

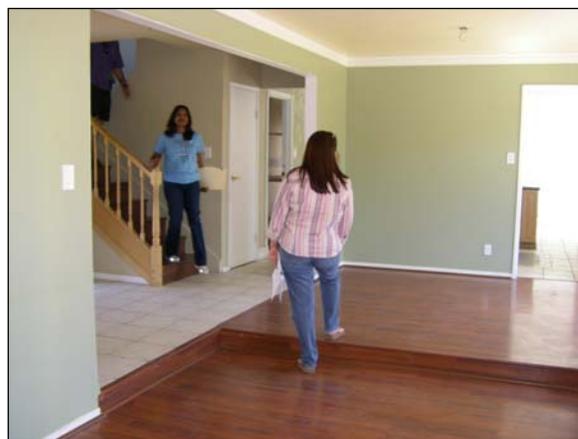
June 12, 2008

Dear Friends,

In our April newsletter, we announced our first REO “speed dating” caravan in Ventura of seeing inside 9 foreclosure homes in 90 minutes. That created quite a buzz! Two weeks later in May we did the same venue for homes in Camarillo. There was a good turnout and we had fun seeing a sampling of homes for first time buyers. Often times we hear people say, “I always wanted to see inside those homes!”



We followed up these 2 tours with a Home Buying workshop at the end of May. Don and I taught all about the loan, closing costs and the purchase offer. It was exciting hearing two past clients share their gut-wrenching in-the-trenches experiences as first time home buyers!



Do you know family, friends or colleagues looking to buy or invest? Exciting events are happening this month! On **Thursday evening, June 26th**, there will be another First Time Home Buyer workshop followed on **Saturday, June 28<sup>th</sup>** with an REO caravan in the North Oxnard area around St. John’s Hospital. The time goes fast, we have fun and there are lots of great homes for sale! Again, we’ve got all the details of what we’ll be covering on our website and blog, [www.DonNelsonTeam.com](http://www.DonNelsonTeam.com).

Don has been teaching a lot lately. Last week he taught a 3 hour continuing education course for Realtors at the Realtor Association office. Next Thursday (June 19) Don’s been invited to speak at the monthly meeting of the Santa Barbara/Ventura chapter of the American Association of Individual Investors (AAII) on “How to spot value and benefit from the current real estate crisis”. The meeting will be held at the Pierpont Inn and will have about 100-125 in attendance.

On the back we have info. taken from our blog, [www.VenturaRealEstateBlog.com](http://www.VenturaRealEstateBlog.com).

If you know anyone interested in buying or selling, we love referrals!

*Leslie Nelson*

We've been talking the last month or so about the stats called "Pendings" (homes that have just gone into escrow) as **a leading indicator**. Not to sound like a broken record, but look at the pendings in Oxnard compared to last year! Oxnard has 101 more pendings in the month of May 2008 than 2007. Locally, real estate activity is very strong.

We hear a lot in the general media about the number of unsold ("inventory") homes on the market – inevitably in doom and gloom contexts, like 11 months or more. Don has done an analysis and found that Oxnard is 9.1 months (and coming down), Camarillo is 6.5 months but Ventura is just 5.4 months. With the sharp increase we're seeing of homes going into escrow, it's not surprising to see the inventory levels fall.

Take a look at May's pending activity from our blog, [www.VenturaRealEstateBlog.com](http://www.VenturaRealEstateBlog.com).

	<b>Pendings:</b>			
	<b>A Leading Edge Indicator</b>			
	Single Family Homes and Condos			
		2008	2007	
		<b>Camarillo</b>		
	Site Links	January	41	64
		February	54	74
	Home	March	<u>46</u>	<u>73</u>
	Blog	Total 1st qtr.	141	211
	MLS Search	April	69	72
1031 Exchanges	May	69	69	
TIC Investments		<b>Oxnard</b>		
Buyers	January	99	87	
Sellers	February	140	83	
The Team	March	<u>167</u>	<u>76</u>	
Contact	Total 1st qtr.	406	246	
	April	165	61	
	May	176	75	
		<b>Ventura</b>		
	January	48	70	
	February	75	69	
	March	<u>79</u>	<u>88</u>	
	Total 1st qtr.	202	227	
	April	91	71	
	May	92	78	

