



# REAL ESTATE, RATES AND RECIPES

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DeeDee Fleming,  
Realtor

*Service With an Old-Fashioned Touch*

Our 12-year-old son Harris is a level 5 gymnast, endowed with natural *ability* but divested of natural *flexibility*. Due to the latter, he has to work much harder at his flexibility than some of his teammates. Yesterday we observed part of his first flexibility/warm-up routine with a new coach who used to be with the Hungarian Olympic Team. It was a superlatively intense workout. So the first thing we asked him when he loaded into the car to come home was "so how do you like the new coach?!" Predictably, his first reaction was "he's tough!" But he unexpectedly continued: "I think he can take me far!" He went on to explain the techniques the coach utilizes to help Harris get all the way down in his splits and "pancake." Back at home, Harris almost fell asleep at the dinner table, he was the first to bed, and he awoke this morning complaining of being sore and tight (all unusual).

For Harris to continue his progress in gymnastics, he must continue to become more flexible. His new coach CAN take him far, as long as Harris is willing to submit to the coach and endure pain. Like many of you, I know some people outside of gymnastics who are currently submitting to a higher will and enduring a great deal of pain. We may not understand the techniques, and we may frequently cry "why" or "why me," but I have no doubt that our trials help us to go far.



**OH...BY THE WAY**, we have a nation-wide network of realtors and brokers, so you're never too far away for us to help you. We can match you up with an agent just right for you, *so don't be afraid to call!*

## "30-yr Mortgage Falls to 4-month Low!"

But the REAL message about interest rates is that historically *they've haven't been high in years!* Sure they move up and down every week, but (for example) the current 4-month low is lower than the average for all of last year. Open up May's newsletter at our website to see a summary of annual average interest rates since 1972, *you'll be amazed!*

Average Mortgage Rates (Source: FHLMC "Freddie Mac")			
August 19, 2004	30-yr	15-yr	1-yr ARM
Average Rates:	5.81%	5.19%	4.01%
Fees & Points:	.7	.6	.6

**Attention Phoenix:** If you're thinking about **selling**, houses are moving very fast and buyers are moving even faster! And if you're looking to **buy**, you are still enjoying interest rates at historical all-time lows.

We're very excited to announce that Mike will soon be graduating from "Assistant" to "Co-Realtor!" After completing just a few more steps, Mike should be licensed within a week or two and then continue his capable oversight of the technical and management aspects of our business. Congratulations...DeeDee

## Aunt Grace's Oatmeal Macaroons

An old friend's Mom would make these incredible cookies for him whenever he would take his 10-hour drive back to college. Like I said-they're incredible...Mike

### Cream Together:

- 1 cup butter
- 2 cups sugar
- 1 1/2 tsp salt
- 2 eggs
- 2 tablespoons molasses
- 2 generous tsp cinnamon
- 2 tsp vanilla

### Sift together then stir into creamed mixture:

- 2 cups flour
- 1 1/2 tsp baking soda

### Stir in (you'll want a sturdy wooden spoon!):

- 2 cups quick quaker oats
- 1 cup raisins
- 1 cup chopped walnuts
- 1 cup chopped dates

Drop by generous teaspoonfuls onto lightly greased cookie sheet. Bake at 350F for 10-12 minutes.

Permission graciously granted by Marlene Farr of San Diego, CA



An independent member broker

Phone: 480-239-7194 Fax: 480-821-8157

Email: DeeDee@FlemingProperties.net Website: www.FlemingProperties.net