



Don &  
Norma  
FLASKERUD

# REAL News

May/June 2011

Everything we touch turns to **SOLD!**

## The Flaskerud team is growing

We are proud to announce The Flaskerud team has grown to four licensed agents. Don and Norma Flaskerud became Realtors in September 1987 when their two youngest children, twins Erik and Kari, were 20-month old toddlers. Fast forward to April 2011, and Erik, now a licensed Realtor, has joined the team!

Erik is really happy to join the business. He welcomes any and all buyer referrals. Eager to work with buyers, he looks forward to guiding them through the process, helping them find their dream home! He is also the techie of the group, working on innovative tasks for the Flaskerud Team who will soon be adding video tours to home marketing materials—an enhancement to their cutting-edge virtual tours. Last, and not least, Erik is part of their expert short-sale team. The team works hard and smart to coordinate the complicated maze of getting a home short-sale approved by the bank which has agreed to take less than owed. Of course the entire team specializes as well in representing people who need to sell.

In addition to Erik, Don and Norma's team includes the assistance of Sherrie Wagnor, a licensed agent. While handling mostly administrative duties, she also is available to show property or hold open houses. Clients have truly enjoyed getting to know

her, as they see she is a bright, capable, and hard-working member of the team.

We look forward to hearing from you to help with all your real estate needs! Give us a call at 925-676-5859.



Notes like  
this mean so  
much to us!

"You are Pleasant Hill," she wrote. "You both are wonderful and I will highly recommend you. Thanks again."

Thank YOU, Renee for your kind note.  
We were happy to help out  
with the house!



4th of July is  
just around the  
corner!



It is the time of year to start mailing in your donations for Pleasant Hill's glorious 4th of July Fireworks! Any amount contribution is welcome and encouraged! Send your donation to 4th of July Committee, PO Box 23272, Pleasant Hill.

## Recent activity by Don & Norma

Street	City	Price	Status	Represented
384 Maureen Ln	Pleasant Hill	\$372,500	Sold	Seller
15 Ardmore Ct	Pleasant Hill	\$688,000	Sold	Buyer
125 Adria Dr	Pleasant Hill	\$260,000	Sold	Seller
1022 Hook Ave	Pleasant Hill	\$337,500	Sold	Seller
508 Masefield Dr	Pleasant Hill	\$579,000	Pending	Seller
37 Vivian Dr	Pleasant Hill	\$299,000	Pending	Buyer
181 Devon Ave	Pleasant Hill	\$659,000	Pending	Seller
1858 Cannon Dr	Pleasant Hill	\$299,000	Pending	Buyer
321 Nancy Ln	Pleasant Hill	\$302,900	Pending	Buyer



## Market update

Re: Closed sales in Pleasant Hill, first quarter, 2011: 60% were short sales or foreclosure/bank-owned properties, 40% were normal sales. This differs from the past two years when 60% were normal, 40% were distress.

We have known for quite some time the banks need to unload their properties; it is happening now. We have known for quite some time people are struggling to hold on to homes for which they owe more than the home is worth, and after awhile the struggle gets to them and they short-sell the property. The good news is the banks are getting more organized and staffed up for handling them, the title companies have entire short-sale departments in place just to help us pursue them, and they are getting approved in shorter time frames. Bank-owned properties, while sold as-is, are a great opportunity for a buyer to get a good deal, often with financial incentives from the bank.

Inventory in our area is fairly low. Lower priced homes are selling quickly and often with multiple offers. The bottom of the market has gotten lower, as low as \$225,000 for a fixer single-family home. Remodeled/fixer up homes bring top dollar in their price range. Higher-end homes are mostly languishing on the market. In Pleasant Hill anything over \$650,000 does not sell easily or quickly. Since March 1 five homes priced over \$600,000 have gone pending; there are 19 listed for sale on M.I.S. With an average of 2-3 selling per month, that is 6-9 months inventory—not a seller's market.

In contrast, there are 13 single family homes for sale priced between \$500,000-600,000. Six have gone

pending the past two months; at that sales pace we have 4 months inventory, closer to an even market, not a buyer's, not a seller's, not going up or down in price. It means when a good one comes on the market, it gets a lot of attention and maybe multiple offers. Buyers are still very cautious and are not bidding prices up, but there is a strong chance the house will sell within 30-60 days.

In the \$400,000 to \$500,000 range, seven homes went pending in two months out of 19 listings—almost 6 months of inventory; and in the \$300,000 to \$400,000 range, out of 19 homes, 21 went pending the past 2 months, indicating a high demand at this price point. Any buyer working in this range should have a good, aggressive Realtor working for them because the good ones sell fast, with lots of attention.

Last, consider the very bottom of the market, priced under \$300,000. Thirteen went pending the past 2 months with eight currently active for sale, an even market, an active market with high demand. Again, a buyer at this price point needs an active "on the ball" Realtor in their corner, helping them find and buy the best they can buy.

One final point: recently we helped two clients buy property. In each case they were in competition with another buyer, another offer. In each case the other Realtor told us they knew of us by reputation and chose our client's offer (which was lower than the other offer in one instance) since they trusted we would work hard to make sure the sale closed, and we would represent legitimate buyers, unlike some other agents. Don't underestimate the value of working with an experienced Realtor with a track record of success.



# Don & Norma FLASKERUD

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Pleasant Hill Real Estate—The Flaskerud Team

Call DON & NORMA  
at 676-5859

Visit them at [www.PleasantHillRealEstate.com](http://www.PleasantHillRealEstate.com).  
Email them at [DonandNorma@gmail.com](mailto:DonandNorma@gmail.com).  
Search the MLS: [www.PleasantHillRealEstate.com](http://www.PleasantHillRealEstate.com)

## A community icon will be reborn!

It was the early '70s when Pleasant Hill proudly anointed its new Community Center on Civic Drive. On April 17, 2011 they closed its doors, soon to tear it down.

The architect designed it in such a way that the wood beams are rotting to the extent repairs would cost many 100,000s of dollars, so a bond issue was approved which will allow a new building instead. The decay accelerated to the degree the building was condemned a year or so earlier than planned and it will be torn down shortly.

But wait! Birds are nesting! In respect for nesting birds, the teardown probably will not happen until September, 2011. In the meantime, the building will be closed and fenced off. All activities thereon have been moved to other locations—a herculean task arranged by hard-working Pleasant Hill Rec & Park staffers.

On April 14, Norma attended the last Pleasant Hill Rotary luncheon meeting at the community center. Starting April 21 it was exciting to have a new meeting locale, though sad to leave the very comfortable McHale Room (named after our longtime member Tom McHale for his years of service to the Pleasant Hill Recreation & Park District). We will meet at St. Andrew's Presbyterian Church on Mary Drive, located nearby. Pastor Shel White is a member of the Pleasant Hill Rotary Club, so it syncs

perfectly to move the meetings to his lovely church campus which sports a beautiful new fellowship hall where many events will be held while the community center replacement is underway.

Over the years so many events in our lives have occurred at the Pleasant Hill Community Center: Don's **Pleasant Hill Lion's Club Crab Feeds** every January (we have gone for 30 years; not sure how many more years they had it before we joined in); my **Pleasant Hill Rotary Club's St Patrick's Day Dinner** fund raiser of many years; the **Pleasant Hill Dolphins Swim Team Awards Banquet/Night** in September which we first started attending 25 years ago...school dances, weddings, Christmas holiday events, too many events to number and list here!

That building holds within its walls so many memories, so many emotions for so many people...but from its ruins will rise an even better building, one for our future, for our children and their children to enjoy and build memories in! For now, we look back; for them, we look forward. And meanwhile, the nesting birds have a home.



**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 and Norma's listings—fabulous buying opportunities!



### Coming soon!!



**330 Kathleen Dr, Pleasant Hill \$524,900**

Four bedrooms, 2 baths, spacious family room opens from updated, lovely kitchen. Extra spacious backyard backing to open fields; an extra-special property.

**4226 Churchill Dr, Concord \$330,000**

Three bedrooms, 2 baths, updated kitchen in a very nice neighborhood off of Cowell Road on a quiet street. Amazing orange tree!

### Active listings...



**103 Hazeltine Circle, Pleasant Hill \$599,000**

4 bedrooms, 2.5 baths, 2270-sq-ft, built in 1988. From the soaring vaulted ceilings to the beautiful new kitchen, this former model home sparkles! With a large level yard, located on a quiet street, this two-story home includes the living room and formal dining room so many aspire to own. The great room effect of the kitchen, dinette, and spacious family room, today's most popular floor plan! All 4 bedrooms, including the master suite, are upstairs. The attached garage is fully finished.

[www.103Hazeltine.com](http://www.103Hazeltine.com)



**172 Beverly Dr, Pleasant Hill \$379,000**

Three bedrooms, 2 baths plus family room, a short-sale with bank approval! Sale fell through; now ready to go!

**1567 Ruth Drive, Pleasant Hill \$347,500**

Sought-after corner lot, plus improvements including a new kitchen, remodeled bath, new carpet and paint, mean this home will be in much demand. Double-pane new windows. RV sideyard parking and a terrific soaring patio cover make this lovely yard versatile. You can play and entertain outside all seasons of the year. Call now for a private showing. [www.1567Ruth.com](http://www.1567Ruth.com)



## Short sale specialists

A short sale is one in which a lender allows a distressed homeowner to sell for less than the amount owed on the mortgage. A successful short sale impacts a person's credit far less than a foreclosure. The seller must submit a detailed package of information (we guide you with what is required) illustrating the financial hardship and including the signed purchase agreement from a buyer. The lender can approve the sale, make a counter-offer to the buyer's offer, or reject the buyer's offer.

We are working on a constant flow of short sales; each one is unique. However, some standardization is occurring in the industry, moving the process along.

Erik is a certified HAFA specialist—Home Affordable Foreclosure Alternative program. Call us to see if you qualify; we will guide you through the process.

Norma is becoming a Certified Distressed Property Expert.

**We are here to help you!  
Call now for our assistance**

**Mortgage owed:  
\$550,000**

**Sold for: \$425,000!**

