



Don & Norma
FLASKERUD



REAL NEWS

Fall 2012

Market update

The real estate market has evolved, morphing from a buyers' market to a sellers' market in a few short months! Inventory shortage, multiple offers, reviewing offers in a week, back-up offers—all lingo resurrected from past markets, relevant to today's!

Some distinctive differences exist from past real estate trends and now!

- **Short sales:** while some banks have shortened response time, others, not so much—but buyers can get a good deal on a short sale, if they have time to wait months for bank approval!
- **REO:** real estate owned by a bank—usually a house in poor condition priced accordingly, sold as-is, buyer beware.



Both short-sales and REOs are less common than a few months ago. Will they surge again? Or is the dwindling number of short sales and foreclosed properties the new norm? Time will tell...rumor is the banks are holding off foreclosures until after the election! Time will tell.....

A major segment of our business and the market is the sale of homes of elderly who have either passed away or moved into assisted living. These are the folks who settled this Diablo Valley; the World War II veterans, the ones who moved to central Contra Costa County in search of a good life for their families, who can no longer live alone, maintain a house, or who have passed on. These homes tend to be dated, showing deferred maintenance. They are sought by buyers as they are usually priced on the affordable end. First time buyers or local contractors looking for a project house find themselves in competition with corporate buyers.

—continued on back page

Market stats

As of September 22 there were 26 houses for sale in all of Pleasant Hill. If you need to move, now's a great time. If you are a buyer, you need a Realtor with insider knowledge!

26 homes for sale? Compare that to September 2011: 88 homes for sale. The number of homes for sale is down 73% from last year!

Through August of this year 228 single family homes have sold in Pleasant Hill. In 2011 189 homes sold in that same time frame; sales are up this year 20%.

Sales are up, supply is down, prices are trending up. The bottom of the market came and went this past winter. To use a cliché, it went so fast our heads are still spinning!

As we said in our lead article, after the election, things might trend differently; time will tell!

Follow us on Facebook!



Pleasant Hill Real Estate—The Flaskerud Team

Call DON, NORMA, and
ERIK at 925-676-5859

Visit them at www.PleasantHillRealEstate.com.

Email them at DonandNorma@gmail.com.

Search the MLS: www.PleasantHillRealEstate.com

Don DRE# 00971602 ■ Norma DRE# 00867031 ■ Erik DRE# 01091688 ■ Remax CC Connection DRE# 01147677

Attention Bank of America mortgage customers

If you or someone you know has a Bank of America mortgage and is under water, in financial distress, there is a good chance for a Pre-Approved Short Sale with the seller possibly eligible to receive \$5,000-30,000 in relocation assistance and owe no more on the mortgage. Contact us and we'll easily establish if you qualify for the enhanced relocation assistance! You would sell with no out-of-pocket expenses and possibly walk away with thousands of dollars! Call us now! 925-676-5859 to determine eligibility. Bank of America is making this limited-time offer for clients looking for a dignified solution to a financial problem.

August foreclosures are down dramatically

August 2012 California Notice of Defaults were down 23.6 percent from the prior month, and down 49.1 percent compared to last year, per Foreclosure Radar.com.

Market update—continued from front page

Not only do corporate buyers offer "all cash," they also offer quick close, as-is, and top bid. A happy seller accepts the offer! Then? We have seen one of two things happen: all cash becomes a loan, which can delay closing. OR the buyer brings in all kind of inspectors, even though we sold it as-is and provided them with a full array of inspection reports prior to them writing the offer. They come back to us complaining the cost to fix it up is too high and they need the seller to lower his price. It's all a game to them—sure, a profit game, but to the seller, often an heir, it means everything! One day they are happily expecting a quick close, and the next their expectations are dashed to the ground! Eventually such deals do close but often for less money and in a longer time frame! It's tough for a normal buyer to compete with the corporate sharks!

It's a hard time to be a buyer, it really is. Of course much depends on your price point, on how much money you have to put down, and all depends on how high you are willing to pay for that special property you really want to buy!

Recently we had two sellers who would willingly sell to our buyer, who did not care if the house had full market exposure. If you were our buyer you would get first crack at such a property! Give us a call in case we can help you too! That's what a buyer needs—that inside edge. Become a Flaskerud Team insider and get the info on our new listings before they even hit the market! Just email us at DonandNorma@gmail.com to be on that list!



Erik and Don Flaskerud
of the Flaskerud Team

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

If your property is listed with another broker this is not a violation of your listing.

Recent activity by Don & Norma & Erik

Street	City	Price	Status	Represented
283 Gloria Dr	Pleasant Hill	\$505,000	SOLD	Seller
1655 Merian Dr	Pleasant Hill	\$285,000	SOLD	Seller
7 Holmsund Ct	Pleasant Hill	\$535,000	SOLD	Seller
1030 Pleasant Oaks Dr	Pleasant Hill	\$700,000	SOLD	Seller
1937 Westover	Pleasant Hill	\$460,000	SOLD	Seller
525 Shelly Dr	Pleasant Hill	\$710,000	SOLD	Seller
107 McKissick St	Pleasant Hill	\$457,000	SOLD	Seller
1798 La Playa Dr	Lafayette	\$703,000	SOLD	Seller
2973 Knoll Dr	Concord	\$175,000	SOLD	Seller
1960 Lucille Ln	Pleasant Hill	\$329,000	Pending	Seller
101 Soule Ave	Pleasant Hill	\$349,000	Pending	Seller
1150 Maywood Ln	Martinez	\$169,000	Pending	Seller



Community update...

Don and Norma continue to support the community. This month they will donate, as they have the past 6 years, all the food for the pancake breakfast the Pleasant Hill Lions Club prepares for volunteers at Community Service Day, September 22.



Don shaking hands with Vinnie Tracey, President of Remax International, who was visiting from the Remax home office in Denver, CO.



Don being installed as the new President of the Pleasant Hill Lions Club for the year 2012-2013 by Past President Ken Wombacher.



Erik at his recent marriage to Courtney Hansen, a lovely affair held at V. Sattui Winery, St Helena, CA.



Don and Norma riding as Citizens of the Year in the Pleasant Hill 4th of July Parade.

Freeway noise washes over Pleasant Hill

Some of us are deeply bothered by excessive freeway noise made noticeable since a 1990's widening of 680 and the new Monument Blvd interchange, especially at night and early morning. The sound walls next to the freeway disburse the sound in the shape of a mushroom, getting louder the further away it gets.

We recently contacted the City to see if Caltrans was aware of this effect and if anything could be done to alleviate it. We are happy to report: Pleasant Hill City Outlook features an article in September explaining Caltrans' plans to alleviate this, along with its schedule to do so! Thanks to our City staff for representing citizens of Pleasant Hill, advocating for us with Caltrans!

Don and Norma's listings—fabulous buying opportunities!



590 Creekside Road, Pleasant Hill \$650,000

Wow! A 0.9-acre lot in central Pleasant Hill, a close-in yet rural setting! So many people dream of building their own home on a lovely, level lot! Here it is! Call now for a private showing! This is a very unique opportunity! Don't miss out!

1. Buy it, spruce up the existing 2200-sq-ft adobe home, enjoy the cool interior created by thick adobe walls, the producing grape vines, berries and assortment of fruit trees, and create your own private Shangri-la in the backyard!
2. Buy it, split the lot into two, possibly three lots. Sell off the back lot or two, live in the adobe hacienda, enjoying the rural character of this secluded home while banking the money from the lot sale(s).
3. Buy it, split the lot, and remodel the adobe house, build one or two new houses and sell both or all three, turning a tidy profit on your endeavor!



42 Rolling Green Circle, Pleasant Hill \$400,000



3 bedrooms, 2 baths, 1408 sq ft, detached townhouse, at the end of a secluded court. Floor to ceiling dual-pane windows overlook the private patio, affording a pastoral view of trees plus squirrel and bird life! Gas fireplace heats charming living room. Kitchen features updated counters, stained glass doors in cabinet. Master bathroom has been updated and is next to the second bedroom/den. Upstairs is a loft with bath and spacious closet. Attached is a fully finished garage including the laundry. This is a sought after area and this one won't last long.

Coming soon!
407 Doulton Ct.
Pleasant Hill

407 Doulton Court, Pleasant Hill \$425,000

This charming 1960 home at the end of a court offers a stunning Mt. Diablo view from its partially tree-shaded backyard. 3 bedrooms, 2 baths. Kitchen opens to cozy family room. New appliances, fresh interior paint, and new floor coverings. Separate workshop in backyard. Charm and versatility are the key words to describe this "coming soon" listing!



Thinking of selling? Don't miss this year's hot sellers market!
Call us today to start planning!

Some of you live in a house that is a showcase; some in a house with that lived in look, which is so perfectly normal. Some of you live in a house you really want to fix up to sell; we can help all of you!

We have resources who will come in and buy your valuables and help you donate that which isn't good for resale. We have resources for flooring, paint, staging, contractors! We are your one-stop shop for all the help you could possibly need! Let's get started! 925-676-5859.