

Life Stuff

News To Help You Save Time And Money

April 2025

The Unyielding Mountain

The restless wind surged across the earth, tearing through valleys, bending trees at their will, and lifting dust into swirling skies. It reveled in its might and took pride in the way the world submitted to its force.

But then, there was the mountain.

No matter how fiercely the wind howled or how violently it struck, the mountain stood firm. It did not bend, break, or waver. It simply stood—immovable and vast—as though the wind was no more than a fleeting breath.

The wind grew enraged and summoned its full power. It screamed through crags, summoned storms to batter the rock, and lashed icy gales against the towering peaks. Yet the mountain endured—calm, steady, and unbothered.

Finally, exhausted and defeated, the wind roared, "Why do you not fall?"

Everything else bows before me."

The mountain rumbled with quiet laughter. "I do not fall because I do not resist," it said. "I do not fight you, nor do I run. I simply am. And so, I endure."

The wind paused, its fury ebbing into thought. Throughout its life, it was determined to assert its strength. Yet here was the mountain—powerful without struggle, strong without force.

Humbled, the wind softened and moved on, but gentler than before. And the mountain remained—unshaken, unyielding, and utterly at peace.

True strength lies not in resistance or force but in calm endurance and steadfast presence. ~Dan

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PlanYourArizonaMove.com

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Allergy-Proof Your Home

Spring's bloom brings seasonal allergies, with pollen, dust, and pet dander triggering sneezing and congestion. Here are the most effective, expert-backed ways to reduce allergens in your home.

1. Close windows during peak pollen hours. Pollen counts are highest in the morning and early evening. The American College of Allergy, Asthma and Immunology (ACAAI) recommends keeping windows shut and using air conditioning with HEPA filters to reduce exposure.

2. Upgrade air filters and use an air purifier. HEPA filters can remove 99.97% of airborne allergens. The Environmental Protection Agency (EPA) advises changing HVAC filters every three months and using a HEPA air purifier to improve indoor air quality.

3. Wash bedding and fabrics weekly. Dust mites thrive in bedding. The Mayo Clinic suggests weekly washing sheets, pillowcases, and blankets in hot water (130°F/54°C) to eliminate allergens.

4. Use a HEPA-filtered vacuum. Regular vacuuming reduces dust mites and pollen buildup. According to the Asthma and Allergy Foundation of America (AAFA), a HEPA-filtered vacuum traps allergens more effectively than standard models do.

5. Shower and then change clothes after outdoor exposure. Pollen clings to skin and clothing. The Centers for Disease Control and Prevention (CDC) recommends rinsing off and changing clothes after spending time outside to prevent allergens from spreading indoors.

6. Maintain indoor humidity below fifty percent. High humidity encourages dust mites and mold growth. The EPA advises using a dehumidifier to maintain 30-50 percent humidity for optimal indoor air quality.

The Dog Scoop

Buckley has a new friend he sees on his walk most days. She carries dog treats! As soon as he sees her, his leash is in full-extend mode.

By following these research-backed strategies, you can significantly reduce allergens in your home and enjoy a healthier, sneeze-free spring!

WELCOME NEW CLIENTS

Here are some new clients who recently became members of my "Real Estate Family." Welcome to you all!

+ Steve and Robin

(Referred by Tara)

+ Ryan

+ Phil and Cathy

(Referred by Angela)

+ John and Adela

(3rd time client)

+ Cynthia

(Referred by Suzanne)

Thank you all for your trust and support and allowing me to be able to work by referral instead of advertising.



Happy Spring!

Up Close and Personal

Spring is here, and you know what that means. It's the time of year when everything starts growing again. When I trim my backyard bushes in the spring, there are always a lot of bees buzzing around on them. So, we made a deal. When I'm trimming the bushes, I don't bother them and they don't bother me. I sorta work around them and they don't seem to mind. I'm a little touchy around bees ever since I was a kid when I had a run-in with a bee family. They were buzzing around our mailbox, and I was told not to bother them. So, I went and opened the mailbox and slammed it shut a few times. It turns out that was not a good idea, and they let me know with a bunch of stings. Geez, I was just trying to have a little fun. I recently noticed a little bee hive outside our front door. I read that bees don't like peppermint. So, I mixed up a concoction of peppermint in a spray bottle and sprayed it at their nest and then ran into the garage. Then I read some contradictory information about bees actually liking peppermint. Oh, oh! Now they might go tell all their bee friends from the backyard bushes and turn it into a huge party nest. From what I understand, bees can recognize faces. So, I'm going to wear a hat and sunglasses from now on.

Have a joyful month! *Dan*

It Pays to Answer Your Phone

Just a note to let you know how I can help you or anyone you refer to me.

Dan helped Adela sell her home and buy another home several years ago. She was recently married to John (they were very much in love) who also owned a home. Adela's home was in Mesa and John's home was in Anthem (about an hour apart). So, they decided to sell the Anthem home. When they were ready to get their home listed for sale, Dan met with them to determine the best price and approach. Their same exact model was on the market four doors down the street and was already listed for over two months. John and Adela decided to strategically price their home a bit lower. As soon as it went on the market, the home down the street matched their price. Dan got a call from an agent who showed her buyers both homes. They liked both of them and were trying to decide which one to buy. Dan was able to give the agent some insight on the benefits of John and Adela's home. One advantage was an owned solar panel system on the roof. The other advantage was the disclosure history the sellers could provide on Dan's listing versus the one down the street. The other home was owned by an iBuyer (Opendoor) who had recently bought the home to resell, and could only provide a limited disclosure history on the home. Both the agent and the buyer saw the value in those two points and wrote a full price offer on John and Adela's home. When John and Adela closed 30 days later, the home down the street was still on the market (for nearly 4 months) and had lowered their price again. Sometimes the difference can be in the smaller details of just answering calls, returning messages promptly, and having advantageous selling points ready to discuss with any potential agents/buyers.

If you know someone who might be interested in using the best strategy to sell their home, just have them call me at 480 390-5380. I'd be happy to help them just like I helped John and Adela.

Volunteer To Show Your Love for Animals

April is Prevention of Cruelty to Animals month, and it's a great time to volunteer some time and energy to helping our furry friends. Here are a few ways you can help:

- Adopt a pet - but only if it's the right time and the right pet.
- Make a donation. Animal shelters can always use some extra money to pay for supplies and care, or you can call and ask if there are any specific supplies (like food or bedding) that you can donate. Most shelters have donation policies you can review.
- Foster an animal in need. If you're not looking for a new pet but still want to share some love with animals in need, fostering might be a good option. Fostering eases the burden on shelters, socializes animals and reduces their stress, protects them from diseases and helps them meet potential forever families.
- Volunteer your time. Your local shelter might need an extra hand cleaning up kennels, answering calls and walking dogs.

Clients of the Month

Congratulations John and Adela on the sale of your home. Thank you, Adela, for your trust in me to help again, and John, for your trust in your wife's real estate guy recommendation.

It's Tax Time...

- It's no accident that the two words "the IRS" spells the single word "theirs."
- My dog ate my tax forms. Best financial advisor ever.
- Why was the calculator happy at tax time? It finally felt valued.
- Doing taxes is like folding a fitted sheet. No one really knows how.
- Tax loopholes are like parking spaces. As soon as you see one, it's gone.
- George Washington never told a lie, but then he never had to file a Form 1040.
- Why is doing taxes like a reality TV show? Expect drama, tears, and unexpected exits.



Finding the Right Agent

Remember that Dan can help find a trustworthy real estate agent anywhere in the country, and even the world. If you know someone wanting to buy or sell a home who does not have a connection to a real estate agent, Dan is happy to find someone that can help or even to just provide another opinion. Dan has connected people all over the country (and out of the country) who have successfully helped people find a home to buy, sell a home or vacant land, and even purchase a McDonald's franchise. Call Dan at 480-390-5380 or danazhomes4sale@hotmail.com

Drones: A Game-Changer in Finding Lost Pets

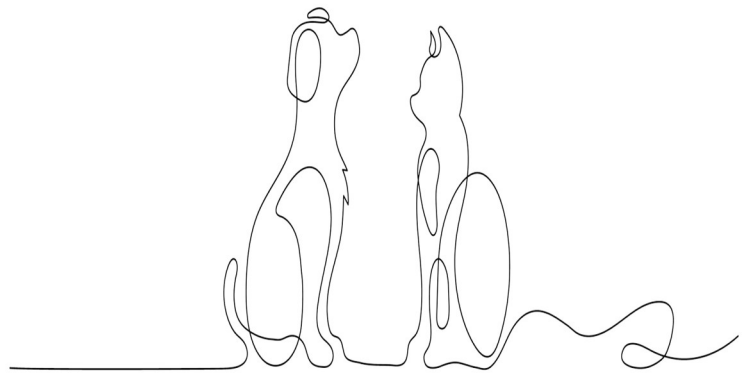
It's every pet owner's nightmare: Your dog runs away and disappears. You call, search, and ask neighbors for help, but with a dog capable of traveling five miles in an hour, the search can feel hopeless. Fortunately, thermal drones offer a high-tech solution.

Because thermal drones detect heat signatures, finding lost pets is easier, even in dense vegetation or low light. They provide a major advantage during recovery efforts because they can cover large areas quickly.

During 2022 in Michigan, Lost Pet Drone Recovery reunited 22 dogs with their owners within its first month of operation. Similarly, during 2023, a drone operator in Connecticut located 40 missing pets.

Challenges and Considerations

Although thermal drones are effective, they're not infallible. Environmental factors, such as the pet's coloring and surroundings, can impact visibility. For instance, a white dog in a green field is easier to spot than one in snow. Even when a drone locates a pet, retrieving a shy or frightened animal requires a gentle and strategic approach.



Combining Drones with Traditional Methods

Thermal drones are most effective when used in conjunction with traditional search strategies, such as posting in lost-pet Facebook groups, distributing flyers, and seeking help from the community. This combined effort improves the chances greatly of a happy reunion.

For worried pet owners, thermal drones provide a much-needed edge in finding lost companions by turning technology into a beacon of hope.

Baby Shark Began Around the Campfire

YouTube's most listened-to song -- Baby Shark -- has 10 billion views, but the catchy tune with the simple lyrics started out as a campfire song. South Korean entertainment company Pinkfong introduced the shark in 2016 and it quickly went viral.

The English lyrics of the song are simple: Baby Shark doo doo doo doo, Baby Shark doo doo doo, Baby Shark... Then in each succeeding verse 'baby' is replaced by another family member: Mommy, daddy, grandpa, and grandma. Hand gestures accompany the song. Lyrics are somewhat different in various languages.



Mortgage Rates Holding Steady but Still Elevated:

- Mortgage rates have remained relatively stable over the past few weeks, with only slight fluctuations.
- The average 30-year fixed mortgage rate is around 6.78%, up slightly from earlier in the year but still lower than the peaks seen in 2023.
- The 15-year fixed mortgage is averaging 6.44%, offering a slightly lower rate for those looking to pay off their home sooner.
- For jumbo loans—which apply to larger loan amounts that exceed conforming loan limits—the average 30-year jumbo rate is around 7.31%, reflecting the added risk lenders associate with high-value loans.
- The National Association of Realtors (NAR) forecasts mortgage rates will average 6.4% in 2025 and 6.1% in 2026.

Housing Sales Expectations for 2025 and 2026:

- This spring market is starting slower than usual—and that means opportunity. According to HousingWire, 35% of homes on the market have had price reductions, up about 4% from this time last year.
- NAR expects existing-home sales will rise by 6% in 2025 and accelerate another 11% in 2026.
- The new-home sales market has plentiful inventory. Therefore, NAR anticipates it will rise by 10% in 2025 and another 5% in 2026.
- NAR predicts that the national median home price will increase by 3% in 2025 and 4% in 2026.

The Secret Life of April Showers

April showers do more than bring May flowers; they tell a fascinating story. Each raindrop begins as a tiny water particle clinging to dust in the atmosphere and then growing until it falls to refresh our soil and fuel our life.



Fun fact: The smell of rain, called petrichor, comes from oils released by plants and soil. It's nature's way of saying, "Let's grow!"

This month, take a moment to appreciate the beauty and purpose of every drop.

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

danazhomes4sale@hotmail.com

How to Improve Sleep and Boost Your Health

Sleep is essential for physical health, emotional well-being, and mental clarity, yet many people struggle to get quality rest. Understanding sleep science and adopting healthy habits can improve sleep significantly.

Consistency is the key. Going to bed and awakening at the same time daily helps regulate your body's clock and makes sleep more restorative. A relaxing bedtime routine—such as reading, stretching, or enjoying a warm bath—signals your body to unwind. Avoid screens before bed because blue light disrupts melatonin production.

Optimize your sleep environment. Keep your bedroom cool, dark, and quiet. A quality mattress and pillows enhance comfort, and blackout curtains or white-noise machines help minimize disruptions.

Mind your diet. Avoid large meals, caffeine, and alcohol before bedtime because they interfere with sleep. A light snack, such as a banana or nuts, can promote relaxation.

Stay active. Although regular exercise improves sleep quality, avoid vigorous workouts close to bedtime to prevent overstimulation.

By prioritizing these habits, you can enjoy deeper, more restful sleep and its profound benefits on overall health.

Natasha says...

"Dan Kilde is an expert real estate agent. He is personable, responsive, knowledgeable, and goes out of his way to make you feel prepared to take on all of the steps involved in buying a home. He helped me find the perfect first home that was in a great location and had all the features I was looking for. Dan goes above and beyond in everything he does. After I moved into my house, he followed up with me making sure the move went smoothly. When I needed work done on a few things, he was ready with recommendations for great handymen and plumbers! I will be reaching out to Dan to help me with all my future home selling and buying needs! Dan gives 110% to his work and is a great guide and support system throughout the home buying process. I highly recommend him to anyone looking for a realtor!"

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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