# Summerlin Spotlight
## Real Estate News
JANUARY/FEBRUARY 2014



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# What's in Store for 2014?

*by Lori Ballen*

It's that time of year again when predictions for the next year are on everyone's mind. It's no different in our neck of the woods. We want to know what the Las Vegas real estate market has in store for the Valley as well as Summerlin in 2014. After an assessment of the market around Summerlin, we are happy to report that things are looking up, but also predict that the market isn't as strong as everyone hoped. Yet, the future is a mix of positive and negative impacts on the real estate in Summerlin.

### Balance of the Market

The real estate market in Summerlin and the surrounding areas has finally achieved a harmonious balance that will continue into 2014 and, barring any future upsets, beyond. Las Vegas has about 7,000 proprieties listed for sale at any given time. Right now, about half of them are sold in a timely manner. We are still seeing multiple offers on a home priced to sell. This balance affects Summerlin and Las Vegas with stronger market overall.

### Increase in Sales

Sales of homes have been down in recent years, because bank-owned proprieties were flooding the market. It's now true that regular old individually owned homes now have a chance to sell at a decent price. That's no different in Summerlin and the surrounding areas. In 2014, the trend will continue. Land sales, in particular, are rising. According to VEGAS INC., "Howard Hughes Corp., developer of the 22,500-acre master-planned community [Summerlin], sold $24.3 million worth of land to homebuilders in the three months ending June 30, up 80 percent from the same period last year." Sales benefit the construction community and the value of the homes already in Summerlin.

### Rising Prices/Higher Home Values

The cost of homes is also expected to continue to increase in 2014. According to Las Vegas Home Rental & Real Estate Blog, "Housing prices are rising dramatically, up 30% from a year ago." This is great news for sellers, but buyers will have to deal with the rising prices with incomes that probably won't increase in 2014. Rising prices also indicate better home values. The master planned community of Summerlin is already seeing benefit directly from this trend with higher home values.

### Investors Are Leaving Las Vegas

The influx of investors and flippers leaving Las Vegas added the overall balancing of the market in 2013 and they are likely to stay out of the city in 2014. Rising prices and competition for properties from regular buyers have pushed them out. Although some remain, their presence is normal and even healthy for the market.

### Staying Put

The real estate market in Summerlin and the surrounding area is starting to recover from the bust of a few years ago. The general consensus indicates that 2014 will not be unlike this year with a bleak cloud hanging over the great city of Las Vegas and rays of sunshine beaming down through the clouds.

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## LAS VEGAS REAL ESTATE MARKET STATS
### AT TIME OF PUBLICATION:

**SINGLE FAMILY LAS VEGAS REAL ESTATE:**
**For Sale / Available –** 7,332
*(77% are Traditional Sales, 23% are Short Sale / REO)*
**Contingent / Pending / Under Contract – 7,276**
**Inventory –** 30 days of supply

**LAS VEGAS CONDOS AND TOWNHOMES:**
**For Sale / Available –** 1,840
*(75% are Traditional Sales, 25% are Short Sale / REO)*
**Contingent / Pending / Under Contract –** 1,310
**Inventory –** 42 days of supply

**ALL LAS VEGAS REAL ESTATE COMBINED – SINGLE FAMILY HOMES PLUS CONDOS AND TOWNHOMES:**
**For Sale / Available –** 9,172
*(77% are Traditional Sales, 23% are Short Sale / REO)*
**Contingent / Pending / Under Contract –** 8,586
**Inventory –** 32 days of supply

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## SPORTS

# *NFL Network Proves Pro Football Is an* 'Everyday Conversation Piece'

*by Michael Lev*

When they decided more than a decade ago to launch a league-owned cable network, NFL executives were taking a gamble. It was a calculated, billionaire-backed gamble, but a gamble nonetheless.

Their assumption was that NFL fans' appetite for football was so insatiable they would keep coming back for more—even during the six or so offseason months when there is no live football.

The league was right. Fans can't get enough. And NFL Network, which celebrated its 10th anniversary in November, is thriving and growing in that football-mad environment.

"Can you sustain it in the offseason? That was really the question," said Mark Quenzel, NFL Network senior VP of programming and production, who was with ESPN at the time. "But I also remember thinking: If anybody can pull it off, it's probably the National Football League."

Rich Eisen, who has been the face and voice of NFL Network since its inception, remembers a brainstorming session during his final days at ESPN in spring 2003. Someone suggested an NFL story for "SportsCenter" at a time when a lot of other events were going on, including postseason pushes in the NBA and NHL, the start of baseball season and March Madness.

"They were laughed out of the room," Eisen recalled. "Why in the world would we talk about the NFL? Now, I've lost track of the number of daily, live football shows that ESPN has on the air."

NFL Network, Eisen believes, "has been integral in proving that football is an everyday conversation piece." The proof lies in its exponential expansion.

Eisen was asked how NFL Network has changed over the past 10 years.

"It's like television as a technology. It's gone from black-and-white to high-definition color to 3D," Eisen said. "There's no comparison between the two. We haven't changed from the first show to the current show. We take football seriously, but not ourselves."

The network estimates it will air more than 3,000 hours of live NFL coverage in 2013. At the Super Bowl this past season, NFL Network aired 140 hours of programming—128 more than the first Super Bowl it covered, in 2004.

ESPN reached almost 100 million homes; NFL Network, at launch, only 11.5 million. But its guest list at Super Bowl XXXVIII was packed with A-listers, including George H.W. Bush, Peyton Manning, and Brett Favre. Eisen called his wife after the first day and told her: "You know, we're going to be fine."

Today, NFL Network is available in more than 72 million homes. It's unquestionably bigger. It's also better.

The NFL recognized that credibility was crucial to its fledgling network's success. In recent years, it has taken several steps to further enhance its journalistic credentials.

Recent editorial hires include Andrea Kremer, who was tasked with covering health issues, including concussions, without interference; and Michael Silver, who was critical of the league's owners during the 2011 lockout (which NFL Network impressively covered from both sides). The head of the network's newsroom—which also includes NFL.com under the umbrella of NFL Media—is David Eaton, a former bureau chief at ABC News.

It's impossible to predict what's in store for NFL Network the next 10 years. Executive producer Eric Weinberger, who has been there from the start, summed up the state of NFL Network as it enters its second decade of existence.

"We're very proud of what we've done so far," he said, "and very excited about where this is going to go." ■

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## ARTS & ENTERTAINMENT

# Just 19, Irish Actress Saoirse Ronan *Has Played Many Extreme Roles*

*by Colin Covert*

Irish actress Saoirse Ronan, 19, burst on the scene with an Oscar-nominated breakthrough performance as a meddling child in the 2007 romantic drama *Atonement*. Since then she's played a ghost, two girl assassins, a fairy, a vampire, and a space alien. In her latest film, *How I Live Now*, she plays a survivor of World War III.

In a recent phone interview, Ronan said her run of extreme characters is less a matter of personal choice than a reflection of the scarcity of normal-person roles for an actress her age.

"It's the way it's worked out. I haven't set out to play only characters that are in extreme situations," she said in a musical brogue. But when acclaimed directors like Peter Jackson, Joe Wright, Peter Weir, Neil Jordan and Andrew Niccol make those offers, you accept the work. "At that stage, a couple years ago, if I got an audition, I'd do it," she said.

Working at the age of 13 opposite Keira Knightley and James McAvoy in the weighty literary adaptation *Atonement* affected "the choices that you make job-wise." Ronan has steered clear of "cutesie kiddie kids" parts, favoring adult dramas and comedies. "It was just what I was drawn to. There were a lot of teen-y characters in teen-y films I didn't want to be in. It wasn't my cuppa tea."

Ronan has had her eye on several scripts with significant normal-girl parts for a couple of years, waiting to mature into the proper age range. Now on the cusp of adulthood, she hopes to be in a position to push them into production. "I didn't want to be put in a box or have people say, 'Oh, she's doing that again.' But mainly as an actor I didn't want to get lazy and pull the moves when I played another strange girl." In *How I Live Now*, her character, Daisy, is a sullen, self-involved teenager discovering first love. She does it against the backdrop of terrorist strikes and martial law, but she's a normal young person nevertheless.

Ronan's next two films will have a strong component of fantasy and adventure. She's the love interest in Wes Anderson's *The Grand Budapest Hotel*, an all-star ensemble comedy opening the Berlin film festival in 2014. And she's one of the leads in Ryan Gosling's bizarre film noir *How to Catch a Monster*, a supernatural missing-persons story.

"Wes has an absolute clear image of his story. It's great working with him because he knows each character much better than you do, so you look to him to see where you'll go next. It means you don't have to, as we say at home, faff about too much. All of that stuff has been decided already."

In contrast, Gosling is daringly improvisational, she said. "He knew where he wanted the story to end up but it was all very much about discovery in how we would get there and where we would take these characters."

Gosling's film, shot on location in deteriorating sections of Detroit, was a far cry from Anderson's fastidiously designed sets. "One of my first scenes we shot in a gas station. Somebody had been murdered there two weeks before we got there. We were in those kind of situations," she said. "It was the best!" ■

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## HOME IMPROVEMENT

# 10 TOP Kitchen Remodeling Trends

*by Marilyn Kalfus*

Nearly half of new homeowners undertaking a home improvement project within three months of buying a residence set their sights on a kitchen overhaul, according to a recent report from the National Association of Realtors.

The array of choices for big-ticket appliances to even a simple backsplash can be daunting. But people should consider what will appeal to a broad range of future homebuyers.

So what's trendy, but at the same time, has some staying power? Consider a survey released by Houzz.com, based in Palo Alto, CA. The site's Fall Kitchen Trends study gathered responses from 7,812 homeowners. Earlier this year, the National Kitchen & Bath Association came out with survey results from 300 of its member-designers.

The list below includes seven trends from the Houzz survey followed by three from the association:

**1. Chef's stoves.** A professional-grade range—a stove with options such as a flat griddle or a cooktop to accommodate a searing pan or a wok—topped kitchen wish lists in the Houzz survey; 32 percent of respondents selected them as their dream appliance.

**2. Eco-friendly features.** Nearly half of those surveyed—49 percent—said using eco-friendly appliances and materials in their kitchens is important.

**3. Granite and quartz countertops.** Most respondents—94 percent—said they're changing their countertops. Granite still rocks, topping the list at 50 percent, but quartz is a rising star, coming in at 36 percent. Marble only drew 10 percent. Tile got a paltry 2 percent.

**4. Tile backsplashes.** Tile, however, was the top choice for backsplash accents. Half of respondents preferred it, with marble, stone slab and other materials trailing far behind.

**5. Floors.** Hardwood floors led the list of choices, but here's another area where tiles made a strong showing, coming in second. Remember good old linoleum? It garnered only 3 percent. Concrete did worse—2 percent.

**6. Stainless steel.** A majority of respondents—65 percent—favor stainless steel appliances. Some homeowners are combining appliance finishes or integrating stainless steel into cabinetry, and 12 percent are choosing white or color appliances.

**7. Islands.** They're popular but not a must. While 61 percent said they're incorporating an island, for some others, it would be the wrong choice, either because the room is too small or the configuration wouldn't work.

**8. Transitional style.** This look—a blend of traditional and contemporary—has grown in popularity, up from 59 percent to 69 percent by the end of 2012, according to the kitchen and bath association.

**9. White cabinets.** Whites and off whites are the top choice for color schemes, at 73 percent, an increase of 6 percent over the previous year. The popularity of white cabinetry jumped from 59 percent in 2012 to 67 percent this year.

**10. Gray color schemes.** Grays are coming on strong, according to the survey and local designers.

The takeaway from all this? "People really want easy, clean, unfussy kitchens," said Sheila Schmitz, Houzz.com editor.

And remember, don't get carried away. ■

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*Michelle Christy's recently remodeled kitchen in North Tustin, CA, features a large island and new appliances plus three sinks.*

## ON THE HOMEFRONT

# Mortgage Debt Forgiveness *Will Be Taxable in 2014*

*by Ilyce Glink and Samuel J. Tamkin*



**Q:** We are trying to do a short sale, but it will not close until 2014. Nothing has been said about whether the Mortgage Forgiveness Debt Relief Act will be extended. I am planning as if it won't be extended, which will result in a large tax bill for 2014. Is it possible to deed the home that we are selling to an LLC and, when the home sells, claim a loss for the company?

**A:** The first thing you should know is that the Mortgage Forgiveness Debt Relief Act allows you to avoid paying federal income taxes on canceled debt on your primary home, but only if that debt was used to buy or improve that home. Let's say you purchased the home for $200,000 and took out a mortgage for $180,000. Now, you're selling the home for $100,000 in a short sale where your lender has agreed to forgive the balance of about $80,000.

In that example, for federal income tax purposes, the lender has forgiven $80,000 of debt that you otherwise needed to pay back and the IRS treats that cancelation of debt as income. Due to the Great Recession, Congress passed a law that allowed homeowners to dispose of their homes without also having to pay the IRS for that canceled debt.

Not all homeowners are eligible for under this law. If you own a second home or investment home, refinanced your primary residence to buy a car, or used refinance funds for expenses unrelated to the improvement of the home, you may be out of luck.

If you qualify under the provisions of the law, your short sale, deed-in-lieu or other arrangement under which the lender waives the repayment of a loan balance must be agreed to and concluded by the end of 2013. If your closing happens in 2014, you run the risk of closing after the law expires.

You posed a second question as to whether you can transfer title of your home into a limited liability company (LLC) and later sell the home at a loss and use that loss to offset the tax you might have on the release of indebtedness.

It would seem that the sole purpose of the conveyance of the home to the LLC is for the tax loss. We don't think the IRS would be inclined to see a "business purpose" in the transfer where the actual purpose is to create tax losses.

You're right to prepare for the issue, but you might want to talk to an accountant about your tax situation well before thinking about transferring title to an LLC. You also need to keep in mind that some lenders will frown on having the transfer occur and that transfer could potentially derail your attempt to sell the home through a short sale. ■

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# Virtual Staging

## *Adds Electronic Curb Appeal to Home Listings*

*by Alan J. Heavens*

As Lenore Spinelli explains it, it's just a piece of the business plan she's been working on for the past 18 months, in the aftermath of the real estate downturn.

"Everyone in the industry is trying to reinvent themselves to get people's attention," said Spinelli, an interior designer whose plan is called "smooth transition"—a list of services to get people from one house to the next smoothly, whether they're corporate relocations or aging longtime homeowners trading down or out.

The owner of Lenore Frances Interiors in Mount Laurel, NJ, who said she has been "on my own" since 1998, emphasizes at the start that her "stressless-move concierge" plan is from Gail Doby of Design Success University in Colorado, tailored to the her local market.

There are a lot of pieces to smooth transition—and "I think that what I'm offering to real estate agents was perhaps a bit overwhelming," she said.

Fees range from $250 to several thousand dollars.

But one aspect has sort of caught on, and for a variety of reasons, it's the most important related to price drops and equity losses when the housing bubble burst:

### VIRTUAL STAGING

There's plenty of evidence from real estate agents that houses with furniture and decor tastefully executed by professional stagers attract more prospective buyers than empty ones do.

Spinelli agrees, but added that she is not a "physical stager," and that she uses professionals—"the right people with the right talents"—for that in her business.

With virtual staging, Spinelli said, she visits an empty house or one that's in need of updating, draws on her designer talents to capture the most important rooms photographically, then stages them digitally.

"If the house is in need of work, what I try to show is what it would look like with the necessary improvements, because it is very difficult for most people to visualize," she said.

One reality of selling in the digital age is that a large percentage of buyers sit at computers, sifting through hundreds of listings, to cut physical visits to a reasonable number.

Another reality, as agent Nancy Schumacher of Re/Max Power Central in Medford, NJ, notes, is that staging costs can be very expensive the longer a house remains on the market.

"Not staging an empty house makes it look cold and less inviting, but not everyone in today's market can afford the cost of doing so, especially when you add in the monthly expense of furniture rental," said Schumacher, who has been using Spinelli's virtual efforts for one of her listings, a $500,000 house owned by a couple who moved to North Carolina and left it empty.

"It is the electronic version of curb appeal," Schumacher said, adding that activity picked up in the first three weeks of the virtual staging.

The cost is $198 an image, which comes with an unlimited licensing fee for use in brochures. On the Multiple Listing Service, the house must be identified as digitally staged.

And when prospective buyers make a real visit?

"Lenore gives you 8-by-10s you put in each staged room, so they don't have to remember what it looked like," Schumacher said. ■

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## *Finish with a Flourish:* Year-End Housing Tips

*by Paul Owers*

The home-buying bonanza in some markets is slowing down as steep price increases level out. That means many house hunters may decide to take the holidays off.

But buyers and sellers still can get plenty done in November and December, industry observers say. Here's a guide for navigating the region's housing market as the end of the year beckons:

### 'TIS THE SEASON TO ... BUY

The holidays are a sneaky-good time to be in the market. Bidding wars have tested the resolve of some prospective buyers, as investors swooped in with cash to impress sellers and close the deals.

But buyers willing to shop for homes while everyone else is decking the halls may find the market more to their liking in these last two months.

"You don't have as much competition," said Judy Trudel, an agent in Lighthouse Point, FL. "It might be one of the only times of the year you can get in the door without a multiple-offer situation."

### FOR SELLERS, THERE'S NO TIME LIKE ... NOW

Some sellers figure it's best to avoid the holiday hubbub and wait until the spring, when the market will be full of young families looking to move and get settled before the new school year starts in the fall.

That's all true. But by listing now, sellers can capitalize on the influx of winter visitors—and the homes show better because they're decorated. In addition, more properties are expected to hit the market after the first of the year, meaning conditions may not be as favorable for sellers.

"When there's less to choose from, it puts the seller in a stronger position," said Carrie Hazen, an agent in Florida's Broward and Palm Beach counties. "Some buyers who haven't gotten a home yet are desperate, so sellers might be able to get a higher dollar this time of year."

### SELLERS SHOULD CONSIDER GIVING IN, JUST A LITTLE

The revitalized market has forced buyers to meet seller demands or risk losing the home. While sellers still have the advantage, they may find it's in their best interest to be accommodating, especially when working with buyers who need to move in by a certain date.

"Don't ever let the closing date get in the way of a deal," said Dean Ehrlich, of Parkland, FL. "It's just not worth it." ■

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# 7 Tips for *Trade-Up Homebuyers*

*by Marilyn Kalfus*

Move-up buyers are catching a break. They're facing a less frantic housing market than earlier this year. Prices are cooling. More homes are up for sale, so competition is easing. Those shopping for their next property actually can get picky.

Economists say homes are expected to continue appreciating, though at a slower pace, and mortgage rates likely will tick up next year. But there's uncertainty on the horizon. New lending rules could make it tougher for some who have accrued significant debt to get a loan in 2014.

Many interested trade-up shoppers chose to watch the recent frenzied market from the sidelines. It may be time to update your house-hunting strategy.

We asked agents, mortgage brokers and home builders to offer advice to those looking to move up sooner than later. Here's what they said.

## 1. HOMEBUYERS HAVE JUICE AGAIN; USE IT

The housing mix still favors sellers, though it's not as lopsided as during the first part of the year. "Homes are not flying off the market," said Steve Thomas of ReportsOnHousing. He noted that the dramatic, month-to-month run-up in prices has stopped. And autumn sales usually are slower than in the spring or summer.

Buyers can make a deal dependent on their own home sale now, agents say, or they can request a credit on a home inspection without having to worry the seller will simply move on to the next offer. And home seekers now have more options and can focus on more choice properties.

"As we transition from a seller's market to a buyer's market, buyers must be thinking resale, (so) you want to pick the home with the least flaws," said Jeff Stokes, broker associate with Coldwell Banker Previews International in Newport Beach, CA.

## 2. KEEP A CLOSE EYE ON INTEREST RATES

The California Association of Realtors predicts the interest rate on a traditional 30-year, fixed-rate mortgage will increase to 5.3 percent next year, up from an average of 4.1 percent in 2013.

But interest rates could decline or hold steady in coming months, the National Association of Mortgage Brokers says. The group cheered the Federal Reserve's recent decision to not lower its amount of monthly bond purchases. "The strategic move keeps interest rates low and helps continue to attract buyers to the housing market," said association President Don Frommeyer.

The Fed is expected to start tapering bond purchases next year, sending interest rates up again.

## 3. ALSO WATCH FOR NEW MORTGAGE REGULATIONS

In January, new provisions in the Dodd-Frank Wall Street Reform and Consumer Protection Act take effect. The rules prohibit practices common before the financial crisis, such as "no doc" or interest-only loans, and require lenders to verify that prospective borrowers can afford to repay their mortgages. Many lenders are expected to issue "qualified" mortgages, which give lenders greater legal protection and require that borrowers meet stricter rules, such as a 43 percent debt-to-income ratio.

Under the new rules, some lenders say, fewer people would be able to get home loans. Consult a mortgage professional to discuss other upcoming changes in the law and all your options—and do it well before you're ready to sign a contract.

## 4. PRICE YOUR CURRENT HOME TO SELL FAST

If you're on the hunt for a new home, you don't want your old home languishing on the Multiple Listing Service. "Unless you're in an ascending market, which we're not in right now, you want to get sold in 30 days," said real estate agent Mac Mackenzie of Coldwell Banker Residential Brokerage in Irvine, CA. "Homeowners who want to sell their homes now have an 80 percent better chance because competition is going to be less at the end of the year. Selling at year end can be more profitable to a lot of sellers … and buyers are more serious at the end of the year."

## 5. CONSIDER A LEASE-BACK DEAL

In this scenario, the homeowner sells the property and then leases it from the buyer. The buyer becomes, in effect, the landlord. The seller now can buy their own move-up property with the proceeds of the sale, and without having to sell contingent on finding another home. "This method allows (the seller) to be the strongest seller and buyer possible while allowing them only one move and without the burden of carrying two mortgages," said real estate agent Adam Brett of Prudential California Realty in Fullerton, CA.

Lease-backs are especially smart in the current, still aggressive, market, he said, while contingency sales are more desirable in a slow real estate market when decisions don't need to be made as quickly.

## 6. WHY NOT BUILD YOUR OWN?

Homebuilding is surging countywide, to levels not seen since the housing boom ended.

In the past year, builders have launched more than 50 new-home projects in Orange County, alone, according to MarketPointe Realty Advisors of San Diego.

Business has been brisk. A dozen families camped for a week outside the sales office at the Brightwater project in Huntington Beach, CA, waiting for a chance to place orders on the next phase of new homes. Starting prices for that development's cheapest project—Capri—jumped from $800,000 in March to $1.4 million last month. At the recent grand opening for Pavilion Park in Irvine's Great Park Neighborhood, a fleet of golf carts and a trolley whisked around thousands of shoppers.

In addition to getting more space, move-up buyers don't have to mess with renovations. Starting from scratch was perfect for Janet and Jerrold Son, who purchased a new, five-bedroom home at Montserrat, a community of 57 houses by Standard Pacific Homes in Brea, CA. "That was one of the big reasons we wanted a new home," said Janet Son, mother of two young children. "Especially having kids, we didn't want to go through remodeling."

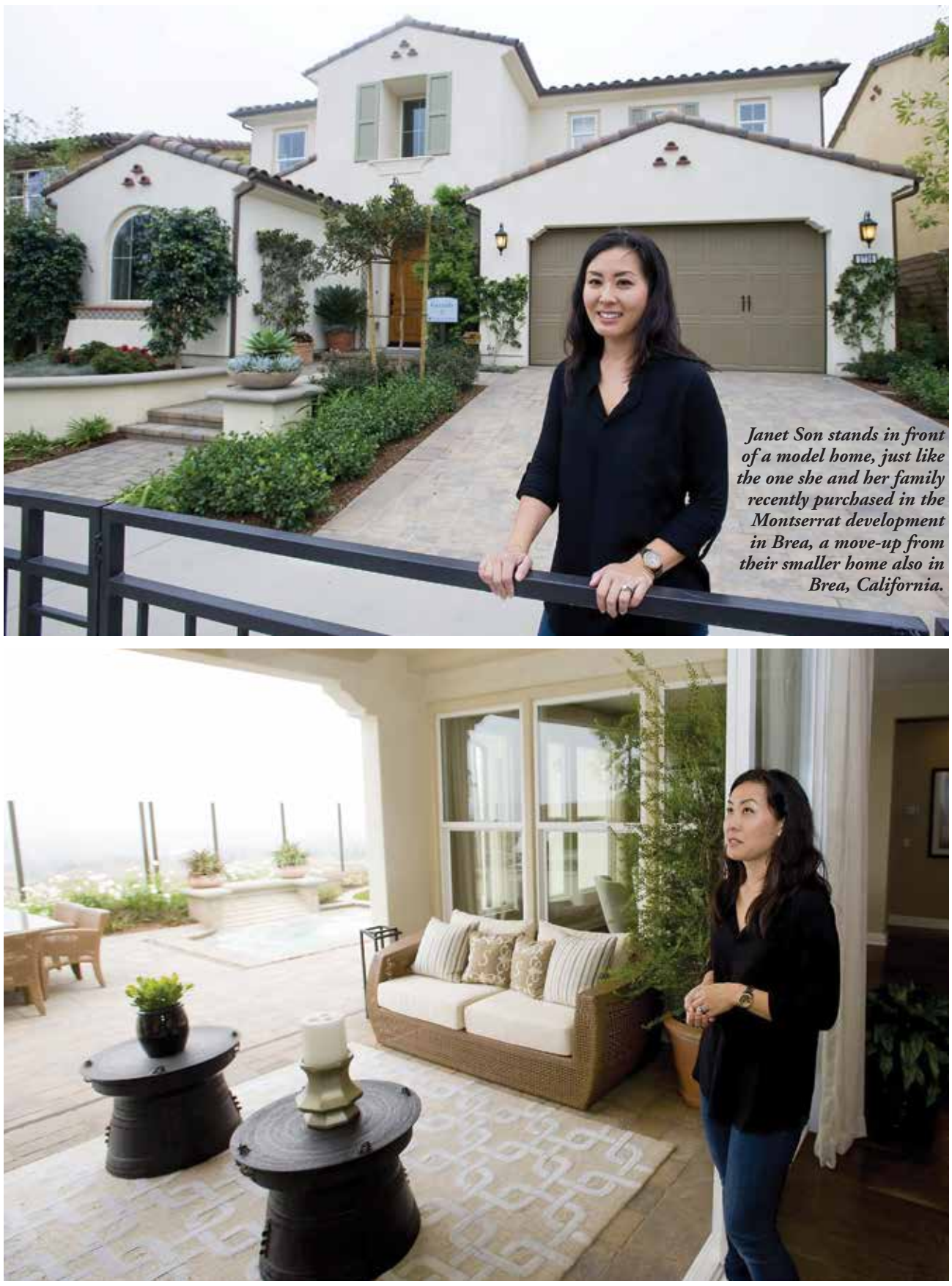
Prices at Montserrat start above $1.2 million. So far, 37 houses have sold since sales began in March, said Laurie Massas, vice president of sales for Standard Pacific's Southern California coastal division. The community is expected to sell out within a year.

## 7. ONCE YOU MOVE UP, STAY PUT

Homebuyers should let the economic dust settle and build equity over seven to 10 years, Mackenzie said. "A lot of homeowners have an expectation that the minute they close escrow they should be making money," he said. But that's not realistic, he said. Equity ebbs and flows. He said many short sales during the housing crash were done because people panicked, not because they really had to sell the home for less than what was owed on the mortgage.

"Even if they (buyers) buy right now and they slightly overpay, a seven-to-ten-year plan is going to protect them," Mackenzie said. "(For) a two-to-four-year plan, they should consider a very conservative purchase, not as big or as expensive."

And if the buyer sees a job transfer ahead or is approaching retirement? "They should buy only what they need," he said. "Period, end of story." ■



*Janet Son stands in front of a model home, just like the one she and her family recently purchased in the Montserrat development in Brea, a move-up from their smaller home also in Brea, California.*

*Janet Son looks out onto a "California Room," a covered deck with a fireplace and seating area in a model home identical to one she and her family purchased in the Montserrat development in Brea, a move-up from their smaller home also in Brea, California.*

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*Use closed baskets to neatly corral small items on your nightstand.*

# *Simple Changes Can De-Clutter Your* Nightstand

*by Kathryn Weber*

It happened innocently enough. What used to be a place for a lamp and an alarm clock now has to multitask. As electronics have increasingly crept into our lives, the average bedside table must also make room for tablets, cellphones, and chargers. All this in addition to books and magazines, reading glasses, pens, tissues, earplugs, pills, water glasses, family photos, anti-snoring devices, and the TV remote. Talk about a mess!

Most of us need storage for a variety of bedtime needs, but sadly, most night tables that look so great in design magazines lack enough drawers or a large enough surface to do the job. A stylish night table seems like a nice idea, but they're rarely practical:

## THE DIGITAL AGE

One of the most common needs is space on the nightstand for electronics. If charging a phone or tablet is a necessity at bedtime, there are a variety of alarm clocks that will not only charge either device, but will also wake you to music stored on the device (ihomeaudio.com). Better still, placing electronics on a charger helps clear the top of the nightstand.

Several furniture makers now even offer nightstands with built-in charging ports and storage for individual devices, like the Pulaski Tangerine nightstand. This piece has enough attached outlets to hold and charge multiple gadgets (Wayfair.com).

Many nightstands can be retrofitted to store electronics. If possible, drill a hole in the back of your nightstand and thread a power strip cord through the hole, leaving the power strip in the drawer. Voila, you have a powered drawer for your devices.

## SAFETY AND PRIVACY

In addition to personal items, many people like to store medications and even safety products, like pepper spray, in their nightstand. To prevent these items from falling into the wrong hands, look for a nightstand with a locking drawer or install a lock yourself.

A quick Internet search will pull up a number of DIY instructions on how to install a lock on a bedside table. Or, you can buy a nightstand with a built-in hidden drawer like the Louis Philippe two-drawer nightstand with hidden jewelry drawer ($193, Homefurnituremart.com). The drawer is undetectable, hidden in the top moulding.

## FLOTSAM

Need a way to corral all those tiny items that accumulate on the nightstand? A small bowl for change or jewelry is a helpful addition. A fun way to keep things looking good and out of sight is to use hollowed out boxes designed to look like books. Closed baskets are another option.

Now you've got a nightstand that won't keep you up at night! ■

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# Picking a New Toilet

*by Angie Hicks*

Not all toilets are created equal. So when you need to upgrade yours, take time to review what's available. You'll discover that the market is flush with options.

To help you narrow down the choices, follow these tips from our consumer research team, based on interviews with toilet manufacturers and highly rated plumbing experts:

Get real about what you can afford. Toilet prices run the gamut, with lots of factors to consider, including color, height, flushing capability, technology, and price. Many models will cost a few hundred dollars. But if you're willing to part with $6,000, Kohler offers the Numi, which features a motion-activated cover and seat, heated seat, foot warmer, advanced bidet functions, air dryer, deodorizer, illuminated panels, and music options.

Consider the current toilet and its location. Think about what you like and don't like about the toilet you're replacing. Examine the room where the new one will be. If you have a small bathroom or your door swings a specific way, you may need a round-front toilet. Be aware that while male users may appreciate the extra upfront room of an elongated toilet, it will require more space and the possible addition of a toddler-friendly potty seat.

Decide between a one- or two-piece. With a two-piece, the bowl and tank are separate. A one-piece toilet is easier to clean and less prone to leaks, but costs up to 50 percent more.

Stand up, sit down, get the right height. The standard ranges from 15 to 17 inches high; what's known as "comfort height" is 17 to 19 inches.

Pick your preferred flushing capability. Not everyone was thrilled when the federal Energy Policy Act in 1992 required new toilets to restrict water usage to 1.6 gallons per flush instead of the previous average of 3.5 gallons. Some folks found they had to flush more than once, defeating the goal of saving water. Today, experts told our team, improvements to 1.6- or 1.28-gallon toilets allow them to work fine with one flush.

Also consider other options, including dual-flush toilets, which let you select 1.6 gallons of water to flush solid waste or about half that for liquid waste. Several states, including California, Georgia, New York, and Texas, require 1.28-gallon toilets; some states offer rebates as incentives for people to replace inefficient toilets with ones that carry the EPA's WaterSense label.

According to the EPA, the average family that uses WaterSense-labeled toilets can reduce water used in toilets by 20 to 60 percent and save an average $110 a year on water.

To know how much a toilet can handle, check its MaP, or Maximum Performance, score. Toilet manufacturers volunteer to have their products tested for the MaP score. The best models score 800 to 1,000, meaning they can flush 800 to 1,000 grams of bulk waste.

Experts our team interviewed recommend visiting a plumbing supply house and avoiding off-brand toilets, which they say may have unglazed or irregular trapways, extra thin porcelain and general flushing problems.

Now that you're armed with what to know, let your own game of thrones begin! ■

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# Exotic *Moroccan Styling*

*by Kathryn Weber*

Rich textures, saturated colors, and stylishly exotic accessories are all hallmarks of the Moroccan decorating style that has grabbed our attention in recent years. Intricate patterns marry with ornate carvings, metal work, and rugs to create a style as comfortable as it is visually appealing.

With an aesthetic that incorporates influences of Europe, the Middle East and Africa, Moroccan style blends these design influences to create a singularly captivating look.

## COMFORT AND VISUAL APPEAL

Creating a decorative "oasis" is one of the goals of Moroccan style; it's at once cozy for retreating into a quiet cocoon as much as it emphasizes social gatherings. Large pillows, day beds, low sofas, padded footstools, and small tables create a lush, comfortable ambience.

Rich hues of red, gold, and cinnamon meld together in a vibrant mix. Plants, like palms, abound, and lighting is cast into luminous dots by intricately carved lamps made of punched metal and multi-colored glass panels, creating an exotic aura.

## A TOUCH OF MOROCCO

If the glamour and intrigue of this North African country beckons, you only need to make small changes to create a Moroccan feel in your home. Accents like carved wood trunks, candlesticks, and tables scattered around the room add an authentic touch.

Look for tables with metal tray tops. Drape sofas or chairs with jewel-toned, highly patterned textiles, and add colorful rugs. Dress windows and entryways with thick, full drapes pulled back with heavy cords.

For a thoroughly Moroccan design, incorporate highly patterned tiles on the floor, wall, or on small tables or trays. Don't worry if patterns appear to clash. This is part of Moroccan appeal—the mixing and blending of a variety of patterns and styles.

The same is true of throw pillows: The more the better. Look for pillows with bright colors and patterns like Ikat, and that have nice details such as metallic threads, cording and tassels. Rugs can be layered on the floor or used as wall hangings.

## FINISHING TOUCHES

To create a thoroughly Moroccan room, cut out plywood to resemble the highly styled curved door openings you might see in Tangier. Paint the forms with vibrant colors and patterns. These can also be used as headboards or over fireplaces.

Be sure to use drapes and textiles generously. Add a canopy over your sofa or daybed, or create a fanciful headboard. Even inexpensive touches like mosquito netting over a reading chair in the corner of a room add intrigue. Intimate spaces filled with cozy furniture and decorations are all keys to the allure that's such a part of Moroccan style. Add a fabric canopy at the ceiling and a large Moroccan-style ceiling pendant and your look is complete. ■

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# OUR VALUE PROPOSITION:

Retaining the services of The Ballen Group, Las Vegas Real Estate Team, entitles you to a network of professional individuals who are committed to helping you complete your mission.

Whether your goal is to buy a dream home in Las Vegas, invest in Las Vegas Real Estate, or SELL your property in Nevada, The Ballen Group is a team of special forces brought together for a common purpose – to get to the closing table.

Here are the benefits to you when deciding to work with The Ballen Group:

- Richard and Lori Ballen, Team Owners who are seasoned in both Real Estate and Business. Richard and Lori are passionate about customer service, providing the Wow Factor, and building a team of qualified specialists to best serve the Las Vegas Valley.

- **Direct Supervision**
  Team Management which includes leaders in both the home buying division and the home selling division. These Managers are held to a high standard by Richard and Lori and must continually provide leadership, training, and accountability to the team. These leaders are at YOUR direct disposal and can be contacted whenever you, the consumer, feel it necessary.

- **Administrative Staff**
  The Ballen Group does not allow its skilled sales staff to be bogged down by the paperwork. We understand that an excellent Real Estate Agent will not be an excellent administrator, so we allow each to do what they do best. This directly benefits you by freeing up your representative to specialize in negotiations and your admin to dot the I's and cross the T's during the transaction.

- **Your Specialized Agent**
  The Ballen Group is comprised of "niches." Training, Designations, Conferences, and on the job experience is required for agents who specialize in these Divisions.

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- Las Vegas Short Sale Agent Team
- Las Vegas Foreclosures
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The Ballen Group, who not only lives by the Golden Rule, understands that your number one goal is our number one goal and we put you first. Our team is built on honesty, integrity, and ethics but stands on a strong business-oriented foundation. Las Vegas Real Estate is not a "job" for us. It's our business. ■

*If you are currently working with a Realtor, this is not considered a solicitation for business.*

# FIVE-STAR KIDS SKI SCHOOLS:

# When Small Is Better ...

*by Anne Z. Cooke and Steve Haggerty*

Hindsight is always 20-20, especially when you're talking about teaching kids to ski. Like a lot of parents who love to ski, I figured I could teach my children myself. And I tried. But looking back now, I wish I'd put them in group lessons much sooner, when they were 6 or 7, blank slates waiting to be written on.

It took me a while to realize that when your kids are skiing the slopes with an enthusiastic young instructor—slip-sliding through the trees, puffing fresh air, whooping and hollering and pretending that small bumps are Olympic obstacles—they'll learn in a hurry, and they'll love it, too. Like any sport, an inspiring, encouraging coach and a week on the slopes teamed up with other kids is a winning combination.

But some ski schools are better organized than others, and more successful, too. They're not content to merely print brochures, post prices on a website and hire instructors. They define a core mission, set specific learning goals and create a multi-layered plan to make it happen. And how does the bewildered parent find one of these top-rated ski schools?

With no classes to sit in on, textbooks to read or lesson plans to review, you have to do some digging, compare the differences and see what style fits your child. While there are no official rankings for children's ski programs, parents' comments, ski blogs and websites offer a clue. Here's how some of the most praised—and popular—ski schools succeed.

For Tom Pettigrew, director of Skier Services at Park City Resort, Utah, small classes are the single factor that sets the stage for successful group learning. "We keep our group lessons at five or fewer children, no exceptions. Ever," he says. "If we can't divide the kids evenly, we'll assign an instructor to three kids, or two, or even one," he says. That way every child is guaranteed what amounts to a mini-private lesson and individual coaching."



***Kids learn the ropes at ski school in Steamboat Springs, CO***

The advantages are many, he believes. Small classes make it easy for instructors to get to know each child, and to earn that child's trust, essential for learning new skills in what is often a scary mountain setting. The kids will ski off the summit, cross steep slopes on a narrow cat-track, and snowplow in the trees. "Small classes are a no-brainer," says Pettigrew. "That's why college students who pick a small school with classes of 30 do better than they would in a huge school with 400-seat lecture halls."

Small classes also means more of them, which makes it easier to group together kids of similar ages, temperament, confidence levels and ski skills. "Say that 100 kids have signed up," says Pettigrew. "With five in a class you'd have 20 possible groups. If the kids feel as if they're hanging out with friends, they'll have more fun."

How do group lessons compare with private lessons, generally considered by many parents—and skiers—as the gold standard?

"I never recommend private lessons for kids," says Nancy Gray, senior instructor at the top-ranked Ski and Snowboard Kids' School, at Steamboat Resort, in Steamboat Springs, Colo.

"Kids benefit from being with other kids," says Gray, now in her 40th year teaching children. "That's because they're much better at watching and copying each other than they are at listening to what an adult is telling them. It feels less like a lesson, and more like an adventure."

Steamboat's class sizes are larger, from six or seven kids to as many as nine during jammed-up holiday weeks. But Steamboat's instructors make a point of meeting and talking to each child ahead of time, to see what makes him or her tick. It helps them to assess each child, and put him or her with other similar kids. "We sometimes divide them by boys and girls, because the kids themselves like it that way," says Gray.

Because Steamboat attracts families who come and stay a week, many of the kids in the program are there long enough to stay with the same instructor nearly every day, says Gray, who takes the long view. "I always remind parents who want to ski with their kids after class, to stay on the same trails they skied in class, and not take them up to steeper, harder terrain. If the kids are afraid and they start sitting back on their skis—leaning back is the hardest bad habit to break—the teacher has to start all over again the next day, to restore a sense of confidence."

The conclusion? Look for a kids program with small classes, an emphasis on getting to know the kids, instructors who like being with children, and a belief that the lessons are as much about discovering a remarkable outdoor sport as they are about learning specific skills. ■

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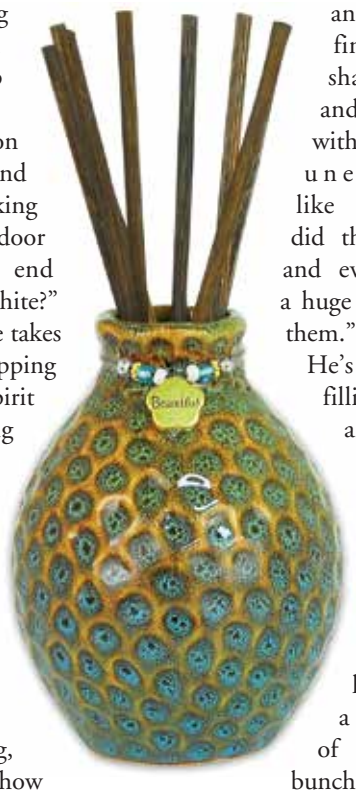
***Kids ski with their parents in Steamboat Springs, CO***

www.SummerlinForSale.com

# Thank Your Holiday Hostess with *Thoughtful, Unique Gifts*

*by Maria Martin*

If those party preparations include a last minute stop at a liquor store to pick up a bottle of wine for the hosts, it's time to think outside the bottle—or even outside the box if you were considering skimping and picking up boxed wine.



The question of what to hand the hard-working hosts at the door should not end with "red or white?"

Kevin Cohee takes pleasure in tapping his creative spirit before heading off to a party. The CEO of Sacramento, California-based Do An Event (doanevent.com) is in the business of entertaining, so he knows how much effort good hosts put into opening their doors to friends and family.

"If I bring wine, I find a great bag, and I might add something practical, like a corkscrew," he says. "Or I'll take a gourmet food item that I've purchased in bulk, separate it, and create packages wrapped up in a special way."

Consider the interests and hobbies of your hosts, he says. "Fill a vase with colored pencils for an artist, or find unusual shaped vases and fill them with something unexpected, like M&Ms. I did this recently, and everyone got a huge kick out of them."

He's also a fan of filling antique and vintage items like martini shakers or trophy cups with blooms. "If you hand them a bottle of wine or a bunch of flowers, they won't remember that," he says. "But if you add a creative touch, and think about what they like, they'll remember the gift."

If you do decide to bring flowers, be sure you're not making work for your busy hosts, says Sabrina Soto, Target style expert for home.

"While bringing a bouquet of flowers is thoughtful, the hostess will then have to find a vase, clip the stems and arrange the flowers," Soto says. "To avoid extra work for the hostess, bring the bouquet you've arranged in an eye-catching vase." She suggests mercury glass vases, which have a festive look.

***We've gathered a few suggestions for practical, tasty and whimsical gifts for your hosts:***

- **Holiday Town UNICEF cards** *($10, pier1.com)*. While a gift for your host is considerate, take the extra step and send a thank-you note. One hundred percent of the proceeds from these cards go back to the U.S. fund for UNICEF.
- **Stag Stoneware Beverage Tub** *($19.99, target.com)*. This nearly 15-inch deep tub is perfect for your beer-loving buddy. Be generous and pair the tub with a couple of **Threshold Stag or Moose Beer Steins** *($9.99 each)*.
- **San Miguel Odele 10-Piece Sea Grass & Lotus Reed Diffuser Set** *($19.99, kohls.com)*. The reeds nestled in this pretty vase diffuse a subtle, floral scent.
- **Hanukkah Wine Stoppers** *($7.99 set of two, target.com)*. If you insist on bringing wine, add a creative touch, like these eye-catching stoppers.
- **Umbra Drinking Buddy 7 Piece Wine Charms and Bottle Stopper Set** *($9.99, bedbathandbeyond.com)*. This creative set, designed to bring out the kid in all of us, will be the talk of the party.
- **Threshold White Mercury Glass Vase** *($14.99, target.com)*. Feel free to bring flowers, once you arrange them in this hand-blown, antique-finished vase. ■

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***Above: Stag Stoneware Beverage Tub.***
***Left: San Miguel Odele 10-Piece Sea Grass & Lotus Reed Diffuser Set.***



# BEEF SATAY WITH SPICY SZECHUAN SAUCE



## INGREDIENTS

### Meat:

- 3/4 pound New York strip steak or fillet

### Marinade:

- 1/2 cup soy sauce
- 1 tablespoon honey
- 1 teaspoon red pepper flakes
- 1/2 teaspoon ground cumin
- 1/2 teaspoon ground turmeric

### Spicy Szechuan Sauce:

- 6 tablespoons unsalted butter
- 2 garlic cloves, blanched for 30 seconds in boiling water, drained, chilled in ice water, and minced
- 1 organic green onion, finely chopped
- 1/4 cup bottled hoisin sauce
- 1/4 cup soy sauce
- 1 teaspoon red pepper flakes

## Directions

*Makes 24 skewers*

Put 2 dozen bamboo or wooden skewers in a shallow baking dish wide enough to hold them flat. Add cold water to cover, put the dish in the refrigerator, and chill for 1 hour.

Cut the steak into 24 long equal strips, each weighing about 1/2 ounce. Drain the skewers and wipe the baking dish dry. Pass each skewer back and forth through a strip of steak all along its length. Arrange the skewers on a platter or baking pan. Cover with plastic wrap and refrigerate until needed.

About half an hour before serving time, prepare the marinade: In a small bowl, stir together the soy sauce, honey, pepper flakes, cumin and turmeric. Remove the skewers from the refrigerator, uncover them, and pour the marinade over the meat, turning the skewers to coat the meat evenly. Leave at room temperature to marinate for about 15 minutes.

Meanwhile, preheat an indoor countertop electric grill, a stovetop grill pan, or the broiler.

While the grill or broiler is heating, prepare the sauce: In a small skillet, melt 2 tablespoons of the butter over medium heat. Add the garlic and green onion and saute, stirring frequently, until soft, about 2 minutes. Pour in the hoisin sauce and the soy sauce, add the pepper flakes and cook 1 to 2 minutes longer. Strain into a clean pan and whisk in the remaining butter. Cover and keep warm.

Just before serving, arrange the skewers on the grill or under the broiler. Cook until medium rare, 30 to 40 seconds per side.

Pour the sauce into a small bowl and set in the center of a large serving platter. Arrange the skewers around the bowl and serve immediately. ■

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# SUMMERLIN EVENTS

**GET YOUR SUMMERLIN I.D. CARDS**
Summerlin Residents who live in North, South and West Community Associations can get their Free Summerlin I.D. cards with photo by visiting a Summerlin Community Center. These I.D. cards are used as identification when it's time to register for classes in Summerlin, purchase special event tickets/passes, and use as entry to Summerlin community amenities such as pools. You'll find these cards issued Monday–Friday from 9 a.m. to 9 p.m. and Saturdays from 8 a.m. to noon. Be sure to bring proof of residency to the center with you. I.D. Cards are provided by The Summerlin Council at 341.5500.

**GARAGE SALE SIGNS**
Summerlin asks that we help protect the appearance of our Summerlin community common areas when holding garage sales. Since the Summerlin master associations require uniform sanctioned garage signs, no homemade signs are permitted. Approved signs can be purchased Monday–Friday from 9 a.m. to 9 p.m. and Saturdays from 8 a.m. to noon at The Trails, The Gardens, and The Willows Community Centers for $6.00 each with check payable to The Summerlin Council.

**SHAKESPEARE INSTITUTE TO OFFER ACTOR CLASSES**
The nonprofit Shakespeare Institute of Nevada has recently launched a series of acting workshops for Southern Nevada residents focusing on teaching students to try new material and prepare audition pieces while receiving feedback from professional actors and directors. The workshops are suitable for all ages and all acting levels and are planned from 10 a.m. to noon on Fridays and 6 to 9 p.m. on Saturdays at 7220 S. Cimarron Road. The fee is $80 for 10 classes. The first class is free to audit. For more information and to register, email shakesinstnv@gmail.com or call 702-896-9517.

## *Monthly Events in Summerlin*

**2nd & 4th Saturday, Reading with Rascal, 1 p.m. to 3 p.m.**
Desert Spring United Methodist Church. FREE.
Visit www.desertspringchurch.com or write to oathouts@cox.net.

**Tuesdays, Las Vegas Farmers Market, 4 p.m. to 8 p.m.**
The Gardens Park. FREE. Visit www.lasvegasfarmersmarket.com or call (702) 562-CORN (2676).

**Wednesdays, Wednesday Night Worship, 6:15 p.m.**
Desert Spring United Methodist Church. FREE. Visit www.desertspringchurch.com or write to desertspringumc@gmail.com.

**First Thursday of every month, Grey Street, 8 p.m.**
Rocks Lounge, Red Rock Resort. FREE. redrock.sclv.com/entertainment/concerts-and-events.

**Last Thursday of every month, Elvis Monroe, 7 p.m.**
Rocks Lounge, Red Rock Resort. FREE.
redrock.sclv.com/entertainment/concerts-and-events.

**Fridays, Zowie Bowie, 10 p.m.**
Rocks Lounge, Red Rock Resort. FREE.
redrock.sclv.com/entertainment/concerts-and-events.

**Saturdays, The Peelers, 10 p.m.**
Rocks Lounge, Red Rock Resort. FREE.
redrock.sclv.com/entertainment/concerts-and-events.

**Fridays, Nashville Unplugged, 8:00 p.m.**
Rocks Lounge, Red Rock Resort. $5 Cover. For more information or to purchase your ticket please visit redrock.sclv.com.

***VISIT our SUMMERLIN COMMUNITY Facebook Page for more Upcoming Events and Local Information: https://www.facebook.com/SummerlinNevada.***

# SUMMERLIN MARKET STATISTICS

*Log on today to www.LasVegasRealEstateMarketReport.com and register for your free monthly neighborhood market report emailed to you directly.*

| Status | Subdivision | Address | Price | Features | Size / Sq. Ft |
|---|---|---|---|---|---|
| **THE GARDENS** | | | | | |
| Sold | Ivy Glen | 10394 Starthistle Lane | $335,000 | 3 BR | 2,493 |
| Sold | Chelsea Gardens | 3638 Auckland Castle | $374,900 | 4 BR | 2,349 |
| Sold | Garden Glen | 10769 Wallflower | $309,900 | 4 BR | 2,546 |
| **RIDGEBROOK** | | | | | |
| Sold | Echo Ridge | 11151 Golden Aster Ave | $317,500 | 3 BR | 1,772 |
| Sold | Echo Ridge | 11315 Early Sun Court | $290,000 | 3 BR | 2,001 |
| Sold | SouthStar | 11045 Zarod Road | $232,500 | 3 BR | 1,772 |
| **THE MESA** | | | | | |
| Sold | | 5631 Oak Bend Drive | $375,552 | 3 BR | 1,883 |
| Sold | | 5459 Fawn Chase Way | $355,000 | 4 BR | 2,873 |
| Sold | | 10415 Garland Grove Way | $350,000 | 5 BR | 2,173 |
| Sold | | 10390 Hickory Bark Road | $295,000 | 4 BR | 2,593 |
| Sold | | 10386 Timber Star Lane | $270,000 | 4 BR | 2,287 |
| **THE PASEOS** | | | | | |
| Sold | Los Lomas | 12112 Vista Linda Ave | $445,000 | 6 BR | 2,932 |
| Sold | Escala | 827 Paseo Cerro Place | $330,800 | 5 BR | 2,516 |
| Sold | Granada | 916 Encorvado Street | $328,000 | 4 BR | 2,534 |
| Sold | Escala | 820 Paseo Cerro Place | $293,000 | 3 BR | 2,332 |
| Sold | Coronado | 11830 Tevare Lane | $165,000 | 2 BR | 1,532 |
| **THE VISTAS** | | | | | |
| Sold | Estancia | 381 Rancho Rosario Court | $465,000 | 4 BR | 3,332 |
| Sold | Capri | 11608 Villa Malaparte Ave | $262,500 | 3 BR | 2,314 |
| Sold | Estancia | 385 Rancho Rosario Court | $475,000 | 4 BR | 3,274 |
| Sold | Vista Verde | 773 Joshua Star Court | $343,000 | 5 BR | 2,542 |
| Sold | Somerset | 820 Purdy Lodge Street | $230,000 | 3 BR | 2,017 |
| Sold | Monterosa | 11408 Perugiono Drive | $400,000 | 3 BR | 2,167 |
| Sold | Capri | 11709 Grotta Azzurra Ave | $271,000 | 4 BR | 2,532 |
| Sold | Somerset | 11701 Kings Arms Lane | $248,000 | 4 BR | 2,017 |
| Sold | Palmilla | 11732 Puerto Banus Ave | $420,000 | 4 BR | 2,680 |
| Sold | Sonesta | 11626 Costa Linda Ave | $290,000 | 4 BR | 2,320 |
| Sold | Summerfield | 821 Sand Primrose Street | $265,000 | 3 BR | 2,031 |
| Sold | San Marcos | 11224 Gibbs Hill Ave | $255,000 | 3 BR | 1,976 |
| Sold | Miraleste | 962 S. Roseberry Drive | $460,000 | 4 BR | 3,125 |
| Sold | Hillstone | 11604 Regal Rock Place | $297,000 | 3 BR | 1,884 |
| Sold | Vista Verde | 11421 Via Spiga Drive | $359,000 | 4 BR | 2,526 |
| Sold | Summerlin Village | 11309 Jasper Grove | $245,000 | 4 BR | 2,568 |
| Sold | Ashton Park | 11444 Valentino Lane | $283,500 | 3 BR | 2,538 |
| Sold | Bella Vista | 11224 Newbury Hills | $299,900 | 3 BR | 2,503 |
| Sold | Miraleste | 242 Apennine Place | $290,000 | 3 BR | 1,904 |
| Sold | San Marcos | 965 Armandito Drive | $460,000 | 4 BR | 3,109 |
| Sold | Barrington | 11260 Gibbs Hill Ave | $305,000 | 4 BR | 2,442 |
| **THE WILLOWS** | | | | | |
| Sold | Heatherwood | 10351 Splendor Ridge | $265,000 | 4 BR | 2,439 |
| Sold | Heather Glen | 2808 Glen Port Street | $349,100 | 4 BR | 2,966 |
| Sold | Castlewood | 3266 Squire Street | $300,000 | 3 BR | 2,313 |
| Sold | Cambridge Court | 10267 Songsparrow Court | $281,000 | 4 BR | 1,994 |
| Sold | Crown Ridge | 10518 Regal Stallion | $350,000 | 4 BR | 2,425 |
| Sold | Crown Ridge | 10519 Regal Stallion | $366,000 | 3 BR | 3,013 |
| Sold | Willow Glen | 10180 Wood Work Lane | $190,000 | 3 BR | 1,310 |
| Sold | Kingsway Ridge | 2826 Grande Valley Drive | $345,000 | 3 BR | 2,003 |
| Sold | Willow Glen | 10201 Wood Work Lane | $175,500 | 2 BR | 1,310 |
| Sold | Northdale | 3224 River Glorious | $200,000 | 3 BR | 1,284 |
| Sold | Willow Creek | 10923 Willow Heights | $1,600,000 | 6 BR | 6,351 |
| Sold | Summerlin Village | 2763 Sweet Willow Lane | $185,000 | 3 BR | 1,146 |
| Sold | Northdale | 3188 River Glorious Lane | $193,500 | 3 BR | 1,284 |

*Looking to buy a home in Summerlin? Call 702-604-7739 to speak with a Summerlin Real Estate Specialist with The Ballen Group today.*

*Looking to sell real estate in Summerlin? Call 702-482-7739 to speak with an experienced Summerlin Listing Agent with The Ballen Group at Keller Williams Realty right now. Yes, we also do Summerlin and Las Vegas short sales!*


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# INSummerlin.com Spotlight on Business

**Featured Summerlin Business of the Month:**

## The Great Frame Up in Summerlin




Tom and Lynn of The Ballen Group, Summerlin Las Vegas Real Estate Team at Keller Williams Realty recently met with Lynda Rolen, Owner/Designer consultant and Christopher with The Great Frame Up in Summerlin.

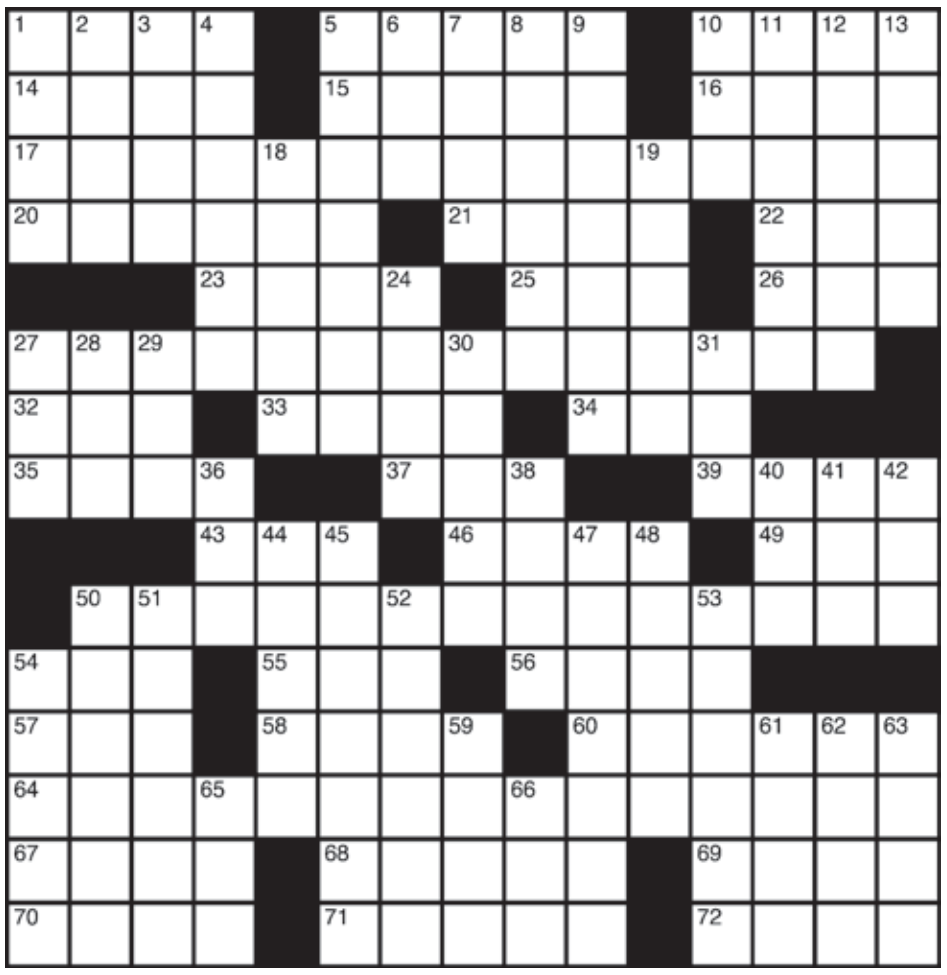
We loved the setting of the video (watch at www.InSummerlin.com), which really showcased what Lynda and her team of designers do with framing. The Great Frame Up in Summerlin, Las Vegas has been providing professional, creative custom framing services for nearly thirty years. From elaborate shadowboxes highlighting company memorabilia to custom framed art to motivational posters, they provide you with limitless options on enhancing your offices with artwork.

The Great Frame Up offers a wide selection of high-quality materials and expert workmanship that will fit any budget. And, best of all, they back it with their "Hassle-free Guarantee" assuring you unsurpassed custom framing designs, materials and services. Be sure to show your support of the local Las Vegas and Summerlin Community by stopping by The Great Frame Up to say hi to Lynda and her great team of designers. When you do, make sure you tell them that The Ballen Group Real Estate Team sent you.

**The Great Frame Up – Summerlin Las Vegas (702) 240-9640**
**10870 W. Charleston Blvd.** *(W. Charleston @ 215 across from Red Rock Station Las Vegas, NV 89135)*

Have a local Summerlin business that you think should be featured? Send us an email to sold@theballengroup.com and let us know who you think is worth spotlighting and why! We will tell them you sent us! INSummerlin.com offers Summerlin Community Information such as special events, local amenities, dining, entertainment, local business information, and more.

# CROSSWORD PUZZLE



## JUST FOR FUN

### ACROSS

1 __ squad
5 Sharp fasteners
10 Line of movement
14 In a while
15 Go back to the beginning, in a way
16 Spread unit
17 One lingering in Edinburgh?
20 Hoglike mammals
21 "I could __ horse!"
22 Touch
23 Stravinsky's "The __ of Spring"
25 DX V
26 "__ a rip-off!"
27 Some Athenian physicians?
32 Black gold
33 Big Bird buddy
34 DOD subdivision
35 Really feel the heat
37 Plus
39 Carpenter's tool
43 CD conclusion?
46 Charge carriers
49 Fury
50 Berlin sidewalk writing?
54 Valiant son
55 Heavenly altar
56 Hockey Hall of Famer Mikita
57 Sum (up)
58 Personal time?
60 Some govt. investments
64 Fancy singles event in Stockholm?
67 New coin of 2002
68 One may work with a chair
69 Vivacity
70 Church section
71 Angling banes
72 Oh's role in "Grey's Anatomy"

### DOWN

1 Humongous
2 Worshipper of the Earth goddess Pachamama
3 Condo cousin
4 Complete
5 British university city
6 Legal issue
7 "Off the Court" author
8 Separate
9 Post
10 Links standard
11 Like citrus fruit
12 They might make cats pause
13 Chef's array
18 57-Across's wheels
19 Military surprises
24 First name in humor
27 Tar
28 Sea inlet
29 One who observes a fraternal Hour of Recollection
30 Source of invigoration
31 One leaving a wake
36 Mess up
38 Self-recriminating cries
40 Have a health problem
41 Hindu title
42 Sweetie
44 Muscat native
45 Some Roman Catholics
47 Babbles
48 Perspective
50 Mature
51 Adds to the database
52 __ Detroit: "Guys and Dolls" role
53 Like some tree trunks
54 Having no clue
59 Peel on "The Avengers"
61 King who succeeded
62 Swedish model Nordegren in 2004 nuptial news
63 Tough going
65 Buck's mate
66 Hosp. test

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## PUZZLE answers







## SCRABBLE BRAND

G2 R1 A1 M3 S1

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| | | |
|---|---|---|
| A1 E1 Y4 K5 N1 V4 D2 | | RACK 1 |
| E1 I1 T1 D2 M3 R1 G2 | 3rd Letter Triple | RACK 2 |
| A1 A1 A1 E1 Y4 R1 W4 | Double Word Score | RACK 3 |
| A1 A1 A1 N1 N1 D2 B3 | | RACK 4 |
| A1 E1 E1 U1 D2 T1 S1 | | RACK 5 |

**PAR SCORE 210-220**
**BEST SCORE 276**

**FIVE RACK TOTAL**
**TIME LIMIT: 25 MIN**

**DIRECTIONS:** Make a 2- to 7-letter word from the letters in each row. Add points of each word, using scoring directions at right. Finally, 7-letter words get 50-point bonus. "Blanks" used as any letter have no point value. All the words are in the Official SCRABBLE® Players Dictionary, 4th Edition. **SOLUTION TOMORROW**

***For more information on books, clubs, tournaments and the school program go to www.scrabble-assoc.com or call the National SCRABBLE® Association (631) 477-0033.***

# Sudoku

*created by Crosswords Ltd.*

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| | | | 7 | | | | | |
| 5 | | | | | | | | 7 |
| 6 | | 8 | | 2 | | | | |
| | | | 5 | | | | 2 | 4 |
| 2 | 4 | | 9 | | 6 | | 1 | 5 |
| | 9 | | | | 8 | | 3 | |
| | | 7 | | 9 | | 5 | | 3 |
| 4 | | | | | | | | 1 |
| | | | | | 3 | | | |


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# Our Featured Listings

**For More Information, Call us at 702.604.7739**

**Retaining the services of The Ballen Group, Las Vegas Real Estate Team, entitles you to a network of professional individuals who are committed to helping you complete your mission. Whether your goal is to buy a dream home in Las Vegas, invest in Las Vegas Real Estate, or SELL your property in Nevada, The Ballen Group is a team of special forces brought together for a common purpose – to get to the closing table. Don't just choose a Real Estate Agent – Choose a FORCE – Choose The Ballen Group!**



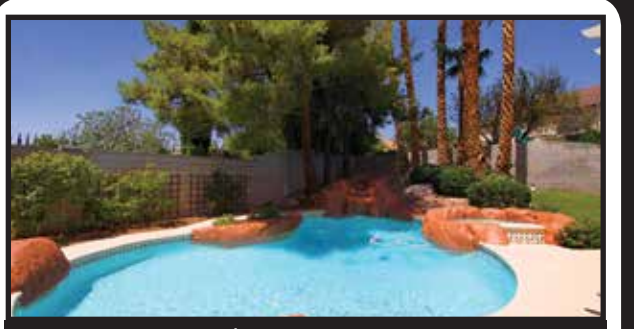
**$250,000**

MLS 1396656, 4 Bed, 3 Bath, 3,711 sq. ft.



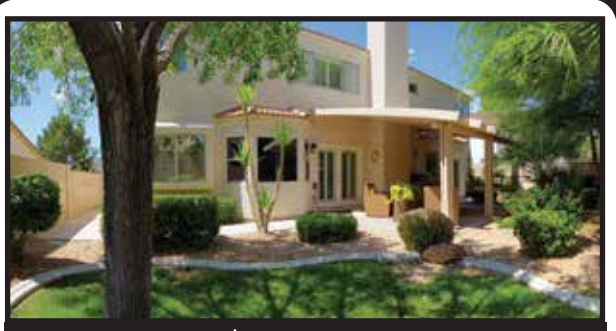
**$450,000**

MLS 1397292, 4 Bed, 3 Bath, 3,127 sq. ft.



**$400,000**

MLS 1393472, 4 Bed, 3 Bath, 3,031 sq. ft.



**$235,000**

MLS 1402718, 1 Bed, 1 Bath, 615 sq. ft. high rise

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*Did you know that home prices in some area's are up as much as 27%? Your home might be worth more than you thought.*

*When priced to sell, we are seeing multiple offers on our listings. Call 702-482-7739 to see what your home might be worth today.*



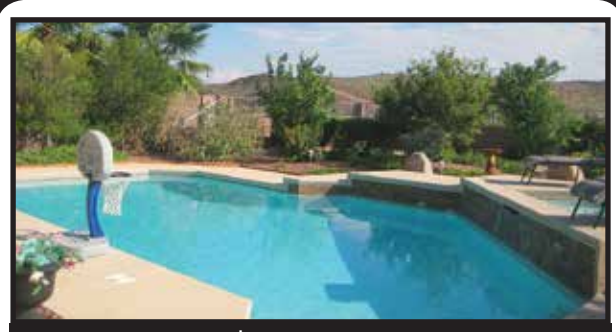
**$218,500**

MLS 1300448, 3 Bed, 2 Bath, 1,950 sq. ft.



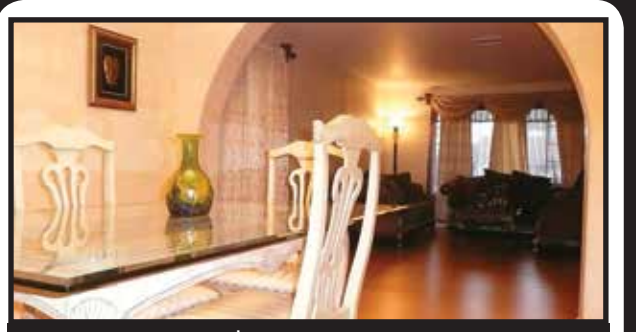
**$288,000**

MLS 1349559, 4 Bed, 3 Bath, 2,655 sq. ft.



**$270,000**

MLS 1367935, 4 Bed, 3 Bath, 3,050 sq. ft.



**$225,000**

MLS 1375233, 3 Bed, 3 Bath, 1,853 sq. ft.

# Recent Activity in Our Market

## 90-DAY SALES

| Address | Beds | Bath | Sale Price | Garage | Pool | Sq. Ft. | Year Built | Close date |
|---|---|---|---|---|---|---|---|---|
| 64 ANTIQUE GARDEN ST | 4 | 3 | $470,000 | 2 | Y | 2,727 | 2004 | 10/2/13 |
| 10181 BENTLEY OAKS AV | 3 | 2 | $225,000 | 2 | N | 1,676 | 1999 | 10/28/13 |
| 5546 BETHANY BEND DR | 4 | 4 | $421,560 | 2 | N | 3,085 | 2013 | 12/6/13 |
| 10357 PROFETA CT | 3 | 3 | $352,500 | 2 | N | 2,068 | 2002 | 10/4/13 |
| 720 JACOBS LADDER PL | 3 | 3 | $225,000 | 2 | N | 1,708 | 2004 | 10/2/13 |
| 4395 SAN CASCINA ST | 3 | 3 | $620,000 | 2 | N | 2,596 | 2000 | 11/7/13 |
| 11529 CAMEO AV | 3 | 2 | $314,000 | 2 | N | 2,033 | 2004 | 10/7/13 |
| 10267 SONGSPARROW CT | 4 | 2 | $281,000 | 2 | N | 1,994 | 2000 | 11/25/13 |
| 1708 MONTE RIO CT | 4 | 3 | $370,000 | 3 | Y | 2,806 | 1994 | 10/24/13 |
| 804 LEXINGTON CROSS DR | 3 | 3 | $375,000 | 3 | Y | 2,346 | 1999 | 11/8/13 |

## UNDER CONTRACT

| Address | Bed | Bath | Gar | Pool | Sq Ft | Yr Built | List Price |
|---|---|---|---|---|---|---|---|
| 11231 MERADO PEAK DR | 3 | 3 | 3 | N | 2,704 | 2006 | $301,000 |
| 3240 SANTOLINA DR | 4 | 3 | 3 | Y | 2,578 | 2001 | $427,000 |
| 953 TAFALLA CT | 4 | 3 | 2 | Y | 2,424 | 2006 | $295,000 |
| 11057 VILLAGE CREST LN | 3 | 2 | 2 | Y | 1,803 | 2003 | $185,000 |
| 10396 NOONTIDE AV | 4 | 3 | 3 | Y | 2,431 | 2002 | $250,000 |
| 10944 HARVEST HILL LN | 3 | 2 | 2 | N | 1,547 | 2001 | $229,500 |
| 10928 MOUNT ROYAL AV | 5 | 4 | 3 | Y | 4,040 | 2000 | $461,900 |
| 1005 MIRADERO LN | 3 | 4 | 2 | N | 1,649 | 1999 | $199,900 |
| 2425 GRANADA BLUFF CT | 3 | 3 | 3 | N | 1,873 | 2005 | $285,000 |
| 10456 LYRIC ARBOR DR | 4 | 3 | 2 | N | 2,365 | 2007 | $309,000 |
| 10001 BOW RIDGE CT | 5 | 4 | 3 | Y | 4,325 | 2001 | $810,000 |
| 8601 MIRADA DEL SOL DR | 5 | 3 | 3 | Y | 2,806 | 1995 | $399,999 |
| 5649 FAIRMEADE WY | 3 | 3 | 2 | N | 2,816 | 2009 | $329,900 |
| 10280 HAMMERSCHMIDT CT | 4 | 3 | 3 | Y | 2,450 | 1999 | $247,000 |

| Address | Bed | Bath | Gar | Pool | Sq Ft | Yr Built | List Price |
|---|---|---|---|---|---|---|---|
| 5787 MESA MOUNTAIN DR | 4 | 4 | 2 | N | 2,575 | 2013 | $430,598 |
| 10407 TIMBER STAR LN | 5 | 3 | 3 | N | 2,781 | 2006 | $350,000 |
| 949 CONTADERO PL | 4 | 3 | 2 | N | 2,424 | 2006 | $279,000 |
| 11341 ASILO BIANCO AV | 4 | 3 | 2 | Y | 2,683 | 2005 | $350,000 |
| 10443 NOONTIDE AV | 3 | 3 | 2 | N | 2,570 | 2002 | $320,000 |
| 10230 QUEENS CHURCH AV | 3 | 2 | 2 | Y | 1,994 | 2000 | $285,000 |
| 11548 SUBURBAN RD | 4 | 3 | 2 | Y | 3,146 | 2009 | $499,500 |
| 9608 ANN ARBOR LN | 5 | 3 | 3 | N | 2,152 | 1992 | $199,900 |
| 11441 VALENTINO LN | 4 | 4 | 2 | Y | 2,542 | 2004 | $249,000 |
| 1013 BARONET DR | 4 | 3 | 3 | N | 3,145 | 2006 | $479,000 |
| 10779 HOBBITON AV | 4 | 4 | 3 | Y | 3,478 | 2001 | $520,000 |
| 3310 HILLSIDE GARDEN DR | 3 | 3 | 2 | N | 2,056 | 2001 | $265,000 |
| 2868 GALLANT HILLS DR | 3 | 2 | 2 | N | 2,003 | 2001 | $309,500 |
| 10478 SMOKEWOOD RD | 4 | 3 | 2 | N | 2,768 | 2006 | $299,000 |

*If you are currently working with a Realtor, this is not considered a solicitation for business.*