

Life Stuff

News To Help You Save Time And Money

March 2025

The Quiet Gift of Gratitude

In the quiet moments, it softly speaks,
A whisper that warms, a touch on the cheek.
It's found in the simple, the small, the unseen,
In mornings that glow and nights between.
It lives in the laughter, the tears that we share,
In kindness exchanged, in how we care.
It's the hand that we hold, the light in our eyes,
The comfort we feel beneath endless skies.



The pause in the chaos, the breath that we take,
The joy that we find in each little mistake.

It lives in the rain, in the chill of the air,
In moments we pause, in the love that we bear.
It's waking to sunlight, or stars in the night,
A feeling that carries us, gentle and light.

For every small wonder, for each silent grace,
Gratitude shapes us, leaves time in its place.

In a world that moves quickly,
it slows down our pace,
And teaches us softly to cherish each space.

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PlanYourArizonaMove.com

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*Make a list today of 10 things
you are grateful for!*

Dan

The Forgotten Art of Writing Letters

In a world of texts, emails and instant replies, the handwritten letter has become a rare and beautiful thing—a small act of thoughtfulness that feels more personal than a digital message ever could.

Writing a letter forces us to slow down. It's about more than words; it's about intention. From choosing the paper to feeling the scratch of the pen against it, every step feels deliberate. Letters carry a piece of us—our handwriting, our rhythm and our thoughts. They are keepsakes and something to hold onto, unlike a fleeting text.

Studies have shown that writing by hand can reduce stress and strengthen memory, and receiving a letter can create feelings of connection and joy. According to *Psychology Today*, the tactile act of writing engages the brain more deeply than typing and fosters creativity.

This month, challenge yourself to write a letter. Send one to a friend who lives far away, to a family member you haven't called recently, or even to yourself. Share a story, express gratitude, or simply say "Hello." The beauty of a letter is that it's never just a message—it's a gift.

Paint the House Red

The color red is more than a design choice; it's backed by science to influence mood, energy and atmosphere in surprising ways.

According to *Homes & Gardens*, red stimulates conversation and creates warmth, which makes it ideal for spaces where people gather. *Discover HubPages* points to red's ability to boost appetite, which explains why the color often appears in kitchens and restaurants. Meanwhile, *HomeMade Lovely* highlights how deeper red tones can make large, open spaces feel cozy and intimate, perfect for creating a sense of calm and comfort.

When thoughtfully incorporated, red can bring life to a room without overwhelming it. Consider a bold red accent wall for a striking focal point, or introduce the color through softer elements, such as pillows, rugs, or artwork. Balanced with neutral tones like whites or creams, red adds warmth and energy while maintaining harmony in your space.

Whether you use it boldly or sparingly, red has a transformative power that can make your home feel vibrant, inviting and alive.

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

Up Close and Personal

Did you make any New Year's Resolutions? I don't usually make any resolutions, but I do choose a word for the year. The word I have chosen for this year is essentialism. Author Greg McKeown describes it as "the disciplined pursuit of less." He says it's not about getting more done in less time, nor is it about getting less done. It's about getting only the right things done. It's understanding that you can't have it all and you cannot do everything. If you want more free time, family time, prayer time, or (fill in the blank time), then you will have to say no to other things. That might mean less TV, phone scrolling, work, or (fill in the blank). Getting only the right things done is different for everyone. What is essential for one person might not be essential for another. It will take some reflection time to figure out what matters least and what matters most for each of us. We have to be careful to not overcommit to things that take away from getting the "right" things done. Every time we choose to do one thing, we are choosing to not do something else. If you are interested in doing more of the right things for you, start by making a list of everything you want to do tomorrow. Then prioritize the list by putting the "right" things at the top. At the end of the day, see what you got done from the top of your list. The more we focus on getting the "right" things done, the more success we'll have. And remember, nothing changes if nothing changes.

Have a joyful month! *Dan*

Fourteen Years Ago

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

Fourteen years ago, in March 2011, Craig contacted Dan on a home Dan had listed for sale. That home was already sold, but Craig and his wife, Lauren, were interested in buying some investment real estate. Though they lived in California, they wanted to take advantage of the cheaper real estate prices in Arizona. Dan created a customized website portal for them that was specific to their search criteria. That way, they could keep an eye on the market and know exactly what was for sale in their area of interest and price range. Eventually, Craig planned a trip to Arizona to see some of the homes in person. After doing some looking, Craig found the perfect home. It was a four-bedroom cul-de-sac home on the golf course. When it came time to write an offer, Craig was not the only one interested in the home. There was also another buyer making an offer. Fortunately, with Dan's guidance, Craig and Lauren put a good enough offer together that allowed them to buy the home. Dan was able to refer a good property manager to them that could handle all of the rental details. That way, Craig and Lauren wouldn't need to worry about the day-to-day issues of being a landlord. Craig and Lauren have since bought two other rental homes from Dan. To this day, they own all three homes and are still using the same property manager Dan recommended fourteen years ago.

If you know someone who might be interested in some investment real estate, just have them call me at 480 390-5380. I would be happy to help them just like I helped Craig and Lauren.

The Art of the Slow Morning

In a world that races toward the next thing, there is a quiet magic in starting slow.

The magic begins when the soft hum of morning light filters through the curtains and the way it gently stirs the room to life. The kettle sings and steam curls from your cup, carrying warmth to your fingertips—a small comfort, but the kind that lingers.

You pause, only for a moment, and let the world feel still. There's no rush to check a screen or fill the silence. The minutes stretch out like a ribbon, smooth and uninterrupted.

Take a deep breath, stretch, and let your mind wander, or simply sit with the sound of the day awakening.

A slow morning is not a wasted morning; it's a gift to yourself, a reminder that life is not about what you accomplish, but how you choose to begin.

Step into the day softly. The rest will follow.

The Dog Scoop

Buckley went to the vet and the Doc asked if he recently had a dental cleaning. I proudly said, "No, after the dental cleaning bill from a year ago, I brush his teeth every day now."

Sleep Tight

Sleep is one of the least understood of all healthy habits. Here are just a few of the "oddities" around sleep that remind us how much there is to know:

- The record for the longest period without sleep is 18 days, 21 hours, 40 minutes during a rocking chair marathon. The record holder reported hallucinations, paranoia, blurred vision, slurred speech and memory and concentration lapses.
- If you fall asleep within 5 minutes, you're sleep deprived. The ideal is to fall asleep between 10 and 15 minutes, meaning you're still tired enough to sleep deeply, but not so exhausted you feel sleepy by day.
- People can take cat naps with their eyes open without even being aware of it.
- REM dreams typically have bizarre plots, while non-REM dreams are repetitive and thought-like, with little imagery – like obsessively returning to a suspicion you left your mobile phone somewhere.
- Scientists have not been able to explain a 1998 study showing a bright light shone on the backs of human knees can reset the brain's sleep-wake clock.



"The man who can handle an oar always finds a place in the canoe."

– African Proverb

Let Kids Be Bored

According to Northwestern University's Family Institute, boredom is one of the most rewarding experiences of childhood. When children get bored, they have a chance to nurture their creativity, daydream, think, come up with solutions to problems, and discover their interests.

In the 1980s, children from three different Canadian communities participated in a study. The researchers found that the children who lived in an area with no access to television scored higher in thinking skills that measured imaginativeness than their TV-watching counterparts. Two years later, televisions were introduced into the homes of these same rural children. The decline of their divergent thinking skills soon followed.



If watching television can diminish a child's thinking skills, imagine the impact of countless hours of video game playing, texting, and communicating through emoji. Help your children unplug from their devices, grow bored, and tune in to their imaginations. The opportunity to uncover their hidden talents and build new worlds awaits.

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.

The Loch Ness Eel?

The Loch Ness monster has haunted imaginations for more than 1,000 years, although it probably is not really haunting a lake in Scotland.

According to the *Live Science* website, a DNA survey of the waters of the famous loch uncovered no evidence of any kind of giant reptile, let alone a giant sea monster.



However, the survey did reveal DNA traces of more than 3,000 species living in or near the banks of Loch Ness, including fish, deer, pigs, birds, humans, and bacteria. Although there was no evidence of reptiles, they did find lots of eels living in the water.

Researchers believe it's possible - though unlikely - that the monster sightings could really be glimpses of oversized eels.

Who Do You Know?

Who do you know who was recently married and might be looking to buy their first 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

"To laugh often and much; to win the respect of intelligent people and the affection of children...to leave the world a better place...to know even one life has breathed easier because you have lived. This is to have succeeded."

~ Ralph Waldo Emerson



Strong Signals for Home Buyers

Three key trends are working in buyers' favor:

- Rates Under 7% – The 30-year fixed mortgage is 6.7%, down from last week and 0.41% lower than a year ago (Mortgage News Daily). Even a small drop in rates can mean significant savings over time.
- Buyer Confidence is Rising – Mortgage applications inched up 0.2%, and pending contracts jumped 3.6% (Mortgage Bankers Association, Altos Research). More buyers are getting off the sidelines, but today's rates give an opportunity to get ahead of the competition.
- Leverage in the Market – While inventory dipped slightly this week, it's still 28.4% higher than last year. Meanwhile, 33.7% of listings are seeing price reductions, up 1.5% this week (Altos Research). Buyers have negotiating power—if they move soon.

More homes are on the market, and price reductions are increasing. That means buyers have more choices and more room to negotiate. Time will tell how buyers will react to this information and if it's enough to make a difference, or if they will continue to wait for rates to move lower before making a move.

Obstacle Course

In college, *Detroit Free Press* business columnist Josh Linkner had a jazz guitar professor with an interesting technique: he'd make Linkner remove a few strings from his instrument. Then the professor would tell Linkner to perform.

"You might guess that gutting half of my available resources would crush my ability to play, let alone be creative," Linkner writes.

"Yet a surprising and counterintuitive thing happened. When those strings were off, I could no longer rely on the patterns I knew. I was forced to solve musical problems in totally different ways. As a result, my creativity didn't crumble... it soared."

The lesson? All of us are faced with obstacles. But confronting those obstacles can actually inspire new ways of thinking.

Facing the Mess: First, Make Your Bed

You're not lazy -- you're busy, and everyone knows that cleaning isn't fun sometimes, especially when you'd rather relax after a long week. Instead of looking at your house as one enormous chore waiting to be accomplished, start small. Make your bed.

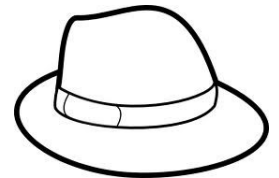
Marathon cleaning is the worst way to start, according to blogger and author Rachel Hoffman in an interview with *Today*. Tackling it all at once is exhausting and just worsens your anxiety -- after all, you know your house will be messy again soon.

Break tasks into manageable chunks, and instead of worrying about everything that needs to be accomplished, focus on what you can accomplish right now. And according to Hoffman, making your bed is an ideal place to start -- it takes a minute or two at most, and immediately makes your bedroom look better. And it's an easy habit to establish -- just roll out of bed and do it every morning. When you do that, you start each day with an accomplishment!

Less Is Often More

There once was a man named John Thompson who planned to open a store selling hats. He sketched a sign to hang over the door, with a picture of a hat and the words: "John Thompson, hatter. Makes and sells hats for ready money." Thompson showed his proposed sign to friends.

One pointed out that the word "Hatter" was unnecessary, as the sign clearly stated Thompson made and sold hats. Another advised him to get rid of "for ready money" (meaning cash only), as few of Thompson's prospective customers purchased hats on credit. And a third suggested eliminating "sells hats" altogether, because presumably no one would think that Thompson was giving hats away. That left a sign with the words "John Thompson," and a picture of a hat. Thompson followed his friends' advice, and when he opened, it became a big success.



Carolyn says...

"Dan is the agent to work with, especially if you are an out-of-town buyer or owner, as I was. He runs his business with care to a client's needs, makes himself very accessible and lives the Golden Rule. Dan made his extensive network of reliable tradesmen, contractors and craftsmen available; even stepping in to make calls and be on site for times I wasn't available. They all reflected the ethical, thoughtful service that Dan provides his clients. While the listing was active, Dan made a point of keeping in constant contact about offers coming in, the activity in the neighborhood and providing education on Arizona real estate. This is a good man that works with like-minded people. You will never be thought of as a sale or a commission. You will be treated as a person; with understanding and respect."

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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