

The  
**Neighborhood** Paper

Inspired Living - All Things Home

THE FREDRICKSON REAL ESTATE TEAM

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**JOHN AND TAMMY FREDRICKSON**

(626) 688 9890

**SOTHEBYS**  
**INTERNATIONAL REALTY**

CA BRE #: 00853111

## FROM THE EDITOR

A BIT OF CONNECTION FROM OUR **HOME** TO YOURS

I was standing in line at Trader Joes the other day and a great sadness and weight just came and settled on me. Several moments later it surprisingly turned to something else. Thankfulness. Let me explain.

I have lived more than several decades and have never had to wait in line for groceries. As a matter of fact the only waiting-in-line experience for a life-essential that I remember was in the '70's when gas rationing was in place. Your ability to purchase gas had been reduced to your car's odd or even license plate – even plates given Monday, Wednesday, Friday, and odd plates given Tuesday, Thursday, Saturday. (I don't remember what happened on Sundays) – and having gone with my father on our allotted day to get gas in our car, the line started at the gas pumps and wrapped around two sides of a block. I remember the shock and then the dread in thinking, "how long is this going to take us?" As I stood in that Trader Joes' line, with the Trader Joe employees making sure everyone was 6' apart, the new realities to everyday life struck me hard, and sadness and weight came and stood next to me as if they had been invited friends. But my thoughts turned to a recent story my doctor had just shared with me days before and those 'un-invited friends' faced something in me that was totally unexpected. Thankfulness.

My doctor is from Romania originally, and as we sat in her office she recounted the normalcy of standing in line, for everything, from her childhood days. Her mom was an electrical engineer, quite an accomplishment at that time and for a woman in Romania, and the first hour of every day began with her organizing and trading the family's finds. Early each morning the family members scattered to go buy whatever they could. My doctor said, "I remembers standing in any line I could find. It didn't matter what it was for, and often you didn't know what it was for until either someone in line passed it along or you arrived at the front of the line. The point was to get something. Then my mom would look at what we had all found and begin trading with other families for things we needed. A roll of toilet paper might be traded for cans of soup. This was life everyday." As I remembered this story, I realized how fortunate I have been my whole life! How thankful I am that my 'norm' has never been about constant shortages of basic essentials, or food, or energy sources. This time we are in will pass. It's good to remember that.

On my drive home, with my groceries tucked in the back, that thankfulness expanded into other areas and the sadness and weight left. It reminded me of a short snippet of a longer talk by Bill Johnson (pastor of Bethel Church in Redding). He said that God has given us the perfect blueprint for having emotional, spiritual and heart health and it's simply this: give thanks, praise Him, and pray. I won't pretend these are easy practices. As a matter of fact, my natural inclination wants to aim at other things to do, but... I have never found the same kind of peace or strength in them. May each of us find encouragement and hope in this global pause to life.

-Tammy



## ALL THINGS FAMILY

IDEAS FOR BUILDING THE FAMILY STORY INSIDE HOME

## The News Tells What Is Going Wrong, BUT, So Much Is Also Going Right!

Here is some “news” about beauty in the midst of great struggle. May you be inspired to bring beauty, in whatever way you can, to the area around you.

- **Davidson College refunding students** on their room and board for the remainder of the semester and funding 50 % of moving costs.
- **Landlord halving rent for two months** and giving back the majority of tenants’ security deposit now to help bolster her and her roommate’s incomes since they work in retail and food service.
- **Total stranger helping** those struggling to pay their bills by Venmo-ing \$100 to 10 people who need help.
- **New Orlean’s basketball player**, Zion Williamson, pledges to cover the salaries for all of the Pelicans arena staff workers for 30 days. Basketball player, Kevin Love, donates \$100,000 to help-out-of-work NBA staff during coronavirus shutdown. And, Dallas Maverick owner paying hourly workers during the shutdown as well.



- **Younger gal living in a building** where there are many elderly people, posts this offer: “I know there are many elderly people who live in the building and who may be afraid to leave their homes due to COVID-19. No one should go without the essential things they need so on Saturday and Sunday from 1:00pm – 5:00pm I am offering to go to Giant, CVS, the cleaners, and Whole Foods or Target for anyone 60 years of age or above. You DO NOT need to pay me, nor do I want tips. I just want to be a good neighbor during this tenuous time.”



- **And on a global scale:** China sent medical masks to Italy and wrote on the boxes a quote from a Roman poem, “We are waves from the same sea.” Japan had donated supplies to China and wrote on the boxes a quote from a Chinese poem, “We have different mountains and rivers, but we share the same sun, moon, and sky.” And when China began recovering, they followed up by sending a plane full of Chinese COVID-19 experts and 30 tons of medical supplies to Italy.

## | For Inspiration |

STORIES FOR INSPIRING LIFE INSIDE OUR HOMES

*Here are two stories  
for pondering*

**Keep Your Axes Sharp**

Once upon a time, a very strong lumberjack asked for a job from a timber merchant and after proceeding through the application and interview he was chosen for the job. It was a stable job and he was compensated well and he was very grateful. Thrilled with his new job the woodcutter was determined to do his best.

On his first day his boss gave him an axe and showed him the area where he was to work. The first day, the woodcutter brought 18 trees. "Congratulations," the boss said. "Keep it up!" Very motivated by the boss's words, the woodcutter put in more effort on the following day. At the end of the day he was a bit disappointed to see that he had only brought down 15 trees. The third day he tried even harder, but he could only bring down 10 trees. Discouraged he thought, "I must be losing my strength". He went to the boss and apologized, saying that he could not understand what was going on. The boss asked "When was the last time you sharpened your axe?".

"Sharpen? I had no time to sharpen my axe. I have been very busy trying to cut trees." Replied the lumberjack.

**Destiny and Nobunaga**

A great Japanese warrior named Nobunaga was going to war with a fierce enemy and his army was one tenth



the size of his opposition. He knew he could win the fight with the strategy he had formulated but his soldiers were in doubt.

On the way the leader stopped at a Shinto shrine and told his men: "After my visit to the shrine I will toss a coin. If the head comes, we will win; if tails, we will lose. Destiny holds us in her hand."

Nobunaga entered the shrine and offered his prayers. Then he came forth and tossed a coin in front of his men. Heads appeared. The soldiers were filled with confidence and were eager to win the battle.

"No one can change the hand of destiny," one of his attendants told him after the battle.

"Indeed not," said Nobunaga and showed the coin which was doubled with heads on both sides.

## NEWS IN REAL ESTATE

### STAYING ON TOP OF THE GAME

What I know to be true is that staying engaged, alert and strategic until escrow closes can make thousands of dollars' difference for clients. We think of it as staying on top of the game. Here's a story that reflects this and that we hope brings you more knowledge.

Our clients (we'll call them Bryan and Jen for privacy) were at a loss for finding the house they wanted inside their budget. Probing into their long term plans for living in this new home, flushed out their goal to move again in 7-10 years which they hadn't thought was a significant factor to put on the table in the beginning. With this new discovery, I brought to their attention a loan program I knew about that offered a 7 year fixed rate creating an extra \$150,000 in a purchase price while staying inside their monthly mortgage budget, and opened up a new pool of homes to consider. (This can equate to a \$1.2 budget expanding to \$1,350,000 which allows for looking at \$1.4 homes that can be negotiated downwards.) With an offer accepted and in the process of being approved by one lender, I kept my eye out for other loan program offerings and discovered another bank offering the same loan for ½% lower. I encouraged Bryan and Jen to change lenders. They did. In the end, by structuring their loan to a 7 year fixed rate (which worked for their plans) and moving to a loan program that was ½% lower, Bryan and Jen not only found a house they loved, but also saved \$500/month in their mortgage cost. This is part of what our job looks like behind the scenes and what we consider staying on top of the game. This is our commitment to our clients.



What I hope you will take away from this story is this: the direction you start off in can end up looking totally different in the end (based on discoveries made along the way) but still successful. Be open to exploring

and be flexible. Buying and selling a house is not a straight line, and for us it's never about 'selling' you a house, but orchestrating the best picture for you.

*-John*

### IN KEEPING WITH THE TIMES WE WANT YOU TO BE ENCOURAGED

Just prior to going to print with this edition, COVID-19 has dramatically affected the face of the real estate scene, but with strategy in hand, it has not closed it down. We cannot hold open houses and most of our 'normal' ways of bringing a property to buyers has been altered, but here's a recent success story in our 'new model': a new house was listed and put in the multiple listing service. The normal Tuesday and Thursday Broker's caravans were replaced with appointments for Realtors every 15 minutes. Within a week the home had 12 offers and sold \$100,000 over asking price. You could argue that the strains the corona virus have inflicted have actually weeded out the not-so-serious buyers and created a 'serious', 'well qualified', and 'ready-to-go' landscape. In all my 36 years of being a Realtor, this is a new market condition to add to the list, but, I believe there is always a successful way to navigate the market. If you are thinking of buying or selling a home, there is still a way to be successful, and I am committed to that! I'd love to have a conversation with you about how success can look for your situation in today's real estate market.



## CURIOUS INFORMATION

BRINGING HOME SLIVERS OF REMARKABLE STORIES

### Facts to Impress Your Friends With

The hottest chili pepper in the world is so hot it could kill you. The “weapons-grade” Dragon’s Breath chili pepper is so hot it’s downright deadly. If you ate one, it could potentially cause a type of anaphylactic shock, burning the airways and closing them up.

More people visit France than any other country. In 2017, the European country welcomed 86.9 million people. Spain was the second-most popular destination with 81.8 million visitors, followed by the United States (76.9 million), China (60.7 million), and Italy (58.3 million).

The world’s quietest room is located at Microsoft’s headquarters in Washington state. Located at Microsoft’s headquarters, the lab room measures a background noise of -20.35 dBA, which is 20 decibels below the threshold of human hearing.

The longest place name on the planet is 85 letters long. People who live in Mamungkukumpurangkuntjunya Hill, Australia, need a little patience when it comes to learning to spell their hometown’s name. But you know what? So do the folks from Lake Charoggagoggmanchauggagoggchaubunagungamaugg in Massachusetts and Tweebuffelsmeteen-skootmorsdoodgeskietfontein, South Africa.



## INFO BYTES

### Repopulating a Species

Tim Wong, a 28 year old aquatic biologist from northern California, has single handedly repopulated the rare California Pipevine Swallowtail butterfly species in his backyard.



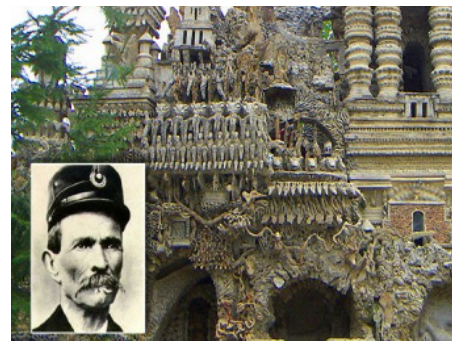
### Ada Lovelace

Ada Lovelace, considered one of the first computer programmers, wrote a theory of on powered flight that accurately documented wing-body ratios to achieve flight. She was 12 years old when she published it in 1828.



### Build Your own Palace

Ferdinand Cheval was a French mailman who spent 33 years building a palace with stones he collected on his mail route. Le Palais ideal “Ideal Palace” is regarded as an extraordinary example of naive art architecture.



## FROM ANTIQUITY FOR TODAY

A BIT OF HISTORY FROM LIVES LIVED IN HOMES PAST

**Retailers can Learn from H-E-B's Corona Strategy**

The coronavirus outbreak sent Mercury into retrograde three months early at most grocery stores...except for Texas's H-E-B.

On Twitter, customers enthuse that H-E-B "has the 'rona in check." H-E-B shelves are well-stocked. Stores don't have a Hunger Games atmosphere. H-E-B even has enough food in its warehouses to donate 500,000 meals to Texas food banks.

How did H-E-B sidestep the initial chaos other chains faced? The short answer, per Texas Monthly: constant vigilance.

H-E-B's pandemic plans have been braising since 2005, when the H5N1 virus became a threat in China. Its emergency response team began refining those plans for 2020 as soon as Wuhan's coronavirus outbreak escalated.

H-E-B reached out to Chinese retailers starting in January, then to Italian retailers and suppliers in recent weeks.

They weren't talking sugar cookie recipes. H-E-B was learning which products consumers would want stocked at what points during the pandemic's curve and how it could support staff.

With intel from international retailers, H-E-B could be proactive instead of reactive. Like other grocers, H-E-B has mandated social distancing in stores and reduced hours to restock shelves—but those moves were levers it was prepared to pull.

As for frontline workers...extended sick leave, pay increases, and an employee hotline were baked into emergency plans.

H-E-B also has a chief medical officer and medical board to monitor employee health.

Workers at its San Antonio HQ have access to a private store for essentials, since it's difficult for them to shop in-store during the updated hours.

But the company admits it couldn't predict every COVID-19 shopping trend: "We did not see runs on toilet paper as one of the first things to go out of stock," H-E-B president Craig Boyan told Texas Monthly.



[HTTPS://WWW.MORNINGBREW.COM/RETAIL/STORIES/2020/03/30/RETAILERS-CAN-LEARN-HEBS-CORONAVIRUS-STRATEGY](https://www.morningbrew.com/retail/stories/2020/03/30/retailers-can-learn-hebs-coronavirus-strategy)

John and Tammy Fredrickson  
Sotheby's International Realty  
800 E. Colorado Blvd. Suite 150  
Pasadena, Ca. 91101

# The NEIGHBORHOOD Paper

EST: 1995

HELPING YOU BUY AND SELL HOMES

APRIL 2020

## IN THE KITCHEN

### Sweet Potato Flatbread – Tasty, Easy & Gluten Free!

*Since our daughter needs to be gluten-free, the kitchen lab has been running at full tilt during this globally quiet time, and when we find a fabulous recipe, we are over the moon!*

#### Ingredients:

1 Lg red sweet potato  
1/2 Cup gluten free flour (or 1 cup regular flour)

#### Directions:

- Steam the sweet potato until fork tender and then peel. (Do not microwave as this removes water from the sweet potato and that is critical.)  
- Add the gluten free flour (or regular flour) and mash together with a fork until most of the flour is incorporated, then switch to using your fingers dusted with flour. Add flour as needed to make a moist ball that

just holds together.

- On a floured board roll the ball into a log shape and cut into 6 equal portions. Roll each portion into a ball and then flatten into small disc shapes. Dip the discs in flour.

- Add more flour to your board so that the sweet potato disc moves easily across it, flour a rolling pin, and begin to roll out the disc shape into a flat tortilla shape, changing your rolling direction across the disc so as to maintain a circular shape.

- In a heated skillet or crepe pan over medium heat, add one tortilla. Allow it to cook for 20-30 seconds and then flip every 30 seconds until it starts to bubble. Once bubbles appear, allow it to cook for longer than the 30 seconds.

(When it bubbles it means that the hot air is cooking it from the inside too.) Cook the tortilla for an overall total of 2 to 2 1/2 minutes. Place in a foil packet to keep warm. Serve. These can be reheated in a toaster oven (1-3 minutes) or the microwave (30 seconds max).

