

# Don's Home News

Brought to you by: Don Zahnle  
[donzahnle@gmail.com](mailto:donzahnle@gmail.com)

## Good News: Wisdom May Trump Youthful Enthusiasm

For the growing numbers approaching their golden years, the good news is: it's not all downhill. When it comes to enjoying your life and living it well, wisdom trumps youthful enthusiasm. Neuroscientific research shows that young people may be quicker to respond to questions than their elders. But while they may retrieve information quickly, their responses often lack nuance or miss the big picture.

In a recent *New York Times* article, Phyllis Korkki reports on a study supporting this view: "While younger people were faster in tests of cognitive performance, older people showed 'greater sensitivity to fine-grained differences,' the study found."

Most neuroscientists agree. In his book *The Wisdom Paradox*, Dr. Elkhonon Goldberg, Professor of Neurology at New York University School of Medicine, identifies wisdom as a major benefit of growing older. And Dr. Monika Ardelt, Professor of Sociology at the University of Florida, and author of *How Wise People Cope with Crises and Obstacles*, includes wisdom as a predictor of subjective well-being.

Says Ardelt of the wise elderly she studied: "They perceived the past with gratitude, tried to be of service in the present, and were aware of the responsibility they had towards the future." In fact, according to Geriatric Psychiatric Nurse Clinician Joanne C. Giblin, the elderly can choose wisdom over despair. If wisdom is a choice, perhaps it's all a matter of attitude. Let's not worry about being over the hill ... let's focus on the fact that when we arrive, we've reached a better vantage point.

## Want to Sell Your Home Fast? Get My Free Guide

Preparing your home for sale can make the difference between getting the price you want – or ending up disappointed.

Discover some easy things you can do by requesting my free guide, "50 Tips to Prepare Your Home for a Speedy, Top-Price Sale."

Just email me at [donzahnle@gmail.com](mailto:donzahnle@gmail.com) and I'll send it right out to you.

## Watch Your Thumbs and Other Rules of Remodeling

Today's renewed interest in home remodeling has a dark side. Prevent problems with these "rules of thumb."

### Rule 1: Safety first

DIY projects can lead to mistakes and injuries. Remember the oldies but goodies: Wear safety goggles; don't cut electrical lines before shutting off breakers; hammer carefully ...

### Rule 2: Measure twice and have a Plan B

Take careful measurements and cut once. When you're re-modeling, you need to be prepared to make changes on the fly. So develop a Plan B. For example, adding new appliances or fixtures may necessitate reconfiguring wiring or plumbing – not something you want to find out at the last minute. Be prepared.

### Rule 3: Get a home inspection

Find out in advance about potential pitfalls, so you can plan ahead to avoid them whenever possible. Inspections validate (or not) previous DIY or work done when your home was built. Plus, your home may not be sound enough to undergo some big projects, such as modifying fireplaces, removing walls, or repairing foundations, without professional help. Don't find out the hard way.

### Rule 4: Call the pros

Television and online videos make remodeling projects look easy, but that isn't always the case. Doing it yourself can save money, but doing it incorrectly may cost more. Don't be afraid to call in the pros.

### Rule 5: Budget first

Don't start tearing down walls before you come up with a budget. And budget for everything then add 30 percent for unexpected expenses.

# Hold On to That Lucky Charm: It Might Actually Bring You Luck

Do lucky charms actually work? According to Gretchen Rubin, author of *The Happiness Project*, they do.

Rubin acknowledges that “Superstition is the irrational belief that an object or behavior has the power to influence an outcome, when there’s no logical connection between them. Most of us aren’t superstitious – but most of us are a *‘littlestitious.’*” So is superstition sense or nonsense? Research shows that charms, magical beliefs, or rituals make people feel empowered and help them achieve superior results.

In a paper for the journal *Psychological Science*, University of Cologne psychologists Lysann Damisch, Barbara Stoberock and Thomas Mussweiler describe research with actors in which “activating good-luck-related superstitions ... or a lucky charm improves subsequent performance.”

As Damisch explains: “the activation of superstitious thinking directly prior to a task may boost a person’s confidence in his or her ability to succeed – what’s known as self-efficacy – which in turn boosts expectations and persistence, thus improving performance.” In a blog post for the Association for Psychological Science, psychologist Wray Herbert commented on the study: “The results were unambiguous ... those with their personal lucky charms ... were much more confident going into the performance ... which added up to (an) excellent performance.”

Magical or not, we’d better keep our fingers crossed and avoid walking under ladders: The Cologne psychologists plan to repeat their experiments using bad luck superstitions to see if they might have a negative effect on confidence and performance.

## 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.

When and where did the **Modern** Olympic Games start?

## 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.

And 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

### Do You Tell Yourself “I Can be Bad Because I’ve Been so Good”?

By Gretchen Rubin  
[LinkedIn](#)

Refuse the extra mashed potatoes? Now you can order that sundae. Welcome to the loophole of moral licensing in which people allow themselves to do something “bad” as a reward for doing something “good.” It’s just one of the tricks people play to keep themselves from forming good habits. Read this now, or risk falling into Loophole Number Three. **More:** <https://tinyurl.com/Good-to-read-1>

### Five Unexpected Ways to Get More Done

By Belle Beth Cooper  
[Fast Company.com](#)

To-do lists can provide motivation, but often defeat. Cooper explains how to make them more effective. It’s not just about the items, it’s about when they’re written. She suggests making your lists before you go to bed so you don’t need to do them in the morning. That way, you can spend your time creating habits to help prepare you to start work. Just as important: making routines to end work.

**More:** <https://tinyurl.com/Good-to-read-2>

### Ten Ways Your Mind Plays Tricks on You

Big Think Editors  
[Big Think.com](#)

What do commercial jingles and videos of people falling have in common? They allow our brains to play mind games with us. Catchy tunes, or “earworms,” get stuck in our heads; watching someone’s pain can cause us to feel pain, too. This is a fun and fascinating look at our relationships with our brains.

**More:** <https://tinyurl.com/Good-to-read-3>

# “New Old” Homes Combine Charm and Convenience

The era of pretentious McMansions is so over. One of this year’s most important trends is the move towards traditional residential design – homes with the charm of a bygone era but with a twist.

For a variety of reasons, it’s unlikely most home buyers want – or can find – an authentic historic property that works as a family home. Historic homes are often inconveniently located or dilapidated beyond repair. If they are in liveable condition, they more than likely have obsolete structural elements, such as low ceilings, tiny kitchens, and minuscule closets – not particularly conducive to our twenty-first-century century lifestyle.

Consequently, some home buyers are turning to “New Old” homes, which, as

the name implies, combine the charm of the past with the convenience of the present. New Old houses are rationally proportioned structures that are historically accurate on the outside, but comfortable, functional, and contemporary on the inside: Think Greek Revival farmhouses with spacious island kitchens; Craftsman-style bungalows with open floor plans; Cape Cods with roomy, walk-in closets.

Boomers are drawn to the concept, as traditional homes generate memories of happier, less disposable times when the family home was warm and inviting. Millennials, who make up nearly a third of today’s home buyers, see the New Olds as authentic, reflecting their principles and values. Both groups embrace charm that doesn’t sacrifice the

convenience that is so much a part of our lifestyle.

Responding to the demand, several architectural firms are now specializing in traditional design with a focus on historical accuracy; they study builder’s guides from the nineteenth and early twentieth centuries to get the scale, proportion and architectural elements exactly right.

Luckily for those who can’t afford custom design but who value historical character and the charm of yesteryear, there is a twenty-first-century solution: customize a prefab or buy a plan online and hire a contractor to build it.

## Join the Mission to Reduce Food Waste

Many households are guilty of wasting food, but this doesn’t have to be the case. Why not join the mission to reduce food waste by following these suggestions?

- **Plan ahead** – plan your weekly menu; it’s easier to buy just enough of the right ingredients so little is wasted.
- **Store it properly** – extend its shelf life by storing your food properly. Potatoes and onions belong outside the fridge; when they start to sprout, it’s time to use them. Fruits that are ripening too quickly should be moved into the fridge to slow the ripening process.
- **Freeze it** – many of your leftovers can be frozen; try freezing single servings of pesto, tomato paste, and dressing in ice cube trays, so that you only pop one as needed.
- **Use the Google machine** – if you don’t know what to do with your odds and ends, turn to the Internet. You’ll find simple, quick recipes online for just about anything from soups to stir-fries.

## This Month’s Smile: “Your Child Said What?”

Kids are a delightful reminder that the world is actually a big brightly colored circus. Here are some great online examples of the fun things they say:

They’re usually full of questions, but then there’s the one who just thinks and thinks ... then asks. Like the 4-year-old who overheard her teacher mention kickboxing. Weeks later, out of the blue, she asked why her teacher “kicks boxes.”

The little girl was diligently pounding away on her grandfather’s computer, lost in story writing. When he asked what it was about, she answered: “I don’t know. I can’t read.”

Some kids may have a better grasp on reality than the rest of us. For example, young Frankie answered the question of how he earns money at home by saying: “I don’t. I’m a freeloader.”

## Ask the Agent: This Month’s Question

*Have you got any last minute tips for my open house?*

Buyers want to imagine their things in your home. So **Rule #1** is detach and de-clutter. Now’s not the time to get emotional about possessions.

**Rule #2** Do a last-minute check for crumbs on the kitchen floor, full garbage cans and laundry hampers, and dust bunnies you missed the first time.

**Rule #3** Replace damp towels with fresh ones, and plump the pillows on the beds. Visitors will open closets so ensure even your closets look neat.

**Rule #4** Ditch the plug-in air fresheners and replace them with natural smells such as freshly-baked cookies or lemon wax. Many people are allergic to commercial fresheners, and if you use them, you risk causing a reaction.

**Rule #5** Make all your rooms look comfortable – rooms with too much furniture (or too little) can make it hard for buyers to visualize whether their furniture is a fit.

# Search for listings

[www.DonZahnle.com](http://www.DonZahnle.com)

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

**Sudoku instructions:** Complete the 9 × 9 grid so that each row, each column and each of the nine 3 × 3 boxes contains the digits 1 through 9. Contact me for the solution!

This newsletter and any information contained herein are intended for general informational purposes only and should not be construed as legal, financial or medical advice. The publisher takes great efforts to ensure the accuracy of information contained in this newsletter. However, we will not be responsible at any time for any errors or omissions or any damages, howsoever caused, that result from its use. Seek competent professional advice and/or legal counsel with respect to any matter discussed or published in this newsletter. This newsletter is not intended to solicit properties currently for sale.

*Don's Home News* is brought to you free by:

Don Zahnle, ABR, SRES, C-CREC, CSP

Atlanta Communities

3113 Roswell Rd. Suite 101

Marietta, GA 30062

404-939-1309

[donzahnle@gmail.com](mailto:donzahnle@gmail.com)

[www.AtlantaHomesOnline.com](http://www.AtlantaHomesOnline.com)

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.

To discontinue receiving this Newsletter just reply to this email with "REMOVE" in the subject line.

## Recipe: Picanha (Brazilian Tri-tip Barbecue)

Serves 4 to 6

### Ingredients:

1 tri-tip roast, about 3–4 pounds

5 cloves garlic, crushed

½ cup coarse or rock salt

¼ cup olive oil

### Directions:

If you can't find tri-tip, look for top sirloin cap. Trim excess fat off the meat. One side will generally be covered in a layer of fat; do not remove it, just trim it down to about ¼". Mix the salt and garlic together to make a paste and rub it all over the meat, adding a little olive oil if needed to help it stick. Leave the meat to marinate for at least two hours, turning it occasionally.

Heat the barbecue to the highest setting. When ready to cook, scrape excess salt off the meat and place on hot grill, fat side up. Do not turn over until the first side is nearly burnt. Turn once and check doneness with a meat thermometer; medium should take about 35 to 45 minutes, depending on the meat's thickness.

Remove from grill and rest five minutes before carving.

