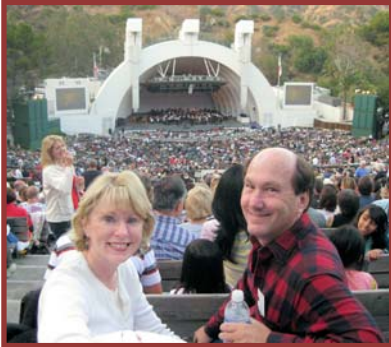


July - August, 2010

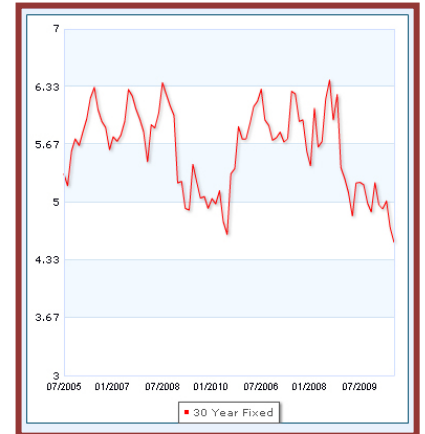
Dear Clients and Friends,

Summer time! It's been ages since Don and I have been to the Hollywood Bowl, so we celebrated the 4<sup>th</sup> of July with a patriotic tribute by the LA Philharmonic Orchestra followed by spectacular fireworks. What fun!

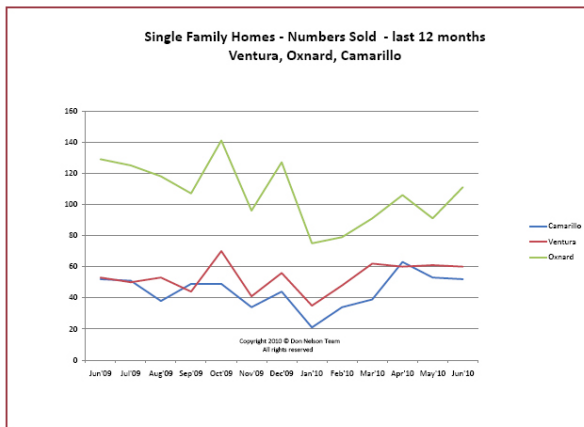


But the big news on the real estate front is the record breaking low interest rate for 30 year fixed loans! This chart from BankRate.com tracks 30 year, fixed rate mortgages for the past 5 years – the average is now near 4.5%.

Has this super low rate heated up the housing sector now that the federal tax credit of \$8,000 for first time homebuyers has expired?



Check out the post I wrote on July 13th, “Can all time low interest rate sustain real estate fever?” on our website, [www.DonNelsonTeam.com](http://www.DonNelsonTeam.com). Also included is the detail of this graph showing the number of single family home sales in the past 12 months for Ventura, Oxnard and Camarillo.



The number of houses sold peaked in April, then dropped with Ventura and Camarillo remaining rather flat and Oxnard starting to scream back up!

Graphs have always fascinated me to see at a glance the housing market trends – number of homes sold, sold prices, etc. So now we're providing charts so you can quickly see this data – **and foreclosure stats** - at a glance. For you die-hards out there, the traditional number stats remain a feature!



Check out our new graphs – it's fun to watch the trends!

On a side note – Don's been very busy the last few months taking a series of 4 intensive, week long commercial investment classes (CCIM) in Los Angeles and Orange County. Don comes back exhausted but excited with what he learns and can put to immediate use with his commercial clients and investors.

My time is focused on consulting and helping buyers and sellers in the residential side of real estate. I love the relationships and connecting with my clients!

Have a terrific rest of the summer and remember - your referrals make all the difference!

*Leslie Nelson*

Don recently did a “dog and pony” show for a group of about 40 kids on a field trip to Camarillo airport. They wanted to see what it was like building a “real” airplane.

Don’s finished 3 wings of his Tiger Moth bi-plane and is almost finished with the 4<sup>th</sup>. He’s working on the aileron for the wing and that’s what he was showing the kids.

Note the gap in the wing (behind Don) where the aileron is ultimately going to go...



But what the youngest kids **REALLY** liked was playing with all the different sized clamps we use for epoxying the wood pieces together!

