

Don, Norma
& Erik
FLASKERUD

RE/MAX Today

REAL
News

Spring 2015

Everything we touch turns to **SOLD!**

Changing of the Guard



The old guard is moving on; some passing from this earth, others to assisted living facilities. We've seen this trend the past 3-5 years but it seems to be accelerating.

Pleasant Hill grew quickly as a community when Poets Corner began in 1947. Strandwood Estates and Gregory Gardens were built a bit later. The ever sought-after Poet's Corner, though started as early as 1947, was built into the early '50s. (Did you know the first homes built had septic tanks until sewer lines were installed?)

Gregory Gardens began first selling homes on Betty Lane in 1949; the builder worked north from there, with the final homes being built in 1951. The trend was for World War II Veterans with new wives and young families to buy the affordable homes, prices starting in the \$6,000 range. Other notable sub-divisions came

later—the Westover Drive area including Creekside Park, Brookside Park and Lockwood homes—were built 1956 through 1960. The early '60s saw the Twinview/Cortsen/Croyden/Greenwich area built up.

So, imagine a buyer of those early homes; a veteran about 25 years old in 1950 would be 90 today. Most folks of that age cannot stay in their home; they need to move on. It is a difficult decision being faced day in and day out across this lovely town; we are being asked by the adult children to come in, meet with them and their parents to discuss the home's resale value and the process of preparing it for market. As we type this, four of our listings fit this scenario. Owners of both 1716 Elderwood Court, Martinez and 104 Lockwood Lane, Pleasant Hill moved to assisted living. Our upcoming listing on 423 Soule Avenue, Pleasant Hill is because a dear lady, Winifred Miller passed away; she will be missed by all her sons and friends. Same for 201 Patterson Boulevard, Pleasant Hill, with the passing of Erich Berthold.

We just closed 3163 Plymouth Drive, Lafayette, representing the son of the owner who passed away. He lives in Virginia, so we took on the role of project manager and oversaw all the work including interior paint, new floor coverings, new appliances and granite counters in the kitchen, new light fixtures, dry rot repairs, electrical repairs, and landscape spruce up. When all was said and done, that house was transformed from a tired rancher to a contemporary beauty and sold for almost 10% over

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**Don and Norma Flaskerud
are by far the best
real estate TEAM in
Contra Costa County!**



They made every step of the selling process painless, from initial pricing all the way through closing. They made it a point to walk me through all the paper work, answering any and all questions, helped me make informed decisions, and made sure every "i" was dotted and every "r" crossed. Real estate is their life and passion, something that you'll certainly sense the first time you meet them.

SOLD another home for me!!! Incredible service, just like the good old days, made the sale of this home in Lafayette a GREAT experience. Starting with the remodeling and renovation of the home in preparation for sale. Don and Norma took care of everything, yes EVERYTHING. The work was top notch, and every detail down to the staging of the home, was perfection.

Within 48 hours we had an offer that was beyond belief, and the selling strategy that Don and Norma had recommended was the driving force.

I can say with 100% confidence, if you select Don and Norma to assist you in your real estate needs, you won't be disappointed. They will treat you like family and make your experience one to remember.

**Don, Norma and Erik's listings—
fabulous buying opportunities!**



**423 Soule Ave,
Pleasant Hill \$775,000**

1,787 sq-ft home, 4 bedrooms, 2 baths plus bonus room/apt. on 14,875 sq-ft lot/.34 acre of serene soaring trees and blooming fuchsias—a pastoral setting in Poet's Corner. *Coming in June.*

1767 Ruth Dr, Pleasant Hill \$575,000

1,042 sq-ft home, .15 acre, 3 bedrooms, 1 bath, updated throughout; crown molding, recessed lighting, dual-pane windows, remodeled kitchen. Landscaped to perfection.

118 Sylvia Dr, Pleasant Hill \$569,000

1,098 sq-ft house/6,570 sq-ft lot, 3 bedrooms, 1 bath. New kitchen, remodeled bath, dual-pane windows, paver driveway, freshly painted interior in this expanded, charming Gregory Gardens rancher.

104 Lockwood Ln, Pleasant Hill \$699,000

Creekside Park: 1,692 sq-ft, 4 bedroom, 2 bath home on 8,610 sq-ft lot. Hardwood floors, spacious open kitchen/family room. *Coming soon.*

15 Ardmore Ct, Pleasant Hill \$830,000

4 bedrooms, 3 baths, 2,218 sq-ft home on .27 acre, 12,000 sq-ft lot at end of court. Updated kitchen features granite counters, custom cabinetry, stainless appliances. Hardwood floors plus new carpet. Two separate bedroom wings, living room, family room, and level private lot with deck, spa and lush lawn.

201 Patterson Blvd, Pleasant Hill \$775,000

4 bedrooms/2 baths. 1,849 sq-ft house/16,000 sq-ft lot. Poet's Corner: expanded home on corner lot with updated kitchen, master suite, hardwood floors, French doors to lush yard with azure in-ground swimming pool for summer fun! *Coming soon!*

Recent activity by Don, Norma and Erik

Street	City	Price	Status	Represented
172 Sylvia Dr	Pleasant Hill	\$525,000	PENDING	Seller
46 Banbridge Pl	Pleasant Hill	\$625,000	PENDING	Seller
1 Falcon Ct	Pleasant Hill	\$675,000	PENDING	Seller
43 Massolo Dr, #F	Pleasant Hill	\$325,000	PENDING	Seller
1716 Elderwood Ct	Martinez	\$435,000	PENDING	Seller
238 Thistle Cir	Martinez	\$330,000	PENDING	Seller
1948 Ardith Dr	Pleasant Hill	\$598,000	SOLD	Buyer
86 Santa Barbara Rd	Pleasant Hill	\$639,000	SOLD	Buyer
451 Turrin Dr	Pleasant Hill	\$637,000	SOLD	Seller
338 Strand Ave	Pleasant Hill	\$752,000	SOLD	Seller
7 Monivea Pl	Pleasant Hill	\$831,500	SOLD	Seller
1836 Donna Dr	Pleasant Hill	\$500,000	SOLD	Seller
3163 Plymouth Rd	Lafayette	\$970,000	SOLD	Seller
115 Begonia Ct	Martinez	\$475,000	SOLD	Buyer
1445 St James Parkway	Concord	\$340,000	SOLD	Seller
3428 Heather Rd	Antioch	\$275,000	SOLD	Seller



Market update

Year-to-date real estate home values have jumped up due to high demand and a low supply of homes. Multiple offers have been more common than not, putting upward pressure on home prices.

However, as we go to press the number of homes for sale is increasing. Some sellers are pricing their homes as if they were bid up, and those homes are languishing on the market. It is inevitable the appreciation will slow down as the year progresses. That being said, there is a high demand for lower priced homes, and last week we received 12 offers on a Martinez listing for \$435,000. The lower the price, the higher the demand. It was nice—painted, new carpet, new granite counters, new appliances, updated bathrooms, lovely yard/garden, nice court location, staged to showcase perfection! There will always be more buyers for a property like that. It was bid up 10%.



If I could give more than five stars, I would, because Norma and Don Flasterud are truly phenomenal real estate agents. They have integrity, commitment, and great hearts—which are all qualities I feel are extremely important. Norma was proactive at every step of our R.E. transaction process and was always available to discuss questions and/or concerns. She really made the process go smoothly with a great outcome for my husband's family and me. We would highly recommend her and her husband Don to represent your house and/or find you an amazing one like they did for us! This dream-team is top notch, professional and definitely on your side—they know Pleasant Hill and surrounding communities like the back of their hands and will never let you down. —Victoria



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the asking price in a matter of a few days. His return on dollars spent for fix up was about three-fold. Our seller was so happy; you can read his testimonial in this newsletter. One improvement he made—covering the red brick fireplace with slate added a wow factor, giving the home a contemporary vibe that really updated the house!

Keep in mind you live in a sought-after community. Pleasant Hill is highly regarded as a very pleasant place to live with good schools, good shopping, vibrant downtown, responsive City Hall personnel and government, and an excellent commute location, while



remaining affordable compared to towns over the hill, like Lafayette/Orinda/Moraga.

We are sad to see those who settled here, and made this town what it is, move on. But at the same time we welcome the new families settling here! Go downtown any day or night; you will be amazed at all the young families with strollers! We have a very vibrant community and are happy to play our small part in assisting in the changing of the guard.

RE/MAX Today
is a series sponsor of the
**Free! sunset by the lake,
summer concerts**

Join us 6:00-8:00pm on the lawn by the lake at
Pleasant Hill City Hall, Gregory Ln & Cleveland Rd
every other Sunday, starting May 24!

Go to www.pleasanthillconcerts.com
for bands and other details.

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

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