

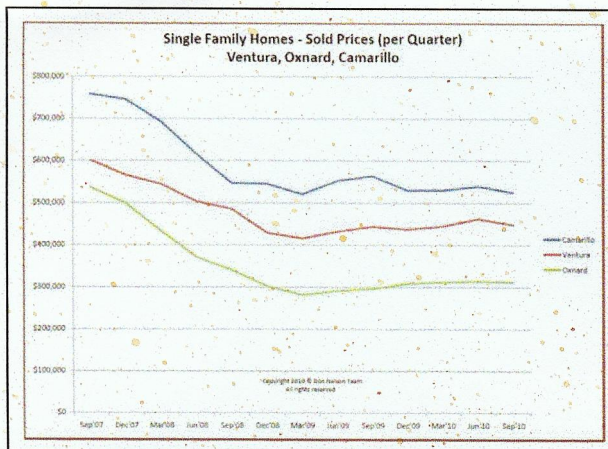
November, 2010

Dear Clients and Friends,

Fall is upon us and I can't believe Thanksgiving is next week! Somehow it seems like the past couple of months have simply screamed by for Don and me.

We frequently are asked: "What's real estate doing"? It's a generic question, but for many who only catch snap shots of national news about real estate, it's really wondering about the value of MY home – is it going up, going down? What's the "big picture"?

Unfortunately, the national news isn't really accurate for Ventura County. Looking at this chart from our website (DonNelsonTeam.com), we see that prices have stayed pretty level or even



increased a bit since hitting bottom in the spring of 2009. Foreclosures are also down. We're advising potential sellers (assuming they control the timing) to hold off until this spring when things should be better. However, we strongly believe this particular holiday season is a good time for buyers, especially with the lowest interest rates we've ever seen.



Don's had on his "bucket list" to see a space shuttle launch. With the Discovery launch being the next to last in the program we flew all the way to Florida earlier this month to see the 2 minute blast off from Cape Canaveral! We anticipated there might be delays and we thought a full week would be enough time – not

so! It's now rescheduled for early December – a night time take off which I hear is spectacular!

Don and I wish you a blessed Thanksgiving and a very Merry Christmas!



*Leslie Nelson*