

Life Stuff

News To Help You Save Time And Money

August 2024

The Seeds of Friendship

Newlyweds Ava and her husband had recently moved into their first home, and she had decided to plant a garden, like the one her grandma had planted years ago. Ava took care of that garden for years and was excited to keep the tradition alive.

Ava planted a baby tree at the base of a stone wall in the corner of her garden and spent the entire summer coaxing the seedling into growth. Finally, the tree began sprouting green leafy vines that climbed the wall but, to her disappointment, no flowers bloomed.

One morning Ava stood in her garden and wondered whether she should remove the tree and start over with something new to bring some life to the dark corner.



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Then, she heard a voice from over the wall. “Yoo-hoo! I just wanted to thank you for the beautiful flowers!”

Confused, Ava went next door. Her neighbor, an elderly woman, opened the garden gate and showed her into the backyard.

To her surprise, Ava saw that her tree had not only bloomed, but had also sprouted flowers all along the vines that had crept over the wall into her neighbor’s yard.

Her work gave her neighbor so much pleasure that Ava decided never to cut the tree down. She realized that what she had planted were the seeds of friendship.

Friendships can blossom in unexpected places.....Dan

Sports Drive Innovation

All kinds of sports enthusiasts have driven innovation in the field of sports and have made numerous important contributions to sports and to society. Even those who aren't necessarily in the business of inventing things have contributed. Consider the following:

- A farmer in southern Illinois, Arthur Ehrat, invented the breakaway basketball rim to stop players from destroying backboards when they dunked the ball. The original rim relied on springs from a John Deere tractor.
- Another legendary performance booster: Gatorade. Physician Robert Cade noticed that players on the University of Florida Gators football team consistently performed worse during the second half of each game. Dr. Cade theorized—and later proved—that dehydration, not just fatigue, was the problem. Gatorade, named for the legendary team, was invented to replenish salt and sugar levels, and quickly rehydrated the thirsty players.
- Sports have also had a big impact on safety. Today's helmets, whether for football or riding a motorcycle, are vastly superior to past options, thanks, at least partly, to investments in protective gear for athletes. Shawn Springs, CEO of Windpact and a former NFL player, recognized that many retired NFL players experienced significant neurological problems. His company now produces helmets that efficiently absorb and disperse energy to protect players and their most valuable assets—their brains.



July Quiz Answer

Q: *What word contains twenty-six letters but has only three syllables?*

A: *The Alphabet* 😊

Congratulations to Monika Kassees.
Her name was drawn out of all of the correct quiz entrees, and she won two free Harkins movie tickets!

New Predator Stalks Runways

Alaska is getting a new predator with some amazing skills. You might think the land of moose and bears already has plenty of amazing predators, but this one is a robot with a mission: keep animals off runways.

The Dog Scoop

Buckley's space is being invaded once again. Brandon moved things back from his apartment into his room temporarily until he moves back out to room with Ryan.

Last year, Fairbanks International Airport had ninety-two instances of animal strikes on runways, which can be dangerous to animals, planes, and people.

Soon the four-legged robot, Aurora, will be stalking the runways at the Fairbanks Airport, hoping to spook birds and maybe even bears. The dog-like robot is amazingly nimble. It can run across big rocks, snow, and ice and even climb stairs. Designed with a colorful exterior, the robot can also be outfitted with a fur print to make it appear more like a fox or coyote.

Up Close and Personal

At 24 years old our son, Ryan, bought his first home! He started looking in March of this year and will close in mid-August. He had a very specific area of Phoenix where he wanted to buy. We looked at 55 homes! The challenge was that the homes were built in the 1950's, and most needed a lot of work or had room additions that were poorly done and/or not properly permitted by the city. After looking at 22 homes, he did find one he liked and ended up getting an accepted offer on it. But after doing his home inspection, there were too many big repair issues. So, he cancelled the sale. After seeing another 22 homes (44 total), he found another one he really liked. The price was under market so it attracted multiple offers. Ryan did write a really good offer, and the seller gave him an opportunity to buy it. However, the seller wanted him to shorten his inspection period time-frame and also commit to buying it without asking for any repairs. His agent (myself) advised against that, and Ryan agreed. So, the search continued. After looking at 11 more homes (55 total), he found the best one yet. This home had 4 bedrooms (most had 3) and 3 bathrooms (most had 2). And for a bonus, there was a large swimming pool, perfect for doing laps. Everything inside was recently remodeled and the seller had just put on a new roof. We could see that the AC unit was old and would need to be updated. Ryan wrote an offer and it was accepted by the seller. During the inspection period, we were able to negotiate for the seller to install a new AC unit. Ryan learned a LOT about buying a home and did a ton of investigative due diligence during the process. We are very proud of his accomplishment and are looking forward to the pool party where we'll now be able to leave all the lights on, leave dirty dishes lying around, and crank the AC down 😊.

Have an awesome month. *Dan*

Tips for Referrals

Just a quick note to let you know how I can best serve the people you refer to me.

One of my clients asked me the best way to refer someone to me for real estate help. They said they referred a friend to me and then asked if I've heard from them. More times than not, the referral doesn't call. People get busy or don't get around to it. If you'd like to refer someone my way, I'd suggest asking the person if it would be ok for me to contact them. That way, I could connect with them directly and give them some things to think about. If nothing else, they might learn some new options they had not thought of before to consider. When you want to refer a family member, friend or co-worker to me and have their permission to do so, simply call, text, or email me their information.

Remember, a referral is sending someone you care about to someone you trust. You can call me at 480-390-5380 or email me at danazhomesforsale@hotmail.com. Thank you for the opportunity to serve your referrals. Dan

Saving on Fuel Is Always Smart

Implementing several common-sense driving techniques is a smart way to save on gas, especially when gas prices are high. Here are some tips:

Fill up with regular gas. If you are using premium and you don't have to, then you'll save money on fuel with lower octane.

Be a smooth driver. Your passengers will enjoy the ride more and you'll use less gas. If you floor it to get away from a stop sign and have to brake hard at the next one, then you'll pay a big price for gas.

Buy gas in the morning. Because gas is denser when it's cold, you can get more for your money if you buy gas early in the morning, say the experts who write for *Business Week*.

Check your tires. Because underinflated tires increase drag, more energy is used to move a car with soft tires. Not only that, but your tires will last longer if they are properly inflated. Check your tires in the morning for the most accurate reading.

Celebrating 30 Years!

Whew! I've completed 30 years in real estate. Throughout the year I will be highlighting 30 different client celebration pictures (for 30 years) on my Facebook page with a few words from each client based on their own personal experience. If you want to take a peek, just go to my Facebook page, or better yet, send me a "friends" request and we can stay connected that way too. Thank you to all of you who have supported my business these past 30 years, whether I have personally helped you with a sale or by serving someone else you have referred to me.

Immediate Relief for Bee Stings

First aid for bee stings can be effectively managed with these steps recommended by *Bottom Line Health*.

Begin by removing the stinger with a dull knife or a credit card, scraping it out carefully to avoid squeezing more venom into the skin.

Next, moisten an Alka-Seltzer tablet to initiate fizzing upon application to the sting site. This reaction is beneficial because Alka-Seltzer contains baking soda to reduce inflammation and aspirin for pain relief. The fizzing action helps these components penetrate beneath the skin quickly, providing prompt relief from discomfort.

The Kid Scoop

Ryan (24) bought his first home. See related story on page 3.

Brandon (22) plans to rent a room from Ryan.

Are we really going to be empty nesters?!?

It's important to monitor for any signs of allergic reactions, such as difficulty breathing, swelling beyond the sting site, or dizziness. Seek medical attention promptly if these symptoms occur, especially in individuals known to have severe reactions to bee stings.

Tech-Free Weekends: Activities to Disconnect and Reconnect

In our digital age, taking breaks from screens is essential for maintaining mental and emotional well-being. Tech-free weekends offer a chance to disconnect from digital noise and reconnect with yourself, loved ones, and nature. Here are some engaging activities to inspire your next screen-free weekend:

- Start by immersing yourself in nature by hiking or walking in a nearby park. An article in *Journal of Environmental Psychology* states that spending time in natural environments can significantly reduce stress and improve mood.
- Gather family or friends for a fun game night with board games and puzzles. Research from the *NCBI* highlights that playing board games can enhance memory and thought processes. It's a great way to bond without the distraction of screens.
- Tap into your creative side with arts and crafts projects. An *American Journal of Public Health* study suggests that creative arts can improve mental health by reducing anxiety and enhancing emotional expression.
- Pack a picnic and head to a local park. Enjoy the simplicity of eating outdoors, playing lawn games, and soaking up the sunshine.

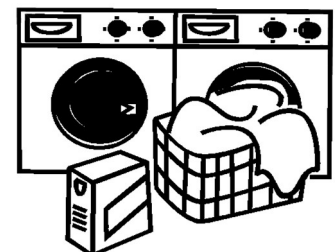
Unplugging for a weekend can be refreshing and beneficial for your overall health. Engage in these tech-free activities to create meaningful, offline experiences.

New Clothes? Wash First, Then Wear

Should you wash that new shirt before wearing it? Probably, especially if it's clothing for a child.

Dr. Jennifer Shu, a pediatrician who answers questions on the CN N website, cautions that clothes have probably been handled by many different people in factories and stores before reaching store shelves.

But the biggest reason to wash first is that the cloth that clothes are made from may have been sprayed or treated with chemicals to prevent bacteria growth. Also, mass produced clothing is often sprayed with chemicals to keep them smelling fresh. Wash new clothes before wearing to remove these residues and germs.



See An Interesting Home?

No need to wonder about the price or call a high-pressure sales agent who will make you feel obligated. I can send you the information quickly and easily for any house, listed or sold, anywhere in town.

**Just ask me! It's all part of
my free, no-obligation
HomeFinder Service.**

Email me or leave the address on my voicemail, anytime, 24 hours a day, and I'll mail or email all the information on that listing within 24 hours.

**(480) 390-5380
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Real Estate Market Update

3 More Cities in a Buyer's Market - Incentives Continue to Rise and Rate Drops Equal Major Savings for Buyers

For Buyers:

The second half of 2024 is expected to be better than the first half for buyers in terms of mortgage rates. Last year from July to October rates rose from 7% to 8%, increasing payments by hundreds of dollars and knocking many buyers out of the market. This time around, housing analysts are not expecting more dramatic rate increases. Instead, multiple factors are pointing towards improvement.

The market continues to get better for buyers. Half of the homes that went under contract in June were on the market for over a month prior to an accepted contract compared to 21 days last year. Price reductions are up 88% over last year, and 51% of sales involved seller-paid incentives to the buyer, the highest percentage this year so far. In June, the median concession paid to the buyer was \$9,900, up \$500 from May.

For Sellers:

The Greater Phoenix market has been in a balanced state for two months and the buyers are getting their groove back at the negotiating table. Over the last 30 days, there were two cities that shifted from a seller's market into balance: Peoria and Paradise Valley. There were 3 cities that shifted from a balanced market into a buyer's market: Surprise, Goodyear, and Cave Creek. In the meantime, 14 out of the largest 17 cities in the Valley showed a weakening in their market measures in favor of buyers.

Meanwhile, sales prices are still holding steady. The median sales price has only increased 1.9% from last year and the average sales price per square foot is up 2.6% annually for the month of June. It's expected that annual price appreciation in a balanced market will stabilize around the rate of inflation. This is a market Greater Phoenix hasn't seen since 2014-2015.

Sellers need to prepare their home for sale, adjust their expectations, market and price their listing, and negotiate buyer concessions. It's markets like this that demonstrate the need for representation and guidance from a professional real estate agent.

Keeping the Trust

A referral is sending someone you care about to someone you can trust. I appreciate your trust in me to serve your referrals.

Commentary written by Tina Tamboer, Senior Housing Analyst with The Cromford Report ©2024 Cromford Associates LLC and Tamboer Consulting LLC

The Art of Journaling

In a world of constant distractions, journaling offers a peaceful way to reflect and to connect with your thoughts. Whether you're new to it or rekindling your passion, understanding its benefits and having some creative prompts can help you get started.

Benefits of journaling:

- *Mental Clarity.* Writing down your thoughts can help organize and declutter your mind.
- *Emotional Well-being.* It provides a therapeutic outlet for stress and emotions and promotes healing.
- *Personal Growth.* Regular reflection helps track progress, set intentions, and gain self-insight.
- *Creativity Boost.* Journaling sparks creativity and inspires new ideas.

Start journaling with these creative prompts:

- *Gratitude List.* Write about three things you're grateful for today.
- *Dream Journal.* Record and reflect on a recent dream.
- *Future Self Letter.* Write a letter to yourself a year or five years from now.
- *Daily Highlights.* Summarize the positive moments of your day.
- *Nature Reflection.* Describe your surroundings during a moment spent outdoors.
- *Personal Goals.* List and break down your short-term and long-term goals.

Tips for successful journaling:

- *Consistency.* Journal regularly to build a habit.
- *Honesty.* Be honest with yourself; it's your personal space.
- *Creativity.* Use drawings or doodles to complement your writing.
- *Flexibility.* Allow your journaling practice to evolve naturally.

Embrace journaling as a tool for self-discovery, creativity, and emotional well-being. With these benefits and prompts, you can start your journey of reflection and growth, one page at a time.

Who Do You Know?

Who do you know that has been renting for years and might want to consider buying a home? I am happy to talk with them and answer any questions about the home-buying process. Just have them call me at 480-390-5380 or email at danazhomes4sale@hotmail.com

A Reasonable Man

When his paycheck was short \$500, Johnson went to the payroll department to complain.

"Interesting," commented the payroll clerk, looking through his books. "I don't recall you complaining two weeks ago when we overpaid you by \$500."

"I'm a reasonable man," Johnson replied. "I'm willing to overlook one mistake, but not two!"

"It's a sure sign of summer if the chair gets up when you do." Walter Winchell

John says...

"I know looking for a home is stressful, difficult and time consuming to find the "one". But when working with Dan he was definitely on top of his game and made the process go very smoothly. He made time even though I work the night shift and it was difficult for me to make time during the day to look at houses and go through the whole process. And I don't know how he did it but he made it happen and never disappointed. Dan is very knowledgeable and provides unbiased options and always set expectations for every outcome. If you are looking for a realtor look no further because he is the best at what he does. He truly loves what he does and is passionate about getting you exactly what you want."

See over 100 more rave reviews from actual clients at www.PlanYourArizonaMove.com. Just click the "True Stories" link at the top of the page. You can call Dan directly at 480-390-5380 or email at danazhomes4sale@hotmail.com

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