



Don &  
Norma  
FLASKERUD

# REAL News

August/September 2011

Everything we touch turns to **SOLD!**

## Timing the bottom of the Market

If you are a credit-worthy borrower, now may be the time to buy property. With fixed rate loans hovering around 4 ½ and 5 ½, now is an amazing time to lock in a 30-year fixed rate mortgage!

Will you catch the bottom of the real estate market? It is super hard to time it perfectly.

But if you plan to buy and live in it, to hold the property for a protracted period of time, even if it drops another 5%, the savings over the life of the mortgage afforded by the lower interest rate will more than offset that drop. What you pay over the life of the loan, if you wait until interest rates go up, will be way more than what you save if prices drop a bit further.

Many experts say you will never see times to buy property this good again.

With rents rising, investors are finding it a smart play to buy real estate. The Return on Investment (ROI) is SO much better than they can get in any bank and a safe bet compared to some stocks. Over time, appreciation should play into the equation, making buying real estate very attractive. We have been shocked at the number of all cash buyers! Where did they get the cash? We suppose many cashed in their stock funds, others inherited, some sold another property, but all cash buyers are out there looking at and bidding on practically every property we list. In fact one all cash buyer we represent, who is in the process of identifying and

buying two townhouses with her inheritance, finds herself in competition with other all cash buyers!

Another buyer of ours has carefully compared his ROI on keeping money in the bank vs keeping it in the stock market, and he has made the decision to start buying real estate again. So many have reached that conclusion that now properties are getting loads of attention and in many cases multiple offers, staying on the market only days.

Once the decision is made to invest in real estate, the process may be protracted. With 65% of listings being distressed sales, there is a really good chance the property you want will be a short sale. It will require approval by one or two banks/investors, and this will take anywhere from 30-90 days for approval! Patience is needed but the rewards can be great!

If you have money to invest, let's talk!



## Recent activity by Don & Norma

Street	City	Price	Status	Represented
508 Musefield Dr	Pleasant Hill	\$566,000	Sold	Seller
321 Nancy Ln	Pleasant Hill	\$340,000	Sold	Buyer
181 Devon Ave	Pleasant Hill	\$640,000	Sold	Seller
1954 Carolyn Dr	Pleasant Hill	\$250,000	Sold	Buyer & Seller
2858 Madiera Way	Pleasant Hill	\$440,000	Sold	Buyer
103 Hazeltine Cir	Pleasant Hill	\$535,000	Sold	Seller
143 Kathryn Dr	Pleasant Hill	\$275,000	Sold	Buyer
24 Horten Ct	Pleasant Hill	\$545,000	Sold	Seller
1567 Ruth Dr	Pleasant Hill	\$320,250	Sold	Seller
3145 Padre St	Lafayette	\$755,000	Sold	Buyer
37 Vivian Dr	Pleasant Hill	\$299,000	Pending	Buyer
108 Poshard St	Pleasant Hill	\$399,000	Pending	Seller
1383 Hull Ln	Martinez	\$149,000	Pending	Seller
3073 Putnam Blvd	Pleasant Hill	\$425,000	Pending	Seller



## Short sale sagas

Each short sale is a story unto itself, unique with twisting drama. Characters in the drama include a seller who is in some sort of distress (divorce, job loss, job change are the most common), a bank who might be organized to handle a short sale quickly and efficiently, or not. A second loan investor is usually in the picture too, which wants more payoff than the first loan wants to give. We work hard, we persevere, a compromise is reached. Our "can do" attitude keeps us on course to close the deal. The ultimate outcome is our clients' credit is saved, the bank recovers more money than if the house went into foreclosure, and a new homeowner is happy.

Call us if you need to sell and owe more than your house is worth. With our knowledge and experience, we will go to bat to help you sell, thereby avoiding foreclosure and seven years of damage to your credit. A short sale, if it damages your credit at all, only does so for two years.

We know what the banks need to approve a short sale, we understand the hardship they expect from the borrower to qualify for a short sale, and we will assist you in preparing all the required documentation. And keep in mind, the bank pays us; it costs you nothing at all.

In this day and age, in this economy, in this real estate market, we have found ourselves to be—more than ever—problem solvers. So, if you have a problem, let us help solve it!



## Community Update: Pleasant Hill's 50th Anniversary!

Mark your calendar! A Dinner Dance Gala is being planned at the Contra Costa Country Club on November 12. Tickets will go on sale at City Hall this fall. Plan to be there!

November 13 will be a City-wide celebration at City Hall featuring special displays and events commemorating this historic year!

## Don and Norma's listings—fabulous buying opportunities!



**489 Fensair Ave, PH      \$399,000**

On a street of well maintained homes, this 3-bedroom, 2.5-bath, two-story home features a resort-like yard: stunning swimming pool, producing fruit trees, lawn, patio and side-yard RV parking. A short sale, value priced at \$399,000.



**330 Kathleen Dr, PH      \$514,900**

Idyllic setting: stunning, commanding oak trees on bonus-size lot create a serene backdrop for this 4-bedroom, 2-bath home, updated kitchen, charming dinette area and spacious family room, the focal heartbeat of the home.



**60 Linda Ct, PH      \$685,000**

Quality materials throughout this remodeled, updated tri-level home: quarter-sawn oak cabinetry, granite counters, stainless appliances in lovely kitchen. Glass-block walls in stunning bathrooms. 4th bedroom, 3rd bath are downstairs, perfect for guests, in-laws, or a home office. Gleaming hardwood floors, soaring ceilings, beautiful landscaping complete this offering on a quiet court off the beaten path. Fairchild Estates.



**487 Odin Dr, PH      \$449,000**

Lovingly maintained, this home offers a graciousness so often sought after. While the 4th bedroom lends itself to being a home office or guest room, the country kitchen and cozy family room lead to a large backyard and Mt. Diablo view. Walk to all schools, shopping. Good commute locale.



**172 Beverly Dr, PH      \$365,000**

Another value priced short-sale: approved by the bank but buyer bailed. This 3-bedroom, 2-bath offers a large room which lends itself to being either a master suite or a family room. Updated kitchen. Back on the market at \$365,000.



**21 Fairway Place, PH      \$259,000**

Built in 1978, this 1500 sq ft, 3-bedroom, 2-bath townhouse includes a two-car garage. All living is on one floor above the garage. A short sale, this one will take time to close, but it is priced competitively at \$259,000.

## The Flaskerud Team is here for you

Our team is humming along nicely. Like us, Erik shows property, writes contracts, and identifies potential foreclosure properties for our buyers. We assist distressed homeowners who need to sell to avoid foreclosure and the devastating toll it takes on their credit and psyche.

Sherrie Wagner continues to assist us in every way as we handle many listings and sales. It takes a team, and we all navigate this market nicely.

Give us a call; we would love to help you with YOUR real estate needs! 925-676-5859, or email us at:

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- [Erik.Flaskerud@gmail.com](mailto:Erik.Flaskerud@gmail.com) or
- [NormaJ49@gmail.com](mailto:NormaJ49@gmail.com).



Links to email can be found at  
[www.PleasantHillRealEstate.com](http://www.PleasantHillRealEstate.com)

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Pleasant Hill Real Estate--The Flaskerud Team

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## Notes like this mean so much to us!

Norma helped us with a bank-owned property that was demanding we release all contingencies within five days! Norma's help was invaluable in quickly lining up competent home, roof, and termites inspectors who did a great job for us. Norma kept a cool head throughout the process, and was a pleasure to work with. Thanks, Norma.

Dennis and Laurie  
Laduzinsky

We are so glad we chose to work with you as our buying agents. For years we have seen your signs all over Pleasant Hill; we always knew when the time came to buy or sell our house we would want to join the "Don and Norma Club!" With so many agents out there, we knew that anyone getting as many listings as you would have to be professional, knowledgeable, helpful, and nice. We were right! The two of you, plus Sherrie and Erik, make a great team. Only the best in the real estate business can be so successful for so many years; you have certainly earned your stellar reputation. We are grateful for the advice and leadership you provided and look forward to doing more business with you in the future. Please be sure to use us as a referral for anyone trying to decide on a great agent.

Sincerely, Kirsten & Jackson Riker, Pleasant Hill



**NEW  
SERVICE!**

The Flaskerud Team will now organize/run Estate Sales for those in need of such service. Shamon 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.*