



TraVek Presents:

TIPS & CLIPS

JANUARY 2020

TraVek Remodeling
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Scottsdale, AZ 85260
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ROC #168997 and #168998

Hello friends! We are pleased to send you this monthly issue of *Tips & Clips*. It is our way of saying that you are important to us and we truly value your business. Please feel free to pass this newsletter on to your friends and neighbors. Enjoy!

Calendar of Events

Coming up...

January 21: Design & Remodeling Seminar 4:00 - 6:30 p.m. at TraVek. 15575 N 83rd Way Ste A-4, Scottsdale, AZ 85260 Registration required, seating is limited. Register at travek.com or call 480-367-1171.



January's Remodeling Seminar is sponsored by Dr. Mark Burdorf, Scottsdale Chiropractic Neurologist. See inside page for his article.

January 21-23: IBS/KBIS in Las Vegas A couple of our designers will be finding out what's new in the world of remodeling.

February 9: Scottsdale Philharmonic FREE Concert 4:00 - 6:00 p.m. at Casa de Cristo Lutheran Church 6300 E Bell Rd. Scottsdale, AZ Come early. Seating is limited.

February 20: Design & Remodeling Seminar 4:00 - 6:30 p.m. at TraVek. 15575 N 83rd Way Ste A-4, Scottsdale, AZ 85260 Registration required, seating is limited. Register at travek.com or call 480-367-1171.

"All of the contractors and TraVek employees contributing to our remodel were highly competent and professional..."

Dear Valued Customers and Employees,

New Years is always an exciting time of year both personally and professionally for all of us here in TraVek; new beginnings, new goals, new hopes and promises.

Because we have seen a need, one of the new initiatives we are beginning here at TraVek is our 10-Day Kitchens program. Many people have kitchens that have a nice layout and flow nicely for their needs. However, they are dated and in need of an upgrade. For us it is a rather quick swap out if the footprint stays exactly the same. This means that no electrical or plumbing will be moved, and no walls will be moved. When we start moving electrical, plumbing, and/or walls, our time is lengthened because we need to wait on the City for both permits and inspections. If you or someone you know has a kitchen that works well for them, but just needs to upgrade with new cabinetry, fixtures and counters, you may be a great candidate for our 10-Day Kitchen program! Call our office for more information. 480-367-1171.

**Ask about our
10-Day
Kitchens!**

For those who have never remodeled before, our Remodeling Seminars have been really helpful and well-received. We encourage you to attend one of them. In addition to going through a variety of information that is helpful to you before you make a remodeling decision, our designers are there, and are available to answer some of the questions you may have. It's really a nice opportunity to gain a greater understanding of the whole remodeling process before you start down the road of a remodeling project.

We are looking forward to another GREAT year! Thank you for your support and trust in us as we continue to serve you and our community.

Happy New Year!

Best Regards,

Von Raisanen, CR, CKBR
President, TraVek, Inc.



Starmark: a preferred high quality semi-custom cabinet. Ask your rep for more info.

From the Doc

Humans Are Guests In A Bug's World

A parasite is an organism that lives on or in a host organism and gets its food from or at the expense of its host. There are three main classes of parasites that can cause disease in humans: protozoa, helminths, and ectoparasites.

An intestinal parasite infection is a condition in which a parasite infects the gastro-intestinal tract of humans. Such parasites can live anywhere in the body, but most prefer the intestinal wall. Common ways to get a parasite is from foreign travel, eating raw fish, vegetable and salads or being around pets.

Symptoms that might occur include:

- skin bumps or rashes.
- weight loss, increased appetite, or both.
- abdominal bloating, pain, diarrhea, and vomiting.
- sleeping problems.
- anemia.
- aches and pains.
- allergies.
- weakness and general feeling unwell.

Now that we have all the big words out of the way, how do we fix it? Start with a couple simple blood tests. You have five types of white blood cell which consist of Neutrophils, Lymphocytes, Monocytes, Eosinophils, and Basophils

You have a parasite when you see the monocytes and eosinophils elevated on bloodwork. The therapy solution is taking a couple of supplements in a strategic approach and retesting in 60 days to see if it brought the Monocytes and Eosinophils back to a healthy range. To schedule a consultation and bloodwork at our office call 480-951-5006 or drburdorf.com.

Yours in health,



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Dr. Burdorf is one of only seven Board-Certified Chiropractic Neurologists in the State of Arizona. He deals with very complex neurological issues, and is a doctor patients go to after they have been dealing with their situations for many months or even years, and have been unable to find help elsewhere.

Designer's Column

Waterproofing Your Shower

We designers at Travek Inc. are often asked questions that are related to a shower replacement, either due to updating the shower space or a leak that has occurred in that area.

Improper waterproofing in the dark spaces behind the walls and tile of the shower is something we see often. It is the culprit to a leaky shower or problems in the future.

The question that is frequently asked in the world of remodeling is, "Why can't I just replace the tile on one side of the wall without replacing the entire shower? Wouldn't it be cheaper to replace one side of the shower rather than the entire shower?"

The answer is Yes, true. Initially it would be cheaper to replace one side of the shower wall than it would be to complete the work for the entire shower. However, the ability to prevent another leak is very low, which is why it is suggested to replace the entire shower or enclosure.

Code requires a moisture barrier on the wall in the shower. That doesn't mean waterproof, and since tile or grout is porous and not waterproof, water will seep into the cracks of the grout, thereby creating a leak or moisture behind the tile wall.

Another likely scenario is at the floor or basin of the shower. It is highly suggested to have a waterproof basin on the shower floor under the tile, as the tile and grout on the floor of the shower is also porous and isn't waterproof.

Asking the right questions before you change out your shower will save the time and money of having the job done incorrectly and then having to completely re-do the shower and walls in the not-so-distant future. It will also save the added cost of having to repair the water damage from a leak a year or so down the road. There are ways to properly waterproof, and while it can be more costly now, in the end it will be more cost effective overall.

Ask your designer on how they would replace or repair a leak in their own shower.



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Tiffany comes to TraVek with many years of experience in structural design and educational software sales.

Selling Your Home?

The Arizona Market Continues to Thrive!

Dec. 2019 19% of Homes Sold Over Asking Price
24% of Sellers Agreed to Closing Cost Assistance

For Buyers:

Supply shortages created an environment of multiple offers and listings sold over asking price last month. This is especially evident among listings between \$125K-\$250K where 26% sold over asking price in November compared to the overall percentage of 19% in Greater Phoenix. In a normal market, we would expect 10-15% of listings to be sold over asking price. That statistic may sound hopeless to a buyer who may not have the means or stomach to pay over asking price. However, 24% of sellers agreed to pay some form of closing cost assistance to buyers in November as well. This measure increases to 32.5% on sales between \$125K-\$250K, the primary price point for first-time homebuyers.

The West Valley has the largest share of homes listed between \$125K-\$250K at 46%. Pinal County has 31%, the Northeast Valley has 12% and the Southeast Valley has just 10%. Given this information, it's not surprising that the West Valley has both a large share of transactions involving seller-paid closing costs combined with a higher-than-average percentage of homes sold over asking price. Pinal County, on the other hand, has a large percentage of seller-paid closing costs, but a lower-than-average percentage of homes sold over list price.

For Sellers:

More expensive areas with average sale prices over \$500K have significantly fewer sales involving seller-paid closing costs (as would be expected) and a much lower-than-average percentage of homes sold over asking price, but things have been exciting for this market so far this year. Sales over \$500K are up over 16.5% year-to-date over last year, but most impressive is the 21% increase in sales over \$2M! Typically the second half of the year is flat for luxury sales in this range, but this year contracts in escrow have soared 42% over 2018's level in the last 3 months. Also impressive is a 24% gain in sales between \$500K-\$600K, which was helped by an increase in the FHFA loan limit to \$484,350 last year. In 2020, that limit is set to rise again to \$510,400. This means it may get a little easier for buyers to qualify for more expensive homes and that's good news for sellers.

Sellers in the mid \$300K price range are getting a boost too. FHA is raising its loan limit in 2020 from \$314,827 to \$331,760. FHA financing is an option for buyers who may have less-than-favorable credit and lower down payments. This is good news for both buyers who can't move up in price due to the existing limit and sellers who are just out of reach for these buyers.

Commentary was written by Tina Tamboer, Senior Housing Analyst with The Cromford Report ©2019 Cromford Associates LLC and Tamboer Consulting LLC



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Your Health

Great Ways to Stay Healthy In the New Year

I'm sure you all know these little tips. Just friendly reminders as we tend to forget, because we are so busy living our hectic lives. Now when you're making promises for the New Year, Focus on these areas:

SLEEP- get a good 8 hours of quality sleep per night.

*Meditate, do yoga, take a hot bath, read a book...whatever you have to do to get your mind quiet and muscles to unwind.

*Turn off electronics an hour or two before bed time will help to calm your mind and eyes to rest. The bright light can be quite stimulating.

*Limit fluid and food intake to a minimum an hour or two before bed time will help to keep you asleep.

YOUR IMMUNE SYSTEM- be sure to get the right amount of nutrients your body needs, even when on the fly.

*Take a multi-vitamin daily.

*Get an adequate amount of Vitamin C

*Immune boosting smoothies are a good choice and delicious.

EXERCISE- fit a powerful workout into your schedule wherever you can.

*Carve out even just 30 minutes per day for some kind of physical activity and remember "Variety is the spice of life." Mix up your workouts! This will keep your stress in check and metabolism revved up:)

BALANCE- engage in the festive foods and drinks all in "moderation."

And, most importantly...just have FUN!

The days come and go so quickly. "Live in the moment" and bask in the JOY of the Life!

I will leave you with a couple of my favorite quotes by Joseph Pilates:

"It's the mind itself which shapes the body."

"The mind, when housed within a healthful body, possesses a glorious sense of power."

If you would like to have a free trial membership, contact me.



Shawna Julian

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Shawna has worked in the Health and Fitness arena since 2011. She is very passionate about health and fitness.

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remodeling
BIG50

Ask about our 10-Day Kitchens!

ENTERTAINMENT AND EDUCATION FOR OUR CUSTOMERS

JANUARY 2020



Featured Project: Kitchen and Dining Room Remodel

These homeowners wanted to update their kitchen with a more modern look, while at the same time, keep the Southwest style of their home. They are located in a very beautiful spot in the desert, with prime views of the mountains, and wanted to add more windows to take advantage of the sights. To see more pictures of this project, go to [www.travek.com/About Us](http://www.travek.com/AboutUs), and then click on the picture of Todd. These pictures will show up at the bottom of his page for Projects Todd has recently completed.



Todd Raisanen, Designer

Mark Poulton, Project Manager

Before



After



After



Before

