

Life Stuff

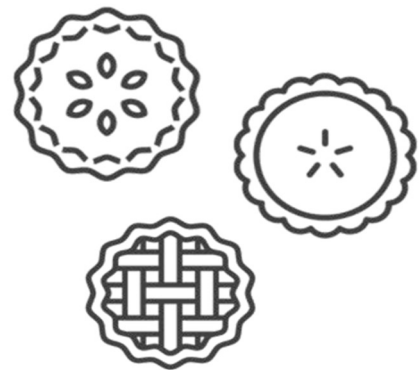
News To Help You Save Time And Money

November 2024

An Ode to Pie

As the crisp air of fall settles in, a certain warmth fills our homes—the warmth of gathering, gratitude, and, of course, pie.

This season, we celebrate the comforting flavors that bring us together, from the rich pumpkin spices to the sweet, tart notes of cranberry. Let's take a moment to savor the delicious traditions that grace our tables, starting with a heartfelt tribute to one of our favorite holiday treats:



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In the heart of fall, when leaves turn gold, a tale of pies is warmly told. Pumpkin spice and apple sweet, in flaky crusts, flavors meet.

Pecan glimmers with syrupy glaze, cranberry's tart in a sugary haze. They gather round the table's cheer, whispering of the harvest near.

Each slice a story, each bite a hug, wrapped in a blanket, warm and snug. A piece of love in every plate, Thanksgiving pies—joy we create.

So pass the fork and take a slice, for holiday pies are pure delight. They speak of thanks in every crumb, a sweet reminder of what's to come.

*May you enjoy your favorite
pie this Thanksgiving!*

Dan

A Time for Thanks

Our first Thanksgiving took place during the autumn of 1621 when the Pilgrims and local Native Americans held a three-day feast to celebrate the bountiful harvest following their first year together in what is now Plymouth, Massachusetts.

The early colonists continued these “thankful” celebrations at various times throughout the next 150 years. After the American Revolution and the founding of the United States, Presidents George Washington, John Adams, and James Madison proclaimed a Thanksgiving holiday celebration at different times during their terms in office. These celebrations gave thanks for military victories as well as the fruitful harvests of past years.

In 1863, President Abraham Lincoln declared the final Thursday of November as the official Thanksgiving holiday. But it wasn’t until 1941 that the U.S. Congress established the current date for the national holiday – occurring annually on the fourth Thursday of November.

Now almost 400 years after the original Thanksgiving, the United States celebrates the holiday with parades, people traveling across the country to spend the holiday with their loved ones, and families gathering around the dinner table to eat the traditional turkey, mashed potatoes, cranberry sauce and pumpkin pies.

But most importantly, we give thanks for all our blessings.

- Adapted from wikipedia.org

*Happy
Thanksgiving!*

*Though this can be a busy
time of year, remember
to take some time to
reflect on the blessings
you have been given
throughout the year.*

What a Turkey!

A biologist called a leading genetics journal to announce his great news: “After years of research, I’ve found a way to end every argument over who gets the drumstick at Thanksgiving dinner! I’m thinking Nobel Prize! I’ve bred a turkey with six legs!”

The editor was skeptical. “But how does it taste?”

“I don’t know. I can’t catch the thing!”



*Happy Thanksgiving
to you and yours!*



Up Close and Personal

We all have something to be thankful for this year. Gratitude can do amazing things. If you write down four or five things each day that you are grateful for, you'll be able to reap the rewards. Or, even if you just focus on one or two specific things, that will still be beneficial.

Being grateful can reduce stress and anxiety, boost happiness, improve sleep, enhance resilience, strengthen relationships, increase social support, improve empathy, boost the immune system, improve heart health, and increase energy levels.

Thanksgiving is the perfect time to become more aware of your blessings and think about the people and things you are grateful for. Read the above benefits again and think of three things you are grateful for right now.

Have a grateful month!

Dan

Homeowners Once Again

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

Steve and Robin started their home search in January of 2023. They were living with their daughter and family in a rental home. Dan helped their daughter and family find a home to buy a few months before their lease ended. Steve and Robin also wanted to buy a home near their daughter and had a few months to find something before needing to be out of their rental. They found a home and got their offer accepted; however, they ended up cancelling the sale after their home inspection due to too many repair issues. Once their current lease ended, time had run out to find a home to buy, so they ended up renting for a year. They continued to look for a home to buy, but were very selective in the location and what they were looking for. After their current lease came due a year later, they continued renting month to month. When they found a home they wanted to pursue, Dan got them inside right away as it had just come on the market and was getting a lot of interest. Dan presented the offer to the listing agent and got it accepted just before someone else was wanting to make an offer for more money (sorry, you snooze you lose 😊). After doing their home inspection, Steve and Robin were ready to back out as it needed a new roof and a new AC unit. Dan was able to negotiate for the seller to credit money to Steve and Robin to cover the full cost based on both estimates for a new roof and new AC. The wait was over. Steve and Robin were homeowners once again and closed on their home in October of 2024.

If you know someone who would like some help with their home purchase, just have them call me at 480 390-5380. I would be happy to help them just like I helped Steve and Robin.

Forgotten Treasures in Old Books

Bookstore employees often stumble upon unexpected treasures hidden between the pages of forgotten books. Some of the more intriguing finds include a letter from Mrs. Robert E. Lee, old photographs, birth certificates, and ticket stubs. It's not uncommon to discover cash, and love letters are frequently unearthed.

In one memorable case, novelist David Bowman intentionally tucked rejection letters from publishers into a first edition of his novel *Let the Dog Drive* (Penguin USA), which he later sold for a handsome sum.

When selling your own books, you have a choice: carefully search for any forgotten items, or leave behind an anonymous surprise for the next lucky reader to discover!

A Thanksgiving Gotcha!

A man ran into the butcher shop just before closing on the day before Thanksgiving. "You've got to help me," he said. "I told my wife I'd bring home a turkey for tomorrow's dinner, and I forgot! Do you have any turkeys left?"

"Well, I'll see," the butcher said, and he went into the walk-in fridge. He found only one thin, scrawny turkey, and he brought it for the customer to look over.

The man shook his head. "Are you sure you haven't got anything else?"

Hiding his irritation, the butcher headed back to the walk-in fridge, taking the turkey with him. There were no others, so after a few minutes he brought the original turkey out again.

"Took me a while, but I found this one."

The customer sighed. "All right. I'll take 'em both."

The Dog Scoop

Buckley likes seeing his dog friend on his walk. Instead of going up to greet his dog friend, Buckley usually just pees on a nearby bush.

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.

When You Know It, but You Can't Say It

Remember that time when you couldn't say the name of that thing, that -- uh, whatchamacallit?

That lapse of memory has a name: Lethologica, the situation when a known word is on the tip of your tongue, but you can't get it out.

Authors Roger Kreuz and Richard Roberts recently examined this phenomenon in their book, *Changing Minds: How Aging Affects Language and How Language Affects Aging*.

It turns out that people everywhere experience the Tip of the Tongue (TOT) problem. It gets more frequent with age, but across all ages, the same percentage of lapses are eventually resolved, meaning the word is found.

Why does it happen? The authors say that instances of TOT are not predictable and their cause is grist for speculation only. It might be that failure to grab a word out of the gray matter is a sign of weakening connections between concept and memory. On the other hand, at least one psychologist says that older adults might have the problem because they just have a lot of knowledge to sift through.

Mini Breaks From Technology

In our constantly connected world, a full tech detox can feel overwhelming. Instead, try incorporating "micro-detox" moments into your day. When you step away from your device, these short, intentional breaks help you reconnect with the present.

Whether it's 10 minutes of screen-free time when drinking your morning coffee or enjoying a brief walk without your phone, these small pauses help reduce stress and boost mindfulness. In time, these micro-detox moments can lead to a more balanced and less-tech-dependent lifestyle.

Consider creating a routine when setting specific times for these breaks, such as during meals or before bed. Use these moments to engage in activities that nurture your well-being, such as deep breathing, stretching or simply observing your surroundings. Even these brief respites can refresh your mind and help you approach your day with greater clarity and focus.

By embracing micro-detox moments, you can cultivate a healthier relationship with technology, one small step at a time.

Turkey Q&A

Q: Which side of the turkey has the most feathers?

A: The outside.

Q: Why did the police arrest the turkey?

A: They suspected it of fowl play.

Q: How do you keep a turkey in suspense?

A: I'll let you know next month.

Who Do You Know?

Who do you know who recently became empty-nesters and might want to downsize? I am happy to talk with them and answer any questions about their options. Just have them call me at 480-390-5380 or email at danazhomes4sale@hotmail.com



The current state of the market is requiring a little more patience when buying or selling a home. Currently we are experiencing more inventory to choose from but buyer demand is still on the lower end. Around election time, interest rates will always go up and down, so there is opportunity for a better rate over the course of time. Right now, buyers can negotiate and take advantage of things that could lower their rate using seller concessions, where the seller could help pay some of their closing costs. There are many options in this market that are not always available when inventory is lower and demand is up.

Here's a compilation of some real estate market stats over the past year in Maricopa County:

- Active listings for sale have increased by 44.5%, currently reaching 20,100.
- Listings under contract have risen by 9.6%, now at 7,164.
- Closed sales last month total 5,498, reflecting a decrease of 2.6% from the previous month.
- Monthly median sales price is up by 2.3%, with the current median at \$445,000.
- Median days before contract are steady at 31 days, similar to last year.
- Days of supply has surged to 105 days, compared to 70 days last year.

Inventory is on the rise and days on market for SOLD homes has been hovering around the 71-day mark for a good portion of this year. We are really shooting for better economic numbers so that interest rates can start to have some relief.

The above snapshot is taken from a combination of The Cromford Report & recent stats via the MLS for the Phoenix area (Maricopa County) from October 2024.

AI Transforms Future of Healthcare

Artificial Intelligence (AI) is becoming a vital part of modern health care, especially for seniors. As the global population ages, AI is rising to meet the demand for personalized and effective health care solutions.

Early detection and diagnosis: AI-powered tools can analyze vast amounts of data quickly and identify patterns that could indicate the onset of such conditions as Alzheimer's, heart disease, or cancer. For seniors, early detection is crucial and often leads to more-effective treatments. AI algorithms already are outperforming doctors when diagnosing conditions, such as breast cancer and eye diseases.

Personalized treatment plans: AI can revolutionize treatment plans by analyzing an individual's health data to suggest personalized therapies, reduce the likelihood of side effects, and improve the overall quality of life—particularly when managing chronic conditions.

Remote monitoring and virtual care: AI-powered remote-monitoring systems, a game-changer for seniors, track vital signs and detect falls in real time. This technology ensures timely intervention and allows seniors to maintain their independence.

Combating loneliness and isolation: AI-driven virtual companions provide social interaction and cognitive exercises. They help combat loneliness and keep seniors mentally active. Studies show these technologies improve mental well-being significantly.

The road ahead as AI evolves: Its role in enhancing senior health care will only expand by offering new ways to improve the quality of life. Although challenges, such as data privacy remain, the benefits are immense and open the possibilities for healthier and more fulfilling lives.

October Quiz Answer

Q: *What popular fall treat was originally created as a way to use up excess corn syrup and sugar during the late 1800s?*

A: *Candy Corn*

Congratulations to Bryan Seminara.

His name was drawn out of all of the correct quiz entrees, and he won two free Harkins movie tickets!

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

Kyle says...

"As someone who's 23 and was building their first home, Dan was the perfect guy for the job. During Covid there were multiple challenges we encountered and Dan pushed through them like it was no problem. Whenever I had a question for him, he knew immediately what to say and explained everything without hesitation. He never got sick of my calls either! Overall, Dan Kilde is seriously one of the kindest Real Estate Professional's out there. He genuinely cares about the people he works with and goes the extra mile just to help them find their perfect home. Something you don't see as much these days. He'll fight for you until the end and make sure you're happy with your home. If he recommends someone, I'd 100% listen to him because everyone he recommended along the way is what made this experience so easy. He has some seriously strong people in his phonebook whether it's for pest control or a lending company. I look forward to working with him again in the next decade when we upgrade!"

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