45 years of experience in the industry and began his business to give homeowners an advocate in the plumbing, heating and air conditioning industry who wouldn't overcharge them, and would provide top-quality work.

"I started PlumbSmart as an answer to an industry where basically it preys on the ignorance of homeowners, like auto repair and other home services," said Wayne. "They charge too much. In fact, every one of our vans now has our motto—*plumbers charge too much*—because they do industry-wide."



For Wayne and Karry Decker, building a family-owned and operated business is about forming relationships with customers and taking care of people with transparency and kindness.

For Wayne, building his family-owned and operated business is about forming relationships with customers and taking care of people with transparency and kindness. "We want to be all things to all people," said Wayne. "If it's a single mom and she's living paycheck to paycheck, or an elderly couple who are on a fixed income, we're going to fix their problem. We're going to work

with them in whatever way we need to and that includes benevolent repairs." In fact, this summer, when a customer called PlumbSmart because her home air conditioning went out and she didn't have the means to pay for the repair, PlumbSmart took care of it for free. Wayne sets an example of benevolence for his team in how he treats customers and them, by providing competitive pay, benefits and access to the latest equipment, and he expects his team to treat customers with the same level of care. "We remind our guys that they're servants," he said. "Life is really, really tough and when they have somebody that's pleasant and caring, especially about their pocket-book, that matters. You want a servant in your home. You want somebody that's on your side, not somebody that's saying things you don't really understand and giving you a price that shocks you." That approach has led to a low turnover rate amongst employees, with no one quitting the company, and a clientele of only satisfied customers. "I will not allow there to be a complaint against me that I'm aware of, whether it's money back, redoing it, whatever it takes," said Wayne. "If a customer lets us know, and we try our best to get a hold of them, we'll solve the problem." PlumbSmart even gives its customers the knowledge they need to complete a repair themselves or understand where the problem in their home might be coming from. Not only does their website have an extensive FAQ and informative blog, Wayne welcomes customers to call and ask questions. "We have no problem with a customer calling us and saying, 'Hey, we want to change out our own garbage disposal, can you kind of look over my shoulder over the phone and tell me what to look out for and give some tips,'" he said. ■ PlumbSmart is located at 3010 E. Main St., Building 1, in Mesa. To learn more, call (480) 654-8865, or visit itsjustplumbsmart.com.

EVENT

LAS SENDAS ELEMENTARY Will Host Community Garage Sale and Vendor Market

Submitted by Las Sendas Elementary School PTO

The Las Sendas Elementary School PTO invites our surrounding communities to join us for our 13th annual Community Garage Sale and Marketplace on Saturday, Nov. 16 from 8 a.m. to 1 p.m.



We will be hosting our event in the parking lot of Las Sendas Elementary School at 3120 N. Red Mountain, in the Las Sendas community. Please bring your own bags to haul away your treasures. Doors will open at 8 a.m., please do not browse beforehand as our vendors will be busy setting up for the day. If you are interested in selling for the garage sale, there will be a \$25 fee for your parking spot booth. You do not have to be a Las Sendas resident to sell at the sale. We also have a vendor market where you can sell your products. If you would like to participate in this vendor market, or advertise your business or services to our community, there is a \$45 fee. To reserve a spot for either the garage sale or the vendor market, please email lsptogaragesale@gmail.com, and we will send you a reservation form with all instructions related to setup and payment. Payment will need to be received to hold your spot. First come, first served and it is expected that spots will move quickly! ■

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