

June 23, 2009

Open house musings, cross currents and Making a Difference...

Dear friends and clients,



I've been holding open house for the past several weekends on a rental property we own. Summer's here, July 4th is just around the corner and we should be in summer mode, kicking back, watching sunsets at the beach and smelling the roses, but...



A few days ago at the mail boxes outside our office I asked a woman I know who was also getting her mail, "How's it going?" Normal response: "Fine". I then asked, "Peddling hard?" and she looked at me kind of surprised and emphatically said, "Yes"!

The famous opening line of Dickens' *A Tale of Two Cities* ("It was the best of times, it was the worst of times") resonates today because I know for some people these are very tough times. But on the other hand, I see a flood of entry level buyers taking advantage of depressed prices and low interest rates. Very happy campers! I see both sides of these *cross currents*.

Don and I often watch NBC Nightly News and have enjoyed a regular feature called "Making a Difference" - people making a difference in the lives of others going through tough times. The stories are amazing...and touching. But all around us I see people *making a difference*. I spoke to a woman in church on Sunday who travels for business. At a layover, while dining in a restaurant, she noticed a serviceman in uniform a few tables away and anonymously paid for his meal.



Another woman at church, Susan, has a son, Jordan, who has just finished his first week of Marine Corps boot camp. He comes from a supportive family and is an exceptional young man who will be a leader among men. Once the recruits were allowed to receive mail, he had 9 letters waiting for him! He wrote home that his morale was really low at that point so those letters meant the world to him, but he counted 13 other recruits who didn't get *any* mail. He told his mom, "You've got to get your ladies to write these guys!"

So last Thursday, a group of us women wrote personal notes to these 18 and 19 year old men whose names Susan got from Jordan. Susan personally hand addressed all the envelopes. This is the first time away from home for many of these young men, so these letters, instigated by Jordan and followed up by Susan, are making a difference. As the Marines chant, "Oorah"!

Don and I know many of you are also making a difference in the lives of others!

Have a great upcoming 4th of July!

Leslie Nelson

Inventory of homes is way...

and prices are heading...



This chart, copied from our website DonNelsonTeam.com, shows the huge drop in inventory, especially in Oxnard.

| Inventory Levels | | | | | | | |
|------------------|---------|-------|--------|-------|-----------|-------|-------|
| | Ventura | | Oxnard | | Camarillo | | Total |
| | SFR | Condo | SFR | Condo | SFR | Condo | |
| Feb 17 | 149 | 58 | 351 | 172 | 166 | 85 | 981 |
| Mar 13 | 139 | 59 | 317 | 151 | 180 | 69 | 915 |
| Apr 6 | 130 | 59 | 257 | 129 | 171 | 56 | 802 |
| May 7 | 126 | 50 | 206 | 89 | 143 | 49 | 663 |
| Jun 3 | 127 | 51 | 166 | 63 | 115 | 48 | 570 |

As you know, we track statistics for Ventura, Oxnard and Camarillo. When we saw the price per square foot numbers for April, we were surprised. They were up after months of decline. Was it merely a blip? We were curious to see what May would look like. This chart from the Los Angeles Times last week on June 18th shows it best:

