

Don & Norma FLASKERUD

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at 676-5859

Visit them at www.PleasantHillRealEstate.com.
Email them at DonandNorma@gmail.com.
Search the MLS: www.PleasantHillRealEstate.com

Market update—continued from page 3

“Yet,” she concluded, “the fundamentals in the housing market remain strong.”


In Pleasant Hill we currently have 102 single family homes listed for sale, about a 30% increase since the spring market. Meanwhile, sales have slowed, from an average of 30 per month to half that many.

Per ForeclosureRadar.com, there are 116 single family homes and 64 condo/townhouses, 180 total properties, currently in distress: 1. 65 are scheduled for foreclosure auction, 2. 43 are bank owned, and 72 are in pre-foreclosure in Pleasant Hill.

As we go to press some bank foreclosures are frozen as certain large banks review their shoddy foreclosure business practices, and some may even end up reversed; the outcome of this is unknown for now.

To summarize, slowing sales are caused by many reasons. If you watch the news and read the newspaper, you are aware of those reasons. Yet, people need to buy and sell houses, and of our three most recent sales, two separate buyers were expecting a baby, needing a home for the growing family, and the third was a newlywed couple. The reason each seller sold was: distress sale, move-up, and third, for a job change, a microcosm reflecting statewide trends.

If you find you need to make a move, just call us. We are happy to give you a market analysis of your home's value. In addition we can make suggestions of things that can be done to improve value, and what to leave as-is. Whatever your situation is, we look forward to hearing from you. 925-676-5859



We would highly recommend you to any of our friends, and we are very glad that we chose to use you as our realtors to sell our house. We feel that you went above and beyond what we thought was required of a realtor. Though I'm not going to tell everyone what you did (as then they will expect you to paint some of their house trim too.) I have to add that we were absentee landlords three thousand miles away, so things were more difficult for us than they otherwise would have been, and you were a tremendous help in seeing that the necessary things were done in time for escrow to close. You were always there to answer the niggling questions we had as we went through the stressful time of selling our house in the current market. —Peter and Lindsay Wells

Testimonials

**NEW
SERVICE!**

The Flaskerud Team will now organize/run Estate Sales for those in need of such service. Shannon Flaskerud is the project manager. Contact us for more information.

**NEW
SERVICE!**

Blog with us at <http://PleasantHillRealEstateandArea.blogspot.com>

If your property is listed with another Realtor this is not a solicitation of your listing.



Don &
Norma
FLASKERUD

REAL News

November/December 2010

Everything we touch turns to **SOLD!**

In their own words

We hope your 10-10-10 was wonderful this year! It was quite a special day for us as we attended a beautiful wedding in Truckee; a magical day sprinkled with loads of love, covered in fairy dust!

Back to reality!

As you, your friends, or family make decisions about real estate, choosing a Realtor is often the first step. A trusted advisor is important as you walk the journey of acquiring or selling real estate. Over the past 20+ years of distributing this newsletter we have asked you to think of us as your source in real estate. Allow us to share notes sent to us from a few of our recent clients who put their trust in us and were happy with the outcome.

"Norma you have been amazing! Drop me some business cards. I love finding a quality agent" per a Relocation Consultant from a global relocation company handling transfers for one of the Bay Area's major employers. We are not allowed to state her name nor the company name nor the corporate employer's name, but we will say we had the honor of selling a home for an employee they transferred from Pleasant Hill to Houston, TX.

Her co-worker, Operations Manager, for that same relocation company, wrote: *"I agree. You are organized, detail oriented and an excellent communicator. We appreciate your work on this transaction and I hope we get to work together soon."*



"If you are looking for a dedicated, hardworking, savvy and personable team of realtors to help you buy or sell your home, you need to give Don and Norma Flaskerud a quick call. Their marketing and networking expertise helped us sell our home within TWO WEEKS; meanwhile other homes in our old neighborhood are sadly still on the market. We followed their detailed advice on how to quickly and successfully prepare our home. Right after the first open house we had a ton of interest and an offer! In today's sluggish real estate market, you need technologically savvy realtors that can make it happen. We are so grateful to Don and Norma for not only helping us sell our beloved former house, but also helping our family move forward in our amazing new home. Thank you Don and Norma, you have been an invaluable asset to us!"

—Denise and Mary Kropf-Rodezno

FREE staging of your home!

Item #4 of special services offered by Don and Norma when you list your home with them: a free 2-hour consultation with their stager. She advises you on staging your home. You will get recommendations:



- what to leave
- what to pack up
- paint colors, room arrangements
- how to sell your house for top dollar!

Don and Norma's Listings—Fabulous buying opportunities!



207 Poshard St, Pleasant Hill

Charming Poet's Corner home on 0.4 acre lot. Expanded home offers master bedroom/bath and spacious family room. Gleaming hardwood floors! Deck, expansive lawn, lighted basketball court.
www.207Poshard.com

**SALE
PENDING**



508 Masefield Dr, Pleasant Hill

Poet's Corner home has a spacious master suite, a family room, and three other bedrooms with wonderful ambience. Dual pane windows, hardwood floors. Pastoral curb appeal and large backyard.

~~\$628,000~~ **\$599,000**



125 Adria Dr, Pleasant Hill

Vintage Gregory Gardens home fixer upper. Bring us an offer! Good upside potential on a lovely street.

~~\$347,500~~ **\$339,00**



265 MacGregor Dr, Pleasant Hill

Contra Costa Country Club area, custom 2,371 sq-ft home on half an acre. Vaulted wood-beamed living room offers beautiful hardwood floors, Mt. Diablo view. Updated kitchen features cherry cabinets. Downstairs pool-table sized family room can be perfect man cave (as it adjoins a workshop, basement storage room) or a fun, family retreat. Besides a wonderful deck offering Mt. Diablo view, this home offers a patio for barbeques, spacious lawns, and plenty of side yard space.

~~\$729,950~~ **\$699,00**



548 Golf Club Rd, Pleasant Hill

Spacious custom 3,414 sq-ft home in Contra Costa Country Club area offers three master suites plus two other bedrooms; perfect for an extended family. Two stories offer separate living areas and privacy. Updated kitchen, pantry, garden room. Hardwood floors. Mt. Diablo view, natural California Oaks, easy care landscaping.

\$729,000



148 Beverly Drive, Pleasant Hill

6 bedrooms, 2 baths, 1,767 sq-ft Gregory Gardens home with 2nd story addition. Due to remarkable settling it is best a contractor buy/fix up this house. Short sale.

\$299,000

384 Maureen Lane, Pleasant Hill \$385,000

4 bedroom, 2 bath, Gregory Gardens home on .2 acre lot: new floor coverings, freshly painted in and out. Family room.



172 Beverly Drive, Pleasant Hill \$415,000

3 bedroom, 2 bath, Gregory Gardens home on .16 acre includes updated kitchen, family room (which can work well as a master-suite). Short Sale.



1175 St Francis Drive, Concord \$425,000

4 bedroom, 2 bath, 1590 sq ft home on .28 acre lot in sought after St Francis Concord neighborhood near C'well Park. Coming soon, with fresh paint and nicely staged



Recent activity by Don & Norma

Street	City	Price	Status	Represented
19 Banbridge Pl	Pleasant Hill	\$630,000	Sold	Seller
729 Atrice Ln	Pleasant Hill	\$610,000	Sold	Seller
43 Dunbar Ct	Pleasant Hill	\$575,000	Sold	Seller
137 Beverly Dr	Pleasant Hill	\$399,000	Sold	Seller
1831 Nadine Ct	Pleasant Hill	\$392,000	Sold	Seller
1979 Marta Dr	Pleasant Hill	\$375,000	Sold	Seller
3922 Pridmore Ct	Concord	\$467,500	Sold	Buyer
1435 El Dorado Dr	Concord	\$376,300	Sold	Seller
336 Belva Ln	Pleasant Hill	\$569,000	Pending	Seller
2972 Hannan Dr	Pleasant Hill	\$649,000	Pending	Seller/Buyer



Market Update

Since the federal tax credit ended last spring, home sales have slowed noticeably. As a result inventory has gone up from 65 detached homes for sale in Pleasant Hill to 102 this fall. Higher inventory, slower sales equal softer prices. The higher the price point, the smaller the pool of buyers and the softer the prices. Have they dropped? We estimate a 5% decrease will show up in statistics later this year.

In real numbers a house that would have sold for \$600,000 in April would now sell for \$570,000. The \$700,000 house would sell for \$665,000. Meanwhile interest rates are at an amazing low rate: 4.25% as we go to press!

More interesting statistics about the market are quoted from a presentation by Leslie Appleton-Young, Chief Economist for the California Association of Realtors in October, 2010.

Statewide sale of non-distressed properties run 59% of sales. In Pleasant Hill sale of non-distressed homes (definition of non-distressed sale: NOT a foreclosure, bank-owned or short sale) run 56% of single family homes, leaving 44% as distressed sales.



Other interesting statistics for your information

- 22% of short sales actually close escrow.
- 51% of all homes sold in 2010 had multiple offers.
- Average time on market has been 5.4 weeks.
- 30% of sellers lost money, with 65% of them being distress sales, losing an average of \$143,000.
- 23% of all purchases in 2010 were all cash.
 - 13% of purchases were for investment/tax purposes, 5% for second/vacation homes
- At the height of the real estate boom 40% of buyers put zero \$ down, now 5% do

Who is selling a home and why

30% of homeowners sold this year due to foreclosure/short-sale/default, 15% due to change in family status, 10% due to retirement, 8% to move to a better location, and 8% for investment/tax consideration.

The future forecast is clouded due to the following unknowns (2011 Wild Cards):

1. another recession?
2. federal economic policies
3. negative-equity homeowners
4. shadow inventory

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