



TraVek Presents:

TIPS & CLIPS

February 2020

TraVek Remodeling
15575 N 83rd Way, Ste A-4
Scottsdale, AZ 85260
www.travek.com
480-367-1171
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

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 10: National Home Warranty Day

February 14: Happy Valentine's Day!

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.

February's Remodeling Seminar is sponsored by Bill Werner Countertops. Bill will share some interesting things to think about at the seminar.

February 23: Stepping Stones of Hope: Holocaust Story. See inside for details at First United Methodist Church, 5610 N Central Ave, Phoenix, AZ 85012



"This company has amazing employees and even better customer service. I will recommend them every time."

Dear Valued Customers and Employees,

We are rolling right along into 2020, and it has already been an exciting start for the TraVek team! We are continually pursuing ways to be the best in the business for you and our community.

David, Todd, and I attended KBIS last month to connect you with the latest innovations in the remodeling world. This year the show was in Las Vegas and offered many stand out products we would love to share with you. TOTO blew us away with their blissful, luxurious bathroom spa style products! Read more about those and more in Todd's "Designer Column" inside.

The Design Team had a blast meeting with KFYI AM 550's James T. Harris! He and his wife recently relocated from Tucson and have had their share of remodeling horror stories. We had the opportunity to show him how we meet the needs of our clients and the perks of working with our team! He loves seeing the process and the final product. Connect with your designer if you would like to schedule a walk through of your project and have him feature your remodel on his show.

Stepping Stones of Hope has another wonderful event coming up that we are proud to be sponsoring. Author Marty Brounstein will be holding a book signing and sharing an incredible story of courage and sacrifice. Read more on this event inside.

Our January remodeling seminar was full! One attendee remarked, "We loved it! I think it's exactly what's needed." If you know someone who wants to remodel but has never remodeled before, this is a great way for them to start. See our website for details on the February 20th seminar. Register online or call 480-367-1171.

We welcomed two more people to our team this month. Tracy Prouty has stepped in as our Marketing Assistant and Roxie Messier as our new Purchasing Coordinator. We are super excited to see the value that they'll bring to the team! We're always looking for qualified people to join our team!



Best Regards,

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

From the Doc

More Flavonol, Less Alzheimer's

Higher flavonol intake was linked to lower risk of Alzheimer's dementia in a prospective cohort study of older adults.

After adjusting for genetic, demographic, and lifestyle factors, people who consumed the highest dietary intake of flavonols were 48% less like to develop Alzheimer's dementia than people with the least intake, reported Thomas Holland, MD, of Rush University in Chicago, and colleagues, in Neurology.

"This research lends a further understanding of the contents of the foods we eat," Holland said. "The bioactive in foods -- which from our research would be specifically flavonols found in kale, spinach, tomatoes, tea, olive oil, apples, pears, and over 20 other foods -- have antioxidant and anti-inflammatory properties that have the potential to protect against cellular damage due to oxidative stress and sustained inflammation," he told Med-Page Today.

The top contributors to individual flavonols are:

- Isorhamnetin: pears, olive oil, wine, and tomato sauce
- Kaempferol: kale, beans, tea, spinach, and broccoli
- Quercetin: tomatoes, kale, apples, and tea
- Myricetin: tea, wine, kale, oranges, and tomatoes

To schedule a consultation and bloodwork at our office, call 480-951-5006 or schedule online at drburdorf.com.

Yours in health,



Dr. Burdorf, D.C., D.A.C.N.B.
8140 East Cactus Road, Suite 730
Scottsdale, AZ 85260
mark@drburdorf.com
drburdorf.com

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 after they have been dealing with their situations for many months or even years, and have been unable to find help elsewhere.



Starmark, the mark of quality!
What's a good budget for a kitchen remodel? Generally speaking, it is said that a kitchen remodeling budget should be around 15% of your home's market value.

Designer's Column

The Latest and Best from KBIS

In our pursuit to continue providing the ultimate TraVek experience; Von, David, and I recently attended KBIS in Las Vegas! The Kitchen and Bath Industry Show is the largest trade show in North America and features over 600 exhibitors from around the world showing off the newest trends and innovations in design. Below I will share just a few of the fun ideas we brought back to better meet your home remodeling needs.

Pocket doors are a great way to maximize space in your home, but one of the main complaints is that they are typically a flimsier alternative to swinging doors. Cavity Sliders developed a sturdy steel pocket door frame. To show they firmly believed their product was a cut above the rest, they even spoofed the current cultural climate with "Make Pocket Doors Great Again" hats!

Looking for the luxury of a spa in the comfort of your own home? TOTO products can help upgrade your bathroom to the perfect place to relax after a long day. Their Zero Gravity tub is the first of its kind. While it may seem like just a sleek, stylish tub on the outside, it is made to simulate a weightless flotation for a truly calming experience as its massaging jets raise you to "Zero Dimension".

The TOTO Neorest toilet line will completely change what is often the least exciting part of your bathroom experience. With a seat warming system, sensor operated seat, deodorizer, temperature controlled bidet, and ACTILIGHT UV light cleaning system features (to name just a few), these toilets do everything but make you coffee! TOTO's products are perfect for the luxury buyer!

One of the most incredible draws for this trade show is the international perspective of connecting with companies outside of the U.S. We noticed an increase in companies from Germany bringing their modern aesthetic. We even connected with a Polish door and window company, Oknoplast, specializing in larger paneling. They just happened to do their product testing here in Arizona!

To learn more about any of these products and how they may fit your remodeling needs, call or email me to set up a design appointment.



Todd Raisanen
Sales & Design
todd@travek.com
Cell: 602-820-0520
Office: 480-367-1171

Common DIY Remodeling Mistakes

www.NARI.org

- Not venting plumbing correctly
- Underestimating how long a project will take
- Overestimating what you can handle
- Not understanding the permitting process for your city/county
- Hiring unlicensed “contractors”
- Purchasing cheap materials
- Not measuring properly
- Not understanding your space and layout
- Not having a plan
- Believing Reality TV shows are “reality”

For how to avoid these and many more common mistakes, check out the Blog on www.nari.org

In Your Community

Stepping Stones of Hope presents
“The Courage To Do the Right Thing: A Story of Hope and Inspiration”

Keynote Speaker: Marty Brounstein

On **February 23**, from 2:30 - 4:30 p.m. Marty Brounstein will recount the true story of Frans and Mien Wijnakker who saved the lives of over two dozen Jews during the Holocaust and World War II.

Come out to First United Methodist Church, 5610 N. Central Ave., in Phoenix, to hear about Brounstein’s personal connection to this story and more about his book, *Two Among the Righteous Few: A Story of Courage in the Holocaust.*”

Tickets can be purchased at steppingstonesofhope.org.

Adults: \$10
Students: \$5

Sponsored by TraVek

The Phoenix Market is Hot! Hot! Hot!

We are back to multiple offers on a property. It is definitely a seller’s market.

PHOENIX METRO RESIDENTIAL REAL ESTATE

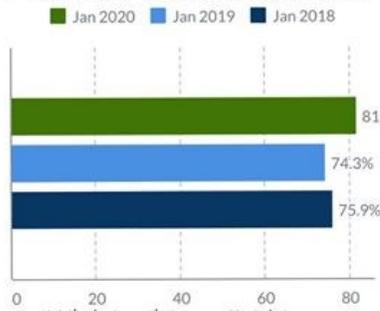
Annual Changes from January 9th, 2019 to January 9th, 2020



CLOSED SALES
Total Monthly Sales = 7,077

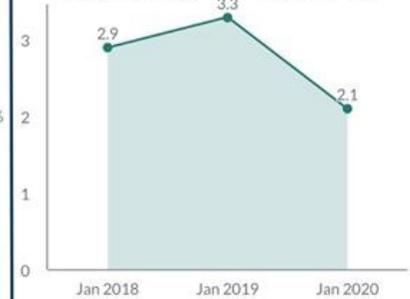


LISTING SUCCESS RATE



Of the Listings that came off of Active or Pending Status, 81.6% successfully closed escrow while 18.4% cancelled or expired.

MONTHS OF SUPPLY



If no new listings were to come on the market, at the current monthly rate of sales, inventory would run out in 2.1 months.

Encompassing the Arizona Regional MLS area, which includes Maricopa County, Pinal County and a small part of Yavapai County

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Website: SayYesToThisAddress.com

Concierge Services: SayYesToHelp.com



Colleen Olson

Arizona Best Real Estate 11333 N Scottsdale Rd,
Ste 100 Scottsdale, AZ 85254

480-948-4711

colson@arizonabest.com

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remodeling
BIG50

Ask about our 10-Day Kitchens!

ENTERTAINMENT AND EDUCATION FOR OUR CUSTOMERS

February 2020



Featured Project: Master Bathroom Remodel in Mesa

The homeowner wanted to modernize their Master Bathroom and still keep their “oceanfront property in Arizona” aesthetic. The project included relocating the shower and creating a full vanity with double sinks. To see more pictures of this project, go to www.travek.com/About Us, and then click on the picture of Thom. These pictures will show up at the bottom of his page for Projects Thom has recently completed.



Thom Pitschke, Designer

Dan Schmidt, Lead Carpenter



After

Before