

Don, Norma  
& Erik  
FLASKERUD

RE/MAX Today



REAL  
News

Summer 2016

Everything we touch turns to **SOLD!**

Summer 2016 home prices are at levels never seen before!

## Market update

Summer of 2016 home prices have escalated to never seen before levels. Just compare them to summer of 2015:



- ✓ In the first 6 months of 2015 in Pleasant Hill, 167 single family detached homes sold. The average sales price was \$663,318.
- ✓ In the first 6 months of 2016, 137 single family detached homes sold, 18% less than the year prior. The average sales price was \$717,616, 8.3% higher than in 2015.
- ✓ **Low supply + high demand = escalating prices.** It's what creates multiple offer scenarios.

But this year, as in prior years, the market cooled. The bidding frenzies settled down to a more normal scenario of one to three offers per house—or in some cases none.

Why? So many reasons! But bottom line is that continual bidding up of prices is just not sustainable. Buyers know that. It's too much, too fast. They back off, walk away, refuse to engage in bidding wars. It happens every year, but this year

the frenzy lasted until early June, while in prior years it cooled earlier, mid-April or May.

Prices are not falling. Stable is what we see. It should stay that way for the remainder of the year, into 2017, when we may see bidding wars begin again, with interest rates predicted to remain low. All is subject to change.



We will report what we know in coming newsletters because we know you care about your home's value. Need a market analysis? Give us a call. We are happy to meet you and see your home.

**We appreciate referrals, too;  
send us to your loved ones and friends,  
anywhere in the county! Happy to help!**

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

**FOR  
SALE**

### 184 Cynthia Drive, Pleasant Hill

**\$575,000**

Charming 3-bedroom home, with new paint in and out, mostly all new floor coverings. The added patio/bonus room, a great room off the kitchen, was done with permits but is not counted in the 1,042 square footage. Enjoy warm summer days swimming in your own pool, relaxing on the patio or playing on the lawn of the .15 acre lot. Central heat and A/C, fenced RV parking. High walkability from this friendly corner of Gregory Gardens!



### 5104 Roundup Ct, Antioch

**\$395,000**



Willamson Ranch Subdivision: 3 bedrooms + bonus room, 2.5 bath, 1680 sq' home with fabulous tropical pool and outdoor kitchen.

### 626 Maureen Ln, Pleasant Hill

**\$950,000**

Custom home built in 1984, on a .24 acre lot at the end of a court, expanded to 3,213 sq feet, with a stunning master suite upstairs, 5 bedrooms, 3 full baths in total. Formal living and dining rooms plus spacious family room. All new kitchen. Yard includes a pool for summer fun, plus room to barbecue, play and entertain. Walk to Strandwood Elementary and near canal walking trail.



### 593 Maureen Ln, Pleasant Hill

**\$660,000**



Lockwood home with 3 bedrooms, 2 full baths, 1,380 sq feet on .21 acre lot, built in 1960. Cosmetic fixer with upside potential. Walk to Strandwood Elementary and the canal walking trail. In popular Westover Drive area.

### 1985 Maybelle Dr, Pleasant Hill

**\$650,000**

Coming soon. Gregory Gardens: 3 bedrooms, 2 baths, family room, 1,826 sq feet.

## Thinking of selling?

You are no doubt wondering when is the best time to sell? If wondering should we sell this year or wait until next year, keep this in mind—come January the inventory of homes for sale is minimal, but buyers are eager and ready to buy. Every new listing gets perused by every buyer! Multiple offers are seen and home prices ratchet up accordingly. So, you are pretty much guaranteed. If you price your home strategically, a quick sale for top dollar.

But, if you can sell this year, like late summer or fall, you will get the benefit of the higher prices. Comparable sales will have raised your value. You may not get bid up further, but you will benefit from those that were.

### 5 reasons to sell this year:

1. Will sell for a good price based on sales earlier in the year setting new benchmarks for value.
2. Weather is still good for photos and for marketing your house.
3. Buyers are still motivated to find a house as inventory remains low.
4. You will sell before the new President is sworn in. With a new administration comes uncertainty.
5. Interest rates are supposed to remain low through the end of this year, motivating buyers to buy this year.

Call us at 925-338-2980 for our customized marketing plan for your house, or email us at [DonandNorma@gmail.com](mailto:DonandNorma@gmail.com).

**With us on your team you will find this process easy and stress free, while enabling you to sell for top dollar and even buy your next dream home! Let's talk!**

## Recent activity by Don, Norma and Erik

Street	City	Price	Status	Represented
415 Turrin Dr	Pleasant Hill	\$840,000	SOLD	Seller
704 Duke Cir	Pleasant Hill	\$625,000	SOLD	Seller
1949 Rose Ln	Pleasant Hill	\$621,000	SOLD	Seller
1943 Jeannette Dr	Pleasant Hill	\$605,000	SOLD	Seller
23 Pineview Ct	Pleasant Hill	\$920,000	SOLD	Seller
36 Mazie Dr	Pleasant Hill	\$686,000	SOLD	Seller
594 Cesar Ct	Walnut Creek	\$655,500	SOLD	Seller
5104 Roundup Ct	Antioch	\$395,500	Pending	Seller



Want to sell  
for top dollar?



The most  
beautifully  
remodeled  
house on a  
lovely lot in a  
great location  
always sells  
for top dollar!



Results  
matter!



Client  
feedback...

Our sales since April 1, 2016 have averaged \$63,833 over asking. We have many happy sellers who can attest to the advantage of staging, which we provide, and excellent marketing. Here's what some say:

*Don and Norma just sold my mom's house and they were GREAT. None of our family lived in the Bay Area, so they had to do a ton of extra work to get the house ready to sell—and it sold for 70k over asking. Bananas. We're super happy with the results and would recommend them to everyone.*

*Don and Norma did an outstanding job on this sale—going above and beyond what most realtors would do. They are knowledgeable and extremely easy to work with. I would highly recommend Don and Norma to anyone looking to sell or buy a home in Pleasant Hill. They are carrying on a long standing tradition of excellence.*



**Don, Norma  
& Erik**  
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Search the MLS: [www.PleasantHillRealEstate.com](http://www.PleasantHillRealEstate.com)

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## It all began 14 years ago!

Norma walked down to College Park High, arriving right before the fireworks began. Before she could find a place to sit, before she even felt the need to sit down, it seemed they were over!

She spoke to Don and her friends on the 4th of July Commission about what it would take to have bigger, greater, longer fireworks and learned the one-word answer—money!

So, Don and Norma began what has become a tradition—donating to the 4th of July Commission, yearly, with said donation earmarked for fireworks. So many have thanked us year in and year out and we have enjoyed seeing the crowds at the high school enjoy the show! More and more people come each year to enjoy them as the reputation grows, that Pleasant Hill really knows how to celebrate the 4th with a great fireworks display!

How can we carry on this tradition and make the fireworks even better? Fireworks creators continue to add more



pizzaz and drama, and we want those in our fireworks show! So, our commitment is to donate our usual \$2,000 PLUS! We will match donations made, earmarked as "matching funds," up to a total \$5,000 donation!

Are you interested? Please watch for future newsletters for directions on where to send your donation and how to mark it so we match it! Let's

all work together, tossing in a bit of money here and there, and continue to make Pleasant Hill's fireworks spectacular!

Don and Norma present their annual donation to Christopher Tipton, head of the 4th of July Commission.

