



From the U.S. Air Force: Thank you, Arizona!

A formation of fighter jets and a bomber from Luke Air Force Base rumbled over Tempe's A Mountain as an aerial show of appreciation to Valley healthcare workers who have become heroes in the fight against COVID-19.



— Photo by Billy Hardiman for Wrangler News



Ducey aims for gradual return from dimmed economy

By Joyce Coronel

The number of lives lost to the coronavirus continues to climb, but the staggering economic impact of the disease is also being keenly felt. Wrangler News was on the line when Gov. Doug Ducey connected via telephone with local business leaders to address their concerns and field questions and comments.

"Since this began, our focus has been public health first," Ducey said. He pointed to the efforts of Dr. Cara Christ, director of the Arizona Department of Health Services. "She's been working 24/7, 100 percent focused," Ducey said, "I've been alongside her, but I've had an eye to our economy."

The reopening of Arizona's economy will be gradual,

the governor noted. "I look at it as not a light switch but a light dial," Ducey said. "The pandemic has dimmed our economy and I realize that. My interest now, while protecting public health, is to gradually turn it back up."

Prior to his March 30 order to close all but essential businesses, Arizona was leading the nation in economic growth and development, Ducey said. "I was incredibly proud of that."

"I think we will be judged on how we dealt with public health and so far so good on that front... but also how we revived and reenergized our economy. I have high confidence we can be the best in the nation at that."

One business owner told Ducey he was concerned that small businesses may need to be protected from civil

— DUCEY, Page 12

Pandemic won't stop this parade

The COVID-19 pandemic and its effect continue but that hasn't stopped parents, neighbors and friends from coming up with ingenious ways to celebrate graduation.

It started with yard signs, distributed to Corona del Sol's graduating seniors in the campus' parking lot.

Then, Brooke Bogart, who organizes the annual Warner Ranch garage sales and GAIN Night, came up with the idea of holding a neighborhood parade spotlighting Corona seniors.

— CORONA, Page 12

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Dignity doc uses battle savvy to wage war vs. virus

Like healthcare workers across the country, Dr. Ronald Gagliano, a Dignity Health surgeon, was concerned about the shortage of personal protective equipment as the COVID-19 crisis deepened.

A U.S. Army veteran who spent 24 years serving his country, including in hotspots like Afghanistan, came up with an innovative solution to the shortage of isolation gowns.

When it comes to the PPE needed by healthcare workers, he said, goggles, shields and the like can be cleaned and reused but it became increasingly clear early on in the pandemic that disposable gowns were going to run short.

By Gagliano's estimation, the hard-hit Northern cities with higher populations were going exhaust the nation's supply. "I was watching the national stockpile diminish and said, 'There's not going to be anything left for us. We're going to have to solve this on our own,'" Gagliano told Wrangler News.

"I started my career in cloth gowns, I operated in cloth gowns and I said, 'If I can do an operation in



An employee of F.A.B.R.I.C. busily stitches up one of the isolation gowns designed by Dignity Health's Dr. Ronald Gagliano.

— Photo courtesy Angela Davis

cloth gowns, why can't we here?"

To stitch the cloth gowns Gagliano envisioned, Dignity turned to Fashion and Business Resource Innovation, a non-profit organization in Tempe, better known as F.A.B.R.I.C., that provides resources to emerging fashion designers.

A team there was ready to begin working around the clock to create thousands of FDA-approved isolation gowns for Dignity Health employees on the front lines of the pandemic.

Before that could happen though, the hunt was on for a suitable material for the gowns.

Gagliano and his team turned to Precision Fabrics Group in North Carolina which produced 40,000 yards—about 7,000 pounds—ready to be cut,

assembled and stitched. But how to get it to Tempe in a timely fashion?

Enter the Arizona Army National Guard, whose motto, "Always Ready, Always There," seemed fitting enough. The guard members flew the staggering quantity of fabric to Arizona post-haste, allowing production to commence.

"We get our first 100 gowns off the line and started getting feedback," Gagliano said. The gowns—about 10,000 so far—are being distributed to Dignity Health hospitals, including Chandler Regional Medical Center.

Angela Davis, co-founder of F.A.B.R.I.C, said the facility is making thousands of isolation and barrier gowns for major healthcare facilities throughout Arizona.

"These reusable gowns will also provide more protection to health care workers than the commonly-used disposable gowns," Davis said.

"We've made thousands of gowns for Dignity so far and we are currently still fulfilling the order. In total they want about 150,000."

And although fabric gowns are more costly than the disposable version, they're actually more cost-effective, says Davis.

"Disposable gowns cost between \$2-\$3. Our gowns cost somewhere between \$25-\$31. They can be washed an average of 100 times which ends up making them cheaper than the disposable gowns."

"I'm incredibly proud of the way organizations from coast to coast are coming together to meet the needs of health care workers providing critical care to those in need," Gagliano said. "This project is a game changer and a long-term, sustainable business model for all of the health care industry."



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Online AA degree first of its kind

Beginning with the fall semester, Mesa Community College will offer an associate in arts degree with an emphasis in counseling and applied psychological science—a first of its kind in the nation and may be completed online.

The same course will be available in-person at Chandler-Gilbert Community College.

The new program provides the first two years of a four-year curriculum for students wishing to specialize in counseling and applied psychological science or for those who are preparing for graduate programs in counseling or

related fields.

The curriculum includes a foundation in counseling theories, counseling skills, career and lifespan development, ethics and research methods and multicultural competence.

Sonia Esposito, faculty member, said the field has gained stature for its employment opportunities.

"Annually there are nearly 200 openings for counselors in Maricopa County alone," she said. The online completion option allows us to reach a larger community of learners wishing to pursue careers as licensed counselors.

Tibshraeny to host candidate forum

Judge Jay Tibshraeny of the San Marcos District Justice Court will moderate a Chandler City Council candidate forum at 5 p.m. Tuesday, May 19, under sponsorship of the Chandler Chamber of Commerce.

Prior to his current role, Tibshraeny served seven terms as Chandler's mayor.

The forum will be broadcast on Cox Channel 11 and CenturyLink Channel 8502, as well as on Orbital Cable in Sun Lakes.

During the program, candidates will give introductory remarks followed by a lightning round of questions allowing 'yes' or 'no' answers.

The forum will be an accessible way for residents of Chandler to learn about the candidates and their stands on issues of importance in order to make an informed decision when going to the polls.

Residents are encouraged to submit questions for the forum by emailing terri@chandlerchamber.com.

The program is designed to provide information for better interaction between the candidates and the community, prompting a better educated voting public at the polls.

All candidates who meet the state's official filing requirements will be permitted to participate.

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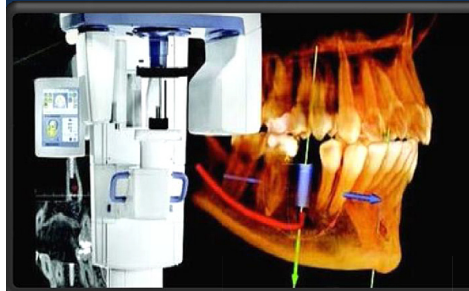


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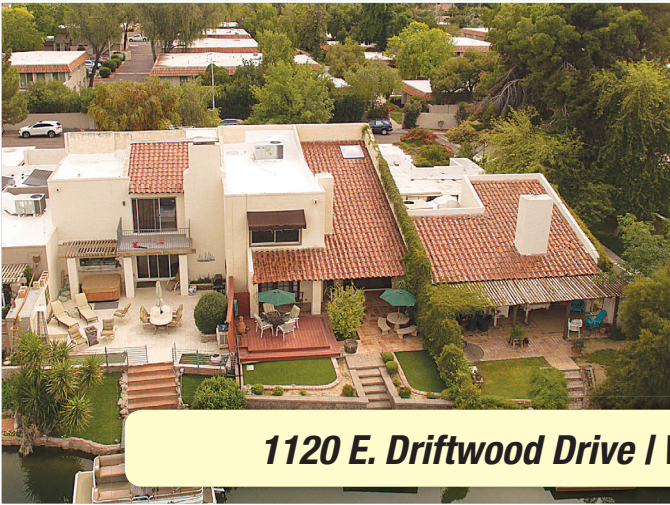


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Commentary . . . by Mark Stewart

Arizonans' pioneering spirit can help build confidence in return to normalcy

Gov. Ducey's plan to reopen the economy is moving forward and people are eager to learn how they can begin the transition to normalcy.

Arizona's small businesses, which employ nearly half of the state's private workforce, are anxiously awaiting the next steps to alleviate the financial strain caused by the coronavirus pandemic.

As new guidelines are provided by the governor, it is important for businesses, cities and communities to understand how they can play a part in the recovery of Arizona.

Safety is the new brand — As stay-at-home orders lift, businesses will find that many consumers are hesitant to venture out into the world, and rightfully so. People want to know that the restaurants, shops, and salons they frequent are doing everything in their power to keep them safe.

Businesses must make safety part of their new brand if they want to thrive following the pandemic. Organizations should consider investing in safety training and over-communicate their new safety protocols to their customers. Even implementing small changes, like wearing masks or adding a plexiglass barrier between employees and guests, makes for a safer shopping experience and gives shoppers confidence that businesses are taking steps to care for the well-being of their customers.

Open communication is key — Since the beginning of the pandemic, open and honest communication has been critical in keeping residents safe. Now is the time for

cities to connect with the medical community and have a candid dialogue on the best procedures moving forward. Reopening the economy following a pandemic requires that the public and business owners have the most up-to-date information on how to resume safely. With frequent updates on safety procedures, this line of communication is perhaps the most important.

In addition, communication between business owners and city officials is key as mayors and city councils can take major concerns directly to our senators and members of Congress. The Paycheck Protection Program will soon be exhausted, and businesses will likely need another source of assistance.

Chambers of commerce and their city's economic development departments are great options for owners to tap into for help, resources, and guidance.

Expanding our normal circle — Humans are creatures of habit. It is simple to order from your favorite restaurant or stop by the store near your house for a Mother's Day gift. What our community needs now, in addition to supporting local businesses, is for all of us to accept the challenge of exploring and visiting new locations.

When possible, travel outside our immediate area and grab lunch to-go from a small family-owned restaurant in a less-frequented area. Even better, recommend them to your friends on social media. It is easy to contain yourself in an area that is familiar, even more so after stay-at-home orders. Now is the time that we can begin to venture out a little farther.

Arizonans are pioneers and have a tenacious entrepreneurial spirit that will help build confidence during this uncertain time. Businesses have been innovative and pivoted to new roles. Consumers have supported them wholeheartedly. As we begin to reopen the economy, our communities must work together with trust and transparency to get through this crisis and become stronger than ever.

West Chandler resident Mark Stewart is a Chandler councilmember, Community and Economic Development committeeman and co-chair for National League of Cities. He also is founder of digital business accelerator Concept2Completion.

Commentary . . . by Jennifer Adams Save water, save money

As temperatures rise in Tempe, so does water use. The heat of summer typically impacts more than your electric bill – it can affect your water bill, too.

Tempe has several ways to help reduce your use of water and keep your bill lower. Our city water conservation team can help you with resources including tips to be efficient while watering your outdoor landscape.

One big way to keep costs down is to adjust your watering schedule in the summer. I hope you are early birds because my first tip is to water before sunrise. Yes, I know, that may sound brutal, but it works! If you apply water to your landscape before the sun rises, you will get less evaporation and calmer winds.

During May, here is how often to water:

- Warm season grasses – every four days
- Desert-adapted trees – every seven to 21 days
- High-water use trees – every seven to 10 days

How long to water depends on your watering system and plant size. For more information, visit tempe.gov/conservation and select "Free Brochures" to view the Landscape Watering by the Numbers guide. At this webpage, the city also has an online workshop series about watering your plants and lawn.

— ADAMS, Page 8



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Adams

From Page 6

Text WHENTOWATER to 33222 to receive a text on the first of each month with a link to watering guidelines for each month. Adjusting landscape irrigation monthly can prevent waste of water and money, especially during the summer.

For those of you who have irrigation service at home, like I do, celebrate Smart Irrigation Month with us in July. From smart controllers that automatically adjust watering schedules to high-efficiency sprinkler heads that apply water uniformly throughout the lawn, investing in smart irrigation technologies can help you save water, money and time in caring for your landscape. Visit tempe.gov/conservation and click on "Rebates" to see how the High Efficiency Irrigation Rebate program can help you get started. For more information, call 480-350-8351.

Education is also a key way to save money on water. There are plenty of ways to learn more and access information:

- Get free, one-on-one virtual consultations and digital resources from the water conservation team at the city. Learn more at tempe.gov/conservation or call 480-350-8351.

- Use the WaterSmart Customer Portal to track water usage and receive email or text alerts if you have unusually high usage or might have a leak. Sign up with your utility account number at tempe.gov/WaterSmart.

- Vice Mayor Lauren Kuby and I filmed a video about water conservation: <https://youtu.be/m7F7uOltsf8>.

- Follow and participate in the 2020 Water and Wastewater Rate Study. It kicks off in June and will include two public meetings. Sign up for email updates about the rate study by going to tempe.gov/enews and selecting the box under "Municipal Utilities."

Connect Tempe Citycouncilmember Jennifer Adams by calling 480-350-8835, following her on her City Council Facebook account ([JenniferAdamsTempe](https://www.facebook.com/JenniferAdamsTempe)) or emailing her at jennifer_adams@tempe.gov.

Commentary...

by Rick Heumann

Shopping local more important than ever as economy struggles

Recently, while going through some old files, I came across a piece I had written with an eerily similar message that sadly resonates today.

A little more than 10 years ago, in the midst of the Great Recession, I wrote about the importance of shopping local in hard times.

At the time, large layoffs were occurring, and furloughs were becoming quite common.

Even one of Chandler's own prized companies, Bashas, had just filed for bankruptcy amid the economic panic and fallout from the burst of the housing bubble.

Today, the COVID-19 pandemic has wreaked havoc throughout the business community.

And that is why—more than ever—we need to keep a conscious effort to "Shop Chandler."

While many storefronts have been forced to close to slow the pandemic's spread, there are a few things we can still do to keep our local economy afloat.

Many restaurants still offer pick-up and delivery throughout the city. Many have deals and discounts, so check their websites.

If these were places you enjoyed and frequented when fully open, support them now in their greatest time of need.

Additionally, many retail establishments allow online shopping and gift card purchases—a critical tool for them to maintain a small cash flow until we can safely and fully re-open and re-energize the economy.

Local First Arizona is a non-profit business coalition that represents about 3,000 small

businesses in the state. Their website provides a terrific resource for its members and provides a great deal of information on the importance of shopping local.

Here are a few its reminders of why a local economy is vital to the community it serves:

National studies show that four times more dollars stay local when spent at community businesses versus large chains or online.

Local businesses tend to be unique, offer tremendous customer service and create a sense of place and foster community pride.

When you support a local business, you create demand for additional jobs across the state. How so? Because local businesses in turn do business with local companies in the community for products and services that they need to fulfill your orders and contracts. This "multiplier effect" creates and supports jobs throughout the state.

Local businesses are engaged in the cities and towns they serve and tend to be more conscious about their own impacts on the environment as well as the local economy.

And, of course, shopping with local businesses that source their products locally leads to a smaller environmental footprint.

I am convinced that when our nation, state and community emerge from this troubling time, we will do so confidently, and with the compassion and pride that has made this country great. In Chandler, our economy will work its way back to become the region's leader in job creation and employment diversification. And, as always, our residents will continue to shop locally and support the local business community as we have for so many generations past, and for many years to come.

Rick Heumann is a former Chandler City Councilmember and a West Chandler resident currently seeking reelection.

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Circle G residents deliver surprise farewell to a beloved mail carrier

Editor's Note: While indeed much of what's been happening in recent days has been worrisome, one Tempe Circle G Ranches resident thought it was time for some good news. Prompted by her own and neighbors' disappointment upon learning the area's longtime mail carrier planned to retire soon, she got to work organizing a surprise last-minute celebration for the departing John Vandello. The word leaked out early but no one seemed to care—especially Vandello—who admitted the neighborhood/letter-carrier love affair, in his case at least, has always gone in both directions.

Though it started off casually enough, Jill Strandquist's campaign turned into an event that attracted dozens of area residents, including Tempe Councilmember Jennifer Adams who read a proclamation from Mayor Mark Mitchell saluting the occasion. It also generated a crowd of well-wishers and \$1,200 as a tangible thank-you for what all agreed was Vandello's dedication to service and seemingly never-missing smile.

Launching her campaign among Circle G residents about a week ahead of Vandello's planned retirement, Strandquist emailed an announcement reading: "Our beloved South Tempe USPS Mail Carrier, John Vandello, is retiring on May 1 after starting in the postal service over 37 years ago in Iowa City, Iowa."

Unfortunately, she noted, due to COVID-19, Vandello won't be hosted at the post office's standard retirement party with his colleagues.

"So I decided to spearhead this surprise for John and do something special for him that involves our entire neighborhood, recognizing him for his years of service as well as to celebrate his retirement!"

She said she and others also got busy collecting individual donations toward the expense of John's retirement signs and a few other things," adding, "with the additional donations, our neighborhood will be giving John a retirement gift to say thank you for his years of service!"

Word about the sendoff celebration was sent out in time for Circle G neighbors to erect signs in the development's entryway and near their mailboxes as Vandello drove through the neighborhood for his last week of service.

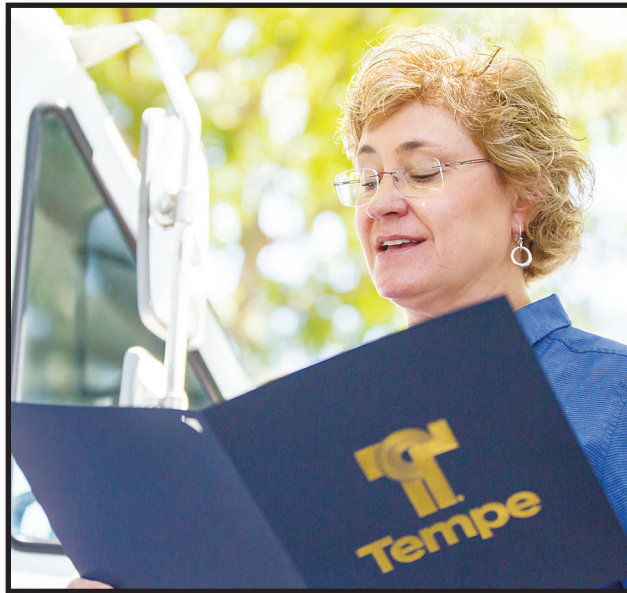
Neighbors were encouraged to write a personal message or decorate their signs and place them in front, on the side, or on top of their mailboxes so Vandello could see them as he drove through the neighborhood during the final days of his postal-service career.

Vandello has serviced the mail route that covers Circle G Ranches, ASU Research Park, businesses in and around Warner Century Plaza and portions of the Alta Mira development, among others, for what Sandquist had referred to as "more than 37 years." Vandello, though, recalled the duration of his career even more specifically: "Thirty-seven years and 10 months," he grinned.

Added Strandquist:

"With a genuine smile and awesome personality, John has provided the most outstanding customer service throughout our neighborhood for 6½ years. I'm sure other neighborhoods in his route feel the same way, too."

After COVID-19 has passed, she added, "We would love to invite John back for our annual chili cook-off as a guest judge." And likely, with no delivery schedule to maintain, to sample some of entries just as homemade as the neighborhood's appreciative—and obviously genuine—send-off.



For John Vandello, a postal carrier for nearly four decades, the fact that the coronavirus pandemic wouldn't allow fellow workers at the USPS South Tempe station to throw a retirement party was no big worry. But the residents of Circle G Ranches, to whose homes Vandello had delivered mail for years, weren't about to let the occasion go by unnoticed. So neighbor Jill Strandquist (center row, right) organized a surprise sendoff, complete with mayoral proclamation shared with the gathering by Councilmember Jennifer Adams (left) and a crowd of wellwishers.

— Photos by Billy Hardiman for Wrangler News

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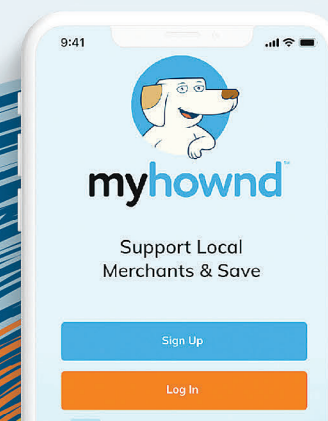
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Ducey

From Page 1



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liability. If an employee or customer dies from the coronavirus, he said, “I see some aggressive attorneys filing civil litigation against them. Is there a way to protect them?” the man asked. Ducey said he shared that concern and would be working with the legislature on a solution.

“I’m looking forward to when these orders evaporate and people are back to work and out in the economy, but we know there will always be unintended consequences—there will be some people who will try to take advantage of the situation. We want to protect our businesses appropriately.”

Stuart Shoen vice president of U-Haul, said he’s concerned people “will return slower than you move the dial” on the economy. May are still gripped by fear and not sure if they are allowed to move. “I want to encourage you and your team that companies like U-Haul, we are going to meet everyone’s expectation,” Shoen said. “I humbly request that you push as hard as you can and speak positively about all the things you can do.”

Terri Kimble, president of Chandler Chamber of Commerce, was also on the phone call with the governor’s office and local business leaders. She says the governor has surrounded himself with key leaders and “he could tell they were frustrated.

“This is a very complicated issue, the roll out and opening back up. It’s not just saying, ‘Arizona’s open for business,’” Kimble said.

And while the pandemic has exacted a heavy toll on businesses, there is a silver lining.

“I think there have been some real positives that have come out of this,” Kimble said. “I think some businesses, I know specifically for ours, it’s really made us take a look and become better. How can we become more efficient? What are those things we can put in place that we never even thought of before?” In spite of the many difficulties, Kimble sees light at the end of the dark tunnel.

“We are going to come out of this stronger. It’s just these pain points thing right now.”

Corona

From Page 1

Janet Hamlin, a Warner Ranch resident, doesn’t have a senior at the school this year but she wanted to help Bogart organize the parade. “She saw that another neighborhood was thinking about doing this and she organized a group of volunteers,” Hamlin said. None of the volunteers are parents of seniors, it turns out.

“My son graduated from Corona last year so I know how important it is to feel acknowledged when you go through those major life transitions,” Hamlin said. Organizers are using Eventbrite to register participants and say that so far, they have 40 seniors signed up. At time when so many of us are struggling with uncertainty, illness and job loss, this grass-roots parade effort is a bright spot, an example of what a caring community can do in the midst of crisis.

A group of volunteers will manage the staging and the parade route will wend its way through Warner Ranch, past Kyrene’s Mariposa School and on to Harrelson Park at 9325 W. Warner Ranch Drive. The event is open to other students who live in other neighborhoods.

Seniors are encouraged to decorate their cars and have someone else do the driving during the parade.

Tempe City Councilmember Jennifer Adams alongside Rep. Mitzi Epstein of the Arizona Legislature will be grand marshals. Both women live in So. Tempe.

“We’re asking people to get an Eventbrite ticket even though it’s free so we can figure out how big it’s going to be,” Hamlin said.

Tempe Union High School District’s executive director of community relations Megan Sterling said the school district is “grateful and appreciative of the wider community support” for its students.

“The parade is an example of supporting our students during this difficult time.” The district will hold virtual graduation ceremonies May 21, the same date it had planned for the in-person ceremony. “We’re really working hard to creatively and safely honor all of our graduates,” Sterling told me.

To register for the parade: Eventbrite.com and search “Warner Ranch Physically Distant, Socially Connected Senior Car Parade.

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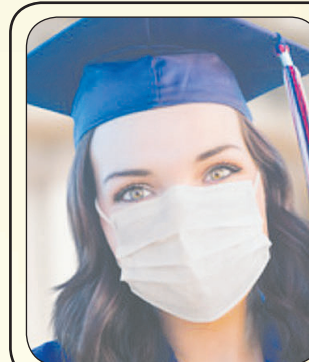
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Don't wait: All content must reach us by Monday, May 18 so we'll have time to get those special pages ready for print.

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Wrangler News photographer Billy Hardiman is offering a one-time graduation photo shoot with accompanying photo layout in this special section. Visit www.picturebilly.com/WranglerNews for details.

For Westchester seniors, Tempe grant is music to their ears

The COVID-19 virus has led to the demise of tens of thousands of Americans, but no group has been harder hit than the elderly and those who live in care centers.

Due to social distancing requirements to try to limit the spread of the virus, family and friends have been unable to visit their loved ones in nursing homes. And, programming that brings in speakers, musical performers and others to entertain residents has been postponed indefinitely.

Into this unfortunate state of affairs steps the Central Arizona Flute Ensemble. The group was scheduled to perform two live concerts each at Westchester Senior Living in Tempe, but the performances were postponed due to the virus outbreak. CAFE Ensemble has since announced that concerts, which were partially funded with a city of Tempe grant program, will be rescheduled as soon as it is safe to congregate in large groups.

Sue Norton-Scott, who plays the bass flute for CAFÉ Ensemble, says the band of flautists specializes in working with senior communities.

She's looking forward to the day when CAFÉ can perform again at care centers, but in the meantime, the group has created a special CD that simulates a live CAFE concert.

"With the flutists themselves introducing each song, and audience applause, listening to this CD is as close to attending a live CAFE concert as we can make it,"

Norton-Scott says.

Seniors can follow along with the written program and look at the photos of the CAFE flutists. The group distributed a CD for every resident so they can listen to it in their own homes, in small groups, or over the sound system.

Café also provided CD players for the facilities to loan to those residents who do not own one.

Dawn Dunn-Rice, therapeutic recreation director at Westchester, says residents are enjoying the CAFE CD.

One told her, "I can get lost in their music and I don't think about the pandemic and news, only beautiful music."

Another said the CD "makes the long drawn out days of quarantine go by so much faster."

"Sue at CAFÉ Flutes has made every effort to see that our residents have been able to experience their uplifting and beautiful music," Dunn-Rice said.

"They put together completed packets so the residents can learn about them and even gave them sugar-free candies."

The city of Tempe arts grant allowed for the purchase of two CD players for Westchester.

"They could use donations of more CD players so that more of the 150 or so residents could listen to the 'We're in this Together' CD in their own rooms," Norton-Scott said.

Information: cafeflutes.com



Joanne Jordan, a Westchester Senior Living resident, is one of Café Ensemble's fans. — Photo courtesy Dawn Dunn-Rice



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Adversity, it seems, doesn't have to get in the way of a young person being recognized for overcoming challenges.

Kaylee Henderson, a seventh grader at Kyrene Middle School, is the recipient of a YouthFest Courage Award from the city of Tempe, the latest honoree of Tempe's annual search for those who have made education a priority, even while facing adversity such as homelessness, illness, disability or other hardship.

Kaylee is of the Salt Clan, originating among the Deer Water People.

And, she says, she is proud of her Navajo culture and traditions, noting that her great-grandmother's teachings have helped her with the challenging transition from living on the Navajo reservation to starting middle school in Tempe.

According to school officials, Kaylee has overcome multiple hardships in her life, including the loss of close, loving family members.

She is being raised by an aunt, uncle and grandmother. Kaylee spends as much time as possible in Navajo Mountain, where she takes part in traditional ceremonies and studies her native language and songs.

An active leader at school and in her community, teachers say Kaylee strives to help others whenever and however she can.

She reportedly has her eyes set on studying environmental engineering and hopes to use skills gained through her education to help her community and reservation.

As an overview of the selection process, officials say Kaylee proves a quote from the film *Mulan*: "The flower that blooms in adversity is the most rare and beautiful of all."



Kaylee Henderson, a seventh grader at Kyrene Middle School, received YouthFest Courage Award from city of Tempe.

Photo courtesy Kyrene School District

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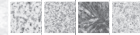
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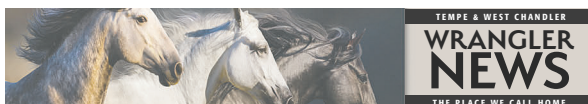
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Parade of support for revered Aztec coach's grandson

By Joyce Coronel

Gary Venturo, who served 23 years as Corona del Sol High School's head football coach, retired several years ago but the beloved coach still has a faithful cadre of Aztec followers.

So when current and former football and baseball players heard about the challenge overcome by Coach Venturo's 3-year-old grandson, they wanted to show their support.

Greyson was diagnosed with leukemia when he was just 1 year old.

"It was really heartbreaking," said Vickie Venturo, Greyson's grandmother.

"The first 28 days of treatment were pretty rough. He had chemo every day and at home he had to have a chemo pill every night."

On April 25, Greyson had his last treatment and by all accounts, it was a cause for celebration.

With the COVID-19 restrictions in place, the blonde-haired little boy's fans came up with an ingenious solution to mark the festive occasion: a parade.

Corona football players decorated their cars, made



Greyson Venturo, 3, alongside his father, Austin, and brother Cannon.

"My heart just jumped out of my chest. Gary and I were just blown away by the support."

The parade, she added, helped her "remember how good people and the world really are."

posters and paraded Police, firefighters and other first-responders joined in the celebration, sounding their horns and sirens.

Greyson and his family sat in lawn chairs in their driveway, watching the long line of vehicles—more than 50 participated—winding its way past. One of the firefighters gave Greyson a fireman's hat.

Aztecs rolled down their windows and cheered for a boy who overcame a grueling ordeal of chemo.

"Greyson, You Rock!" proclaimed one of the posters.

"I was overwhelmed," Vickie said of the display of support.



Olivia Parry, right, principal of Kyrene de los Niños Elementary School, came up with a clever way to show her support for staff at the school during Teacher Appreciation Week. She prepared lunch for more than 70 people, including Julie Maniar, who were able to drive past what she dubbed 'Casa de Olivia' to pick up the homemade meal.

"Her salsa, cakes and Mexican food are a regular at our school," gushed first-grade teacher Cynthia Zino.

"I just have to let others know what amazing people I work for."

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Kyrene Corridor Market Update

REALTY EXECUTIVES

Many people are asking "Are homes selling during the COVID-19 chaos?" The short answer is yes. In fact, many homes are still selling very quickly.

As of May 5, there were 140 homes for sale in 85283, 85284 and 85226. Another 100 homes are currently under contract and, of those, 24 went under contract in 5 days or less!

Is this market perfect? No. But we have certainly not seen a collapse. In Arizona, our market was very strong prior to COVID-19. Buyers having difficulty getting an accepted offer pre-pandemic, primarily due to extremely low inventory levels, now have a better shot at securing a home with fewer people actively looking. The slight increase in inventory is certainly helpful, too.

While the market has slowed down since the first quarter of the year, we are continuing to safely work with people who currently need to buy or sell a home. For others, we have encouraged them to wait until the time is right for their circumstances. If you would like an honest opinion about your situation, please give me call. We're here to help.

Read more market updates at [Nickbastian.com/blog](https://nickbastian.com/blog)

The market is always changing. Call us today for up-to-date information on your home's value.



Knowledgeable.

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Work with a Top Producer for Realty Executives who is a community expert.

Nick has over 25 years experience and his unique marketing plan will get your home sold fast!



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Carol Royse & The Arizona Real Estate Market

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CASH OFFER ON YOUR HOME

We are living in unprecedented times. Everyone I've spoken with in recent weeks has a similar story: that they've begun to forget what "normal" feels like. That said, life still goes on. Babies are born, families need to upsize, and some need to downsize. Home sellers need to sell, and buyers need to move. Where does this leave our real estate market?

The latest statistics show prices remaining strong. One key reason is that we still have a very limited supply of homes. While we are seeing a rise in homes hitting the market, inventory is still below "normalcy". We have yet to see a rush from sellers to lower prices, although in my opinion, sellers need to be realistic in pricing their homes to attract the right buyer. The last quarter of 2019 is drastically different from May 2020's market. The most alarming difference is the buyer pool. Buyer activity was down approximately 5% in March, and that number decreased to 7% in April. The reasons span from buyer layoffs and furloughs, buyer uncertainty about their

employment, and/or their ability to repay their mortgage, as well as some of the major banks eliminating jumbo financing and other loan programs. This, unfortunately, has eliminated many buyers in the market.

So what does this mean to you, the homeowner who wants (or needs) to sell? Now that big banks and institutions begin to slow down or eliminate their loan programs for buyers, there won't be a quick turnaround to get them back up and operating. Americans have an element of hope which will ultimately push the market forward, but we will start to heavily feel the effects of the big bank's decisions.

I have been in real estate for over 35 years. I have lived through many up markets and down markets, and I have advised thousands of home sellers and home buyers wisely throughout those years. I am a "student" of the market, and as such, I monitor data weekly and share that data with my current clients so together we can make the proper decision regarding their home. Give me a call and let me share my knowledge, experience, and expertise with you.

Ask the Expert

Many homeowners when thinking of putting their home on the market might think, "It doesn't matter which agent we use - our house will sell quickly. We have a desirable home and it's still a "hot market in Tempe."

Quite frankly, while it may be true that you could get your home sold by just about any agent (or even do it yourself) when the market is "superheated" as ours has been, the risks to your equity have never been higher. Obviously, a "hot" market makes it easier for inexperienced agents and agents with limited resources to advertise and market properties inadequately, which could result in a sale that potentially left thousands on the table. In addition, our hot market has been hit by Corvid 19 and the rules have changed.

Normalcy is out the window! At the Carol Royse Team, not only do we adapt, but we expose our seller's homes to our 9,000

buyers, and we have three Team Members in our marketing department who post on all social media sites where most of the buyers are today. Our seller's homes can be viewed across the US and around the World. We have revolutionized the "virtual open house, and "virtual tour of homes," meaning we can sell homes without the buyers coming into your home. We have resources like, Our Buyer in Waiting Group, our 8 websites, our Cash Offers, Guaranteed Sales Program, Virtual Tour of Homes, Citywide Buyer Network and Top of Mind Awareness. It is important for my team to keep your family safe while getting you top dollar for your home. We at the Carol Royse Team can offer you a cash offer for your home, or we can sell it traditionally putting even more money in your pocket. I am here to serve you and the needs of our community at the highest level, so give me a call today.

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I am here to serve you and the needs of our community at the highest level.

Carol Royse, Keller Williams Realty East Valley



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Over 4200 sf - Executive Guest Suite
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Cul-de-Sac Lot
2 Master Suites on Lower Level
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Huge Side Yard - RV Gate - Diving Pool
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Across from Private Park/Greenbelt
Upgraded w/over 3400 sf - Gas Fireplace
Granite Island Kitchen
Synthetic Grass & New Putting Green
Gas BBQ - Waterfall Play Pool
w/Travertine Decking
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