



**Don, Norma
& Erik**
FLASKERUD

RE/MAX Today
367 Civic Drive #7
Pleasant Hill, CA 94523

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Pleasant Hill Real Estate—The Flaskerud Team

**Call DON, NORMA
at 925-676-5859**

Call Erik at 925-381-7276

Visit them at www.PleasantHillRealEstate.com.

Email them at DonandNorma@gmail.com
or EFlaskerud@Remax.net.

Search the MLS: www.PleasantHillRealEstate.com

Don CalBRE# 00971602 ■ Norma CalBRE# 00867031 ■ Erik CalBRE# 01891688 ■ Remax Today CalBRE# 00987361

What our clients say...

"Don and Norma Flaskerud provide the highest quality service. They know the market well, and they offer wonderful, insightful advice. They have helped us both buy and sell a home, and they were always readily available to us, and wonderful resources throughout the entire process. We cannot recommend them enough!"
—**Brian**

"Much gratitude for helping him close this chapter so graciously. My friend who used you two years ago was spot on regarding your sensitivity and professionalism. You will continue to be highly recommended. Thanks so very much!" —**Nancy and David**

"As out of state sellers, we were very impressed with their communication, diligence, & professionalism. Their ability to negotiate some difficult & unusual circumstances which were encountered during the process was invaluable. Their expertise & resources from many years in the Real Estate business was extremely beneficial. We highly recommend them without reservation." —**Robert & Jane**



Pleasant Hill Yearly Statistics Detached Single Family Homes

Year	Number of homes sold	Average sales price	Change in price from previous year
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%
2012	346	\$469,847	+8.2%
2013	369	\$574,470	+22.2%

Hard, cold facts:

- ✓ 2013—369 detached single-family homes closed escrow:
325 (88%) were regular sales
44 (12%) were bank-owned, foreclosures or short sales



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

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

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RE/MAX Today



REAL
News

Winter 2014

Everything we touch turns to **SOLD!**

The Project Manager

"Don and Norma are a real team with each having a complimentary set of expertise, so they can switch hit depending on what part of the process we were in. We had some repairs to do before putting the house on the market and we could not coordinate because we were out of the country (working overseas). Norma was able to supply good contractors, coordinate the repairs and then get the house on the market with nothing but email and very occasional phone contact from me."

—Rick

The above is a quote from our client who left his lovely Vineyard View home in our care when he moved to Brussels in August 2013.

Project Manager! A new job title we took on in 2013. Why? Clients, like Rick, who had to move overseas for a job; or Sandra, who had to move quickly for health reasons and could not manage the fix-up we envisioned would net them thousands of dollars (and it did); or Paula, who lived in Marin, needed surgery and could not oversee her parents' home's fix-up; or Tom and Sue, who moved to the peninsula; or Tim, living in Hayward, who couldn't be here daily to monitor the renovation of his parents' home. The reasons are many, the outcome the same; each of these sellers netted thousands more on the home sale because they invested in fix-up prior to selling. We oversaw several jobs this past summer and fall. It was exciting to see the home transformation and how well it was received once it hit the market! After the down market of 2008-2012, sellers found it beneficial to invest in their homes prior to selling and were able to net anywhere from \$10,000 to \$50,000 more when all was said and done!

Trust us when we say, we are here to help you in any way you need! Project manager? Done! Staging advice? Done! Market analysis and providing full market exposure? Done! Call Don, Norma and Erik and we'll be there to help you evaluate your home's value. As is? Fixed up? Need a contractor? We can help and coordinate! Call now: 925-676-5859

A big thank you to all who voted for us!

With much appreciation, we look forward to 2014. We'll continue working to be the best Realtors we can be! We thank all of you we've had the pleasure of representing thus far.

We look forward to meeting those with whom we have yet to work.

BEST WISHES
for a wonderful,
prosperous, healthy
2014!



Don and Norma's listing—fabulous buying opportunity!

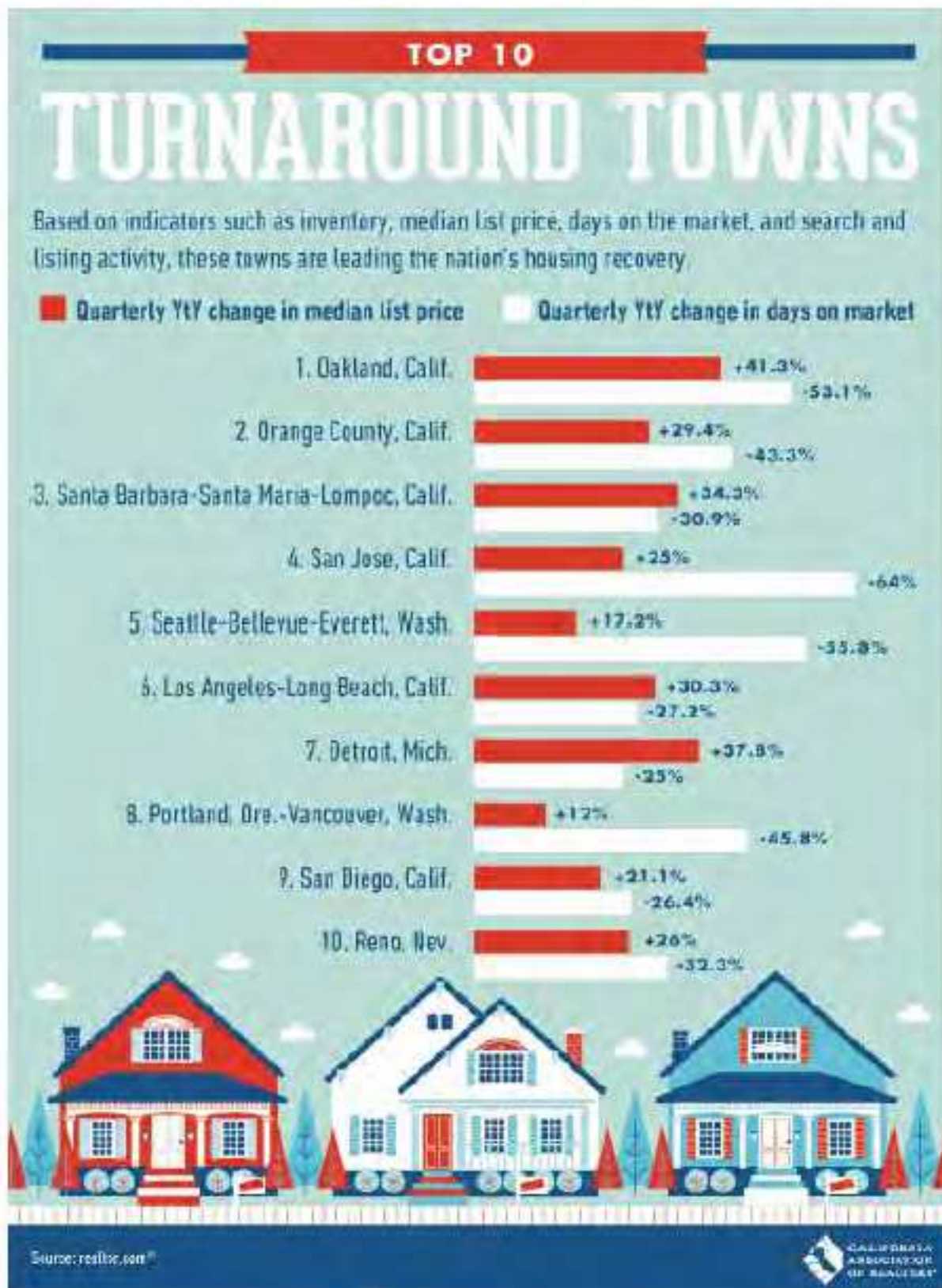


206 Poshard St, Pleasant Hill

\$740,000



Poets Corner: expanded and updated! 1,848 sq ft includes: four bedrooms, including a master suite with vaulted ceilings, mirrored closets, plus den; living and family rooms, dining room, updated kitchen/stainless appliances, granite, tiled backsplash, with breakfast bar; hardwood floors, new carpet, new tile; new lighting, updated baths. .37 acre level lot; expansive backyard, mini-orchard! Room to garden and entertain! Sideyard RV parking.



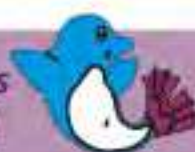
Client
feedback...

"Don and Norma are an incredible team. To find a realtor with integrity is unusual, but to find 2 with integrity, responsiveness, eagerness and vast knowledge of the local market is unreal! This team did an amazing job marketing our home, and wrapping a bow around the finalization of the sale. Nice job! It all went so smoothly, professionally and FAST! I know we could not have been this successful with this move if it wasn't for Norma and Don!" —Donna

"Don & Norma are the greatest!!! I have done several transactions with them and would never use anyone else. They are the best at what they do and I would highly recommend them." —John

"Amazing. I've seen their local listings for years. So I knew that when it came to sell my house I had to hire the most consistent (year over year) real estate professionals. In a down market, they got my house in escrow at nearly my asking price. Amazing professionalism, responsiveness and knowledge of the market and how to get a deal done. Don't waste your time on anyone else if you're listing your home in Pleasant Hill." —Steve

Attention PH Dolphins
Alumni Swimmers!



50th anniversary party August 22-23
Call 925-682-0896 for information!

Recent activity by Don, Norma and Erik

Street	City	Price	Status	Represented
105 Hardy Cir	Pleasant Hill	\$645,000	SOLD	Buyer
21 Elliot Dr	Pleasant Hill	\$510,000	SOLD	Seller
2104 Morello Ave	Pleasant Hill	\$635,000	SOLD	Seller
348 Kathleen Dr	Pleasant Hill	\$437,000	SOLD	Seller
408 Monti Cir	Pleasant Hill	\$770,000	SOLD	Seller
1700 Lucille Ln	Pleasant Hill	\$672,000	SOLD	Seller
110 Mulberry Loop	Pleasant Hill	\$620,000	SOLD	Buyer/Seller
469 Bifrost Ave	Pleasant Hill	\$580,000	SOLD	Seller
343 Strand Ave	Pleasant Hill	\$497,765	SOLD	Seller
346 Valley View Rd	Pleasant Hill	\$585,000	SOLD	Buyer
255 Jeanne Dr	Pleasant Hill	\$534,000	SOLD	Seller
815 Vineyard Ct	Pleasant Hill	\$762,500	SOLD	Seller
501 Winston Dr	Pleasant Hill	\$567,000	SOLD	Seller
127 Hardy Cir	Pleasant Hill	\$582,500	SOLD	Buyer/Seller
94 Sylvia Dr	Pleasant Hill	\$535,000	SOLD	Seller
255 MacGregor Rd	Pleasant Hill	\$799,000	SOLD	Seller
740 Camelback Rd	Pleasant Hill	\$555,000	SOLD	Seller
113 Poshard St	Pleasant Hill	\$715,000	SOLD	Seller
2080 Celeste Ave	Walnut Creek	\$670,000	SOLD	Seller
774 Sutton Dr	Walnut Creek	\$1,043,900	SOLD	Buyer
8020 Mountain View Dr, D	Pleasanton	\$380,000	SOLD	Seller



2013: Looking back

As predicted, interest rates rose mid-year and put the brakes on the hot/hot/hot market! Rapid appreciation slowed, market time increased, buyers were hesitant. But as summer transitioned to fall, buyers accepted 4.5% was not a horrible interest rate to pay (3.5% was gone). The demand for homes was there, but inventory was not. Multiple offers were seen yet again. As we begin 2014, inventory remains very low, in relation to demand.

One illustration: Poets Corner remains a very attractive area both to the people who live there and the multitude who wish they could. On December 10, we put 113 Poshard St. on the market for \$650,000. Within one week we had 85+ Realtors preview or show the house, had 10 offers, and it closed escrow for \$715,000 on January 7—4 bedrooms, 2 baths, 1798 sq ft on .25 acre with some updating. We cite this as an example of low inventory impacting a home's value!

Looking forward...



2014: we hope sellers will reach out to us, as the buyers are out looking. We need houses to sell! Yes, spring is a great time to sell, but so is winter! With low inventory and very motivated buyers, houses sell well in winter.

Who are the buyers? Investors are still there with cash, looking for the fixer with upside potential, but most buyers are looking for a nice place to call home! Some are young couples that grew up locally, looking for a home for their young family. Some are downsizing, or moving up, some are divorcees, some work in the City or peninsula and love our affordable homes! Call now—we'll help guide you through the process! It looks like 2014 will be a great time to sell a house! You'll get the benefit of 22% appreciation that occurred in 2013.