

# Don's Home News

Brought to you by: Don Zahnle  
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## Who's in the Kitchen? Not Generation Y

They're lined up at sidewalk-spilling bistros, and every night it's a new Instagram photo of smiling 30-somethings posing over some fancy dish.

The first question that comes to mind is don't Gen Yers ever eat at home?

And the answer is not often, unless you count takeout.

Gen Y is generally assumed to have been born between the mid-'70s and the early part of the millennium. As such, it's a big group to follow. However, when respected news sources such as Time and New York magazines find millennials' eating habits quotable, it's time to pay attention.

A Time article, "Why Gen Y Loves Restaurants – And Restaurants Love Them Even More," quoted findings by research company Technomic indicating that 42% of millennials visit "upscale casual dining restaurants" at least once a month – well above the frequency of baby boomers and Gen Xers.

New York magazine calls food a "defining obsession" with Gen Yers. According to a New York cover story, Gen Yers talk about food; organize their social calendars around restaurant meals; and tweet, dish and check in with friends from the latest resto. They live for their next great restaurant meal.

Some cook themselves, but many don't (particularly those millennials who have moved home to mom, dad and their kitchen). A recent article out of Australia bemoaned the loss by Gen Y of skills such as cooking, ironing or sewing. (Isn't there an app for that?) In Australia, the article pointed out, 49% of women under 30 could not cook roast beef, compared to 18% of baby boomers.

### Why Use an ABR®: REALTORS® Experienced in Buyer Representation

Buying a home is no small matter. Besides being the largest financial transaction you may ever undertake, it's probably also the most complex. There are many good reasons to work with a qualified real estate professional—especially a trained professional who has earned the Accredited Buyer's Representative (ABR®) designation, representing best-in-class buyer services.

When you look for an ABR® before you look for a home, you'll be served, not sold. Your interests become their interests. And you'll be working with someone who has gone the extra mile by completing specialized training in delivering the best in buyer-representation services. Plus, a REALTOR® who has an ABR® Designation also has an established track record, with proven experience in representing the concerns of home buyers.

The ABR® Designation is awarded through the [Real Estate Buyer's Agent Council](#), or REBAC, which was founded in 1988 to promote superior buyer-representation skills and services. REBAC is an affiliate of the [National Association of REALTORS® \(NAR\)](#).

## Gifts First-time Homeowners Will Really Use

Spring is home-buying season, and if you have friends moving into their first home, you know a housewarming gift is in order.

Flowers and candles are lovely, why not pick up something practical, particularly for those first-time homeowners? Read on for ideas that are sure to be appreciated.

### Books

Pay a visit to your local bookstore and check out the home improvement shelves. Books on do-it-yourself home projects or a first-time owner's guide are great options. Alternatively, pick up a beautiful coffee table book on a subject your friends are interested in.

### Gift baskets

Don't pay big bucks for someone else to put one together; get creative and personalize a gift basket yourself. Try items a homeowner would find handy, such as dish towels, hand soap, linen spray, funky paper napkins and monogrammed coffee mugs. Or go with a theme, such as movies: Pick up a few classics on DVD and add some gourmet snacks.

### Gift cards

Buy them a gift card for home improvement, décor, gardening or grocery stores. Or give them a break with a restaurant gift certificate or a one-time visit by a cleaning service.

### Tools

A collection of essential tools is something that every homeowner will need at some point. Buy a basic toolbox and fill it with items such as a hammer, various screwdrivers, pliers, a wrench and a tape measure. Or choose one tool – a drill or a hammer – and buy the best quality item you can afford. Include drill bits or nails.

# Are You Lying? Researchers Say the Nose Knows

We've heard about the "telltale" signs of lying: eyes darting to the left, sweaty palms, no eye contact, the ever-lengthening nose belonging to storybook character Pinocchio.

But is there some scientific way to find out when someone is lying?

According to researchers at the University of Granada in Spain, there is.

The scientists combined psychology and thermography to discover that when people lie they experience a slight increase in temperature in the area around the nose and near the orbital muscle located at the corner of the eye.

This may be hard to test without sophisticated instruments, so experts who use lie-detecting techniques in their jobs offer some simpler tips on how to spot the frequent fibber:

- Assess their tone. If someone's tone changes from the way they normally speak (for example, their pitch rises), it could be a sign that they're lying.
- Watch to see if the subject avoids the word "I." When people lie about themselves, they tend to use the words "I" and "me" less frequently. This helps keep them at a psychological distance from the lie.
- Is the individual quick with an answer? When someone responds with no hesitation, the answer may have been rehearsed and the person lying.
- Is the person fidgeting? Random physical actions could mean someone is lying, especially when the lie is directed toward someone he or she loves.

## Quick Quiz

Each month I'll give you a new question.

Just email me at [donzahnle@gmail.com](mailto:donzahnle@gmail.com) for the answer.

### The sun is how old?

## Why Not Pass Me to a Friend?

If you've enjoyed this newsletter and found its information useful, please pass it to a neighbor, friend or co-worker.

If you have any comments about it, don't forget to give me a call or send me an email!

## Are You Wondering How Much Your Home Is Worth?

Do you want to know how the price of your home has changed in today's market? Do you want to know for how much other homes in your neighborhood are selling?

If you're wondering what's happening to prices in your area, or you're thinking about selling your house, I can help.

Either call 404-939-1309 or [email](mailto:donzahnle@gmail.com) me for a no-obligation, professional evaluation.

I won't pressure you into listing with me or waste your time. [Read about how I feel about pressure!](#) I'll just give you the honest facts about your home and its value.

I'll also give you the "inside scoop" on what's happening in the housing market near where you live!

Call me at 404-939-1309 or email me at [donzahnle@gmail.com](mailto:donzahnle@gmail.com) and we will arrange a time to get together.

## Worth Reading

### The competing views on competition

By *Matt Richtel*  
*The New York Times*

What's the best way to teach children about competition? Matt Richtel details his journey to understand competition with help from academics, a former athlete and his own son. The bottom line: it may prepare children for the realities of work and economy, or promote anxiety. It's up to you.

More: <http://tinyurl.com/baedf3h>

### Teach your kids how to be generous

By *Lisa Evans*  
*The Toronto Star*

You don't know how much money your kids will make one day, but you can teach them how to share it. This article gives practical tips for raising generous kids. And just by teaching your kids, you're giving them something even more valuable – the gift of your time.

More: <http://tinyurl.com/agqm8dk>

### How to prepare your children for work

By *Wendy Schwartz*  
*education.com*

If you want to help your children find jobs after school, help them see school as a job. If they arrive at class on time, showing up for work promptly will already be a habit. They can begin to learn about respecting their employers and working with co-workers by respecting their teachers and befriending their classmates. And school will give them the math and language skills needed for the workforce. Not sure if they're learning employment skills in the classroom? Ask.

More: <http://tinyurl.com/a7ag8dj>

# Growing Out of Your Home? You're Not Alone

Americans who are house shopping in 2013 are looking for more than granite countertops and hardwood floors. According to recent research, it's all about the family.

Most home buyers cite growing families as the main deciding factor in purchasing a new home. According to real estate professionals, almost three-quarters of their clients are motivated to look for a new home when they outgrow the old one thanks to their growing families.

The second key motivator relates to the job market; almost 70% of respondents to a recent survey of real estate professionals cite job issues as a reason for buying a new home.

As has been the case for several years, neighborhood safety remains the top factor influencing where buyers will purchase, according to the 2012 Profile of Home Buyers and Sellers, recently released by the National Association of Realtors. Convenient access to work was the second top factor. Families and couples placed a high priority on the quality and location of schools, and affordability remained a concern in 2012.

While looking for affordable properties, families living with elderly parents or returning adult children are paying as much attention to the home's floor plan as to its cost. According to real estate professionals, many of these buyers are looking for split floor plans to give the

different generations breathing room.

Smaller homes are gaining traction. Builders are expecting the average home size will be 2,152 sq. ft. in 2015, compared to almost 2,752 sq. ft. in 2007. Part of this relates to increased energy costs; 87% of buyers now consider heating and cooling costs at least somewhat important.

Single-family homes are still much sought after; according to NAR, almost 80% of last year's buyers purchased a single-family detached home. It appears the American dream is not dead; like previous generations, families have and will continue to seek a place of their own.

## Capturing Daily Life in 2,000 Images

Usually when it comes to cameras, the photographer is the one controlling what and when something is photographed. That is not the case with a recent invention by a former Microsoft employee.

The Autographer camera is the world's first wearable smart camera. It's hands-free and uses sensors informed by algorithms to determine the right moments to take photos. It can capture the wearer's day in 2,000 unique images, which can then be replayed in about five minutes.

The camera's predecessor – the SenseCam – was developed for use in the medical field, mainly for people suffering from Alzheimer's disease as a way of showing their physicians the progress of their daily lives.

For people such as law enforcement workers and parking officers, the Autographer's images could settle disputes in which one person's memory is pitted against another's.

But most important for the rest of us, the Autographer could be a lot of fun in everyday life, capturing photos of our world without our even noticing.

## Travel Safely This Spring with a GPS

Looking to make your spring travels smoother and safer? Consider a global positioning system (GPS) for your vehicle. More than a direction finder, your GPS can include hands-free calling and point you to the closest gas station.

It's safer, too. Your GPS eliminates the distraction of looking for street signs, and it indicates the correct lane in advance. Best of all, there are no folding maps to pore over.

To maximize your GPS's safety potential, use it properly. Because the GPS gives audio commands, make a habit of listening to the verbal directions. If you need the map, a quick glance at the screen will show you all you need to know; treat it as you would a speedometer.

Worth noting: never program it while the car is moving.

## Ask the Agent: This Month's Question

*How does inventory affect my home search?*

Buying a home causes stress no matter what, and it's even more difficult when choice is limited thanks to a low inventory of homes.

The inventory – or number of homes currently on the market – is a measure of demand. A low inventory usually means greater competition and less choice for buyers.

Housing inventory is measured as a seasonally adjusted number of homes that are available for purchase at month end. The "months of inventory" figure (sometimes called "months of supply") is based on how long it would take to sell all available properties at the current rate of sales activity.

If you're looking for a certain home type in a certain area, low inventory in this category may be a problem.

Talk to your real estate agent, who can explain more about inventory and suggest ways to broaden your search or change your parameters.

# NEWS YOU CAN USE

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				8		1		
	6		9		1			7
8	3				2			5
	1					3	7	
4	9						1	2
	2	7					4	
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3			4		5		9	
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**Sudoku instructions:** Complete the 9x9 grid so that each row, each column and each of the nine 3x3 boxes contains the digits 1 through 9. Contact me for the solution!

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Thanks for reading! If you would like to tell me what you think about this newsletter, or if you're thinking of buying or selling real estate, please get in touch.

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## Recipe: Citrusy Quinoa with Grilled Asparagus

Serves 5

1 cup quinoa, rinsed and drained  
 2 oranges and 1 lime  
 1 teaspoon cinnamon  
 1/4 tsp salt  
 2 cups water  
 1-2 tablespoons finely chopped parsley  
 1 tablespoon finely chopped mint  
 2 pounds green asparagus, woody ends snapped off  
 2 tablespoons olive oil  
 Salt to taste

Zest 1 orange and 1 lime; reserve lime. In a medium saucepan, combine quinoa, zest, cinnamon, salt and water.

Bring to a boil, cover and reduce heat to low. Cook for 20 minutes. Remove from heat, leaving the lid on. Steam for 10 minutes. Fluff with a fork. Squeeze lime and add juice, chopped parsley and mint. Slice orange into half-moons.

Preheat the grill or broiler; brush asparagus with olive oil. Sprinkle with salt. Broil or grill, turning occasionally, until the asparagus can be pierced easily with a knife and is bright green, about 5 to 10 minutes.

Serve asparagus spears with the quinoa and orange slices.

