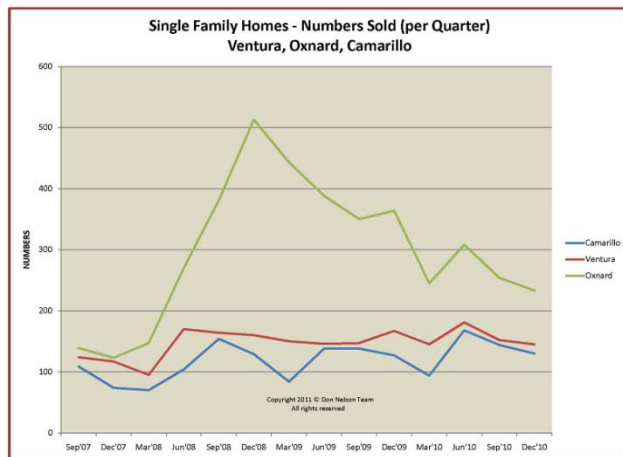


January 2011

Dear Clients and Friends,

Happy New Year! We trust 2011 will bring you success and rewarding relationships!

Watching the news it would seem that the housing market in Ventura County is similar to the rest of the country with falling home prices and foreclosures – not so! We carefully watch our local market and last week we completed our data tracking for 2010. The following charts show what's happened in the Ventura, Oxnard and Camarillo real estate markets. Find them at www.DonNelsonTeam.com.



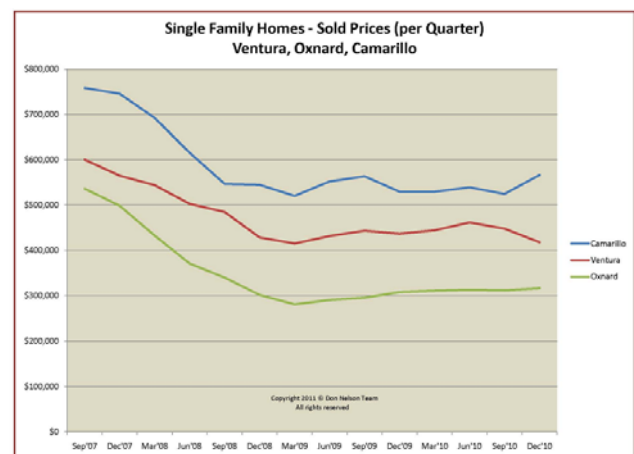
We track home **sales** on a monthly and quarterly basis and you can see the quarterly numbers give a good trend indicator. Oxnard looks like it's fallen off a cliff but that's due to adjustment from all the new home construction when prices were at their peak.

We can readily see the spike in home sales early last year because of the \$8,000 first time buyer credit and subsequent easing of sales. Home sales for Ventura and Camarillo have been relatively stable.

Looking at sales **prices**, we see the low point was spring of 2009. Camarillo has spiked a bit this last quarter while Ventura has trended downward. Oxnard has been very stable on a macro level.

On the whole, our real estate market has been stable this past year because Ventura County is still a highly desirable place to live, has a growing and vibrant economic base, and we're between the "high rent" neighborhoods of Santa Barbara to the north, Malibu and Encino to the south.

So if you're starting to think about moving up or buying a home – this is a great place and great time to do so!



Your referrals are important to us and make all the difference!

If you know someone who is considering buying or selling, please have them give us a call. We love to listen and help!

Leslie Nelson

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