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Pleasant Hill Real Estate—The Flaskerud Team

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Email them at DonandNorma@gmail.com.

Search the MLS: www.PleasantHillRealEstate.com

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Pleasant Hill Yearly Statistics Single Family Homes

Year	Number of homes sold	Average sales price	Change in price from previous year
2004	425	\$590,211	+17.00%
2005	391	\$710,863	+20.0%
2006	286	\$700,732	-1.0%
2007	256	\$677,181	-3.0%
2008	215	\$530,000	-20.8%
2009	248	\$479,997	-9.4%
2010	243	\$480,535	0%
2011	292	\$434,160	-9.7%

Hard, cold facts:

- ✓ 2011: 292 single family homes sold in Pleasant Hill, an increase over 243 that sold in 2010 (+20%)
- ✓ 2011: average sales price \$434,160, a decrease from 2010 average sales price of \$480,535 (-9.7%)
- ✓ Summary: 20% increase in # of homes sold, 9.7% decrease in average sales price.
- ✓ Interesting statistic: 17 homes sold for over \$700,000 in 2010; only 10 sold over \$700,000 in 2011.
- ✓ 2011: 392 houses/condos/townhouses closed escrow
214 (55%) were regular sales
178 (45%) were bank-owned or short sales

Factoids—continued from front page

(supply typically comes to market ahead of the spring selling season) along with added listings of bank-owned properties likely to come to market.

✓ **Low appraisals continue to hurt sales activity.** Agents cited the challenges from appraisals, with most agents saying that low appraisals are frequently derailing transactions.

Don and Norma had a sale this fall: asking price, \$389,900; buyer came with a full price offer. It was THE prettiest, nicest home of that size we had seen in many months. Appraisal came in at \$340,000 and, even though we offered nearby comparables justifying a higher price to the appraiser, he found nearby distress sales at lower price points to support his analysis and would not budge. The buyer brought \$5000 more to the deal and seller agreed to sell for \$345,000 (they had found a house they wanted to move to and were motivated). No, the sale was not derailed, but the low appraisal cost the sellers \$44,900!

Research Analysts:

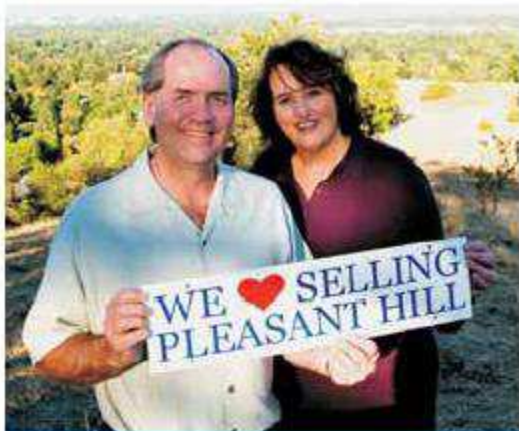
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Blog with us at <http://PleasantHillRealEstateandArea.blogspot.com>

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



Don &
Norma
FLASKERUD

REAL News

Winter 2012

Everything we touch turns to **SOLD!**

A look back at 2011 and forward to 2012

If your bank has told you “go ahead and do a short sale on your house,” keep in mind you can choose your own agent! For instance, Bank of America has just begun a program referring their clients to Remax Realtors who are certified CDPE: Certified Distressed Property Expert, like we are. But we are also Pleasant Hill specialists, which is an added value to a homeowner who needs to sell their Pleasant Hill home, short sale or otherwise. Listing with an agent whose specialty is selling in your neighborhood and your town is advantageous to you; keep that in mind and call us when you need help!

We feel compassion for homeowners in distress; we are here to help you. If you find yourself in that scenario, just give us a call.

A short sale, selling for less than the mortgage, with the bank's final approval, can be a blot on your credit for 2 years compared to foreclosure hurting your credit for 7 years; pursuing a short sale is a smart solution.

Interesting side fact: some banks will pay YOU anywhere from \$1000 to \$3000 at closing, if you qualify. Don't be shy; call us now for solutions to your situation. There are some surprising ones available.

Factoids per Credit-Suisse report based on a nationwide Realtor survey.

- ✓ **Year-end pricing tempts buyers.** In our December Monthly Survey of Real Estate Agents, we saw a slight improvement in buyer traffic, as significant year-end price cuts created a sense of urgency among buyers. We'd view the improved traffic more positively if it resulted from improved buyer confidence, rather than being driven by aggressive pricing.
- ✓ **The eager, the able, and the timid.** Buyer traffic was split between the Eager (investors and/or cash buyers in search of bargains), the Able (typical owner-occupants, responding to the low prices and mortgage rates), and the Timid (buyers concerned about additional price declines and job security).
- ✓ **Rising rents lead some buyers to act.** Interestingly, one of the drivers of the buyer traffic was the upward trend of rental rates. Low mortgage rates have not created much urgency, as rates are generally expected to remain low for at least the next year, but rental rate increases are leading some tenants to become owners.
- ✓ **Sellers bring prices down in an effort to find a sale before winter sets in.** Agents noted that many sellers attempted to cut prices to generate a sale before year-end.
- ✓ **Inventory drifts lower, but homes likely to return to market along with foreclosure listings.** We expect homes to return to the market at the start of the year

—continued back page

Don and Norma's listings—fabulous buying opportunities!

4226 Churchill Dr, Concord

\$299,000



In a lovely neighborhood, a freshly painted California rancher, built in 1956. Cheerful kitchen, ceiling fans, wood-burning fireplace, great room, inside laundry/utility room, and a prolific orange tree in the yard. Built-in desk in kitchen, adjoining dining/family/great room. Living room accented with wood beams, mirrors, fireplace, hardwood floors. El Monte Elementary, El Dorado Middle, Concord High schools.



1798 La Playa Dr, Lafayette

\$699,950



Sprawling 1972 rancher on 0.59 acre level lot. Serene neighborhood, idyllic creekside setting. From the make-sense floor plan of the original owner's well maintained home to the sprawling grounds, this home offers so much. Large rooms, spacious master suite, soaring ceiling in formal dining room. Outside workshop with electricity. Side gate offers sideyard access for RV, extra vehicles. Large veggie garden with irrigation. Fruit trees. Beautiful, hard-to-find setting.

907 Santa Cruz Dr., Pleasant Hill \$399,000



Perfection! Hardwood floors. Slate-surrounded wood-burning fireplace. Kitchen: granite counters, oak cabinets, Amana gas stove, Kenmore dishwasher, tile backsplash, eating bar, refrigerator. Carpeted family room, recessed lighting, wall sconces, wired for entertainment. Dining: laminate flooring, recessed lights. Master: walk-in closet, mirrored doors on second closet, nook. Master bath: jetted tub, shower. Inside laundry room. Hall bath: tile counter, shower-over-tub, skylight. Central heat, A/C. Dual-pane windows. Yard: patio, verdant lawn,

blooming shrubs, storage shed/ shelves. 2-car garage, RV parking. Schools: Gregory Gardens Elementary, Pleasant Hill Middle, College Park High schools.

212 Evelyn Dr, Pleasant Hill

\$399,000



Remodeled Gregory Gardens rancher with top quality improvements. Expanded closets and mirrored closet doors in bedrooms. Birch cabinetry, gas range, garden window, skylight, Corian counters in open kitchen. Coffered ceiling in dining area. Updated bath. Laundry/pantry room. Raised panel doors, Cozy Lopi fireplace insert, marble accent surround, hardwood entry. Dual-pane windows, central heat and air conditioning, plantation shutters. Exterior: carport, shed, vegetable garden, lawn, patio, sprinklers. Unique offerings include drive-through

garage, off-street parking, both back and side yards. Located on a tree-lined street, walking distance to schools: Gregory Gardens Elementary, PHMS, College Park High.

See more listings on next page....



4th of July
will be here soon!

It is not too soon to remind you to start saving your pennies, nickels, dimes, and quarters to contribute to the Pleasant Hill 4th of July Fireworks display! The grandeur of the evening makes every cent worth it!

Send donations to: 4th of July Commission,
PO Box 23272, Pleasant Hill, CA 94523



Recent activity by Don & Norma

Street	City	Price	Status	Represented
77 Donegal Way	Pleasant Hill	\$750,000	Sold	Buyer
489 Fensalir Ave	Pleasant Hill	\$387,000	Sold	Seller
1937 Elinora Dr	Pleasant Hill	\$345,000	Sold	Seller
509 Mesa Verde Pl	Pleasant Hill	\$380,000	Sold	Seller
1554 Shirley Dr	Pleasant Hill	\$225,000	Sold	Seller
1154 Santa Lucia Dr	Pleasant Hill	\$230,000	Sold	Buyer
21 Fairway Pl	Pleasant Hill	\$220,000	Sold	Seller
172 Beverly Dr	Pleasant Hill	\$305,000	Sold	Seller
345 Strand Ave	Pleasant Hill	\$532,500	Sold	Buyer
108 Poshard St	Pleasant Hill	\$363,000	Sold	Seller
1852 Pomar Way	Walnut Creek	\$220,000	Sold	Buyer
3103 The Alameda	Concord	\$335,000	Sold	Buyer
515 Isabel Dr	Martinez	\$510,000	Sold	Buyer
283 Gloria Dr	Pleasant Hill	\$525,000	Pending	Seller



Don and Norma's listings continued....172 Sylvia Dr, Pleasant Hill \$339,000

2633 Oak Rd, Unit E, Walnut Creek \$169,000
Two-bedroom, one-bath condo, Carriage Place; stylish fireplace, deck. Modern complex, walk to BART. Short-sale.

207 Jeanne Dr, Pleasant Hill \$359,000
3 bedroom, 1 bath on charming tree lined street. Central heat/air, dual-pane windows, granite counters, new range/oven, freshly painted, art-deco fireplace surround, attached 2-car garage with new door. Walk to schools. PENDING.

3 bedroom, 1 bath lovingly maintained rancher on quiet street with central heat/air, dual pane windows, attached 2-car garage. Walk to schools.

214 Sunspring Ct, Pleasant Hill \$279,950

Updated 2 bedroom, 2.5 bath Ellinwood townhouse with two masters. Upgrades include granite counters, lovely bathrooms, newer hardwood flooring, charming patio overlooking bubbling brooks. Attached garage.



Save These Dates!

Saturday, February 25

A delicious, all you can eat, **Crab Feed**. Fundraiser sponsored by the Pleasant Hill Dolfin Swim Team. Devon Flaskerud is the team head coach.



Contact Pleasant Hill Rec & Park for tickets.

Friday, March 16

The annual St Patrick's Night of Merriment, "**St Pat goes to Hollywood!**" A fun evening including delicious dinner and fundraiser. Come as your favorite Hollywood character.



Sponsored by the Pleasant Hill Rotary Club. Contact Norma for tickets.