

June, 2012

Dear Friends and Clients,

Summer's here (with some June gloom...) but Don and I had fun experimenting with the solar eclipse a couple weeks ago. I made a shoe box with a couple of pin holes (to watch safely) and went down to the beach at dinner



time and lo and behold – it worked! Not spectacular mind you, but you could see the shadow across the sun. But there was a guy next to us with his welding goggles and that was spectacular – very clear and easy to see.

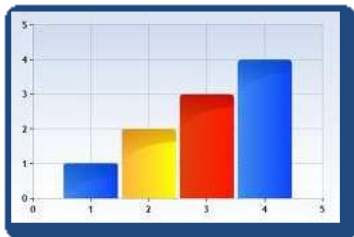
So with that success behind us, we tried to use our high tech shoe box to watch the Venus transit yesterday – that was a bust! The tiny sphere of Venus against the sun just didn't show up. Oh well...

On to housing and real estate news...



Bank of America just announced a new relocation assistance program for homeowners who may be facing decisions over their mortgage payments. For loans owned and serviced by B of A (and the old Countrywide), the bank is now offering up to \$30,000 if their home is not currently listed and they choose to do a short sale. If you know a friend or family member that might benefit from this, encourage them to give me a call.

In the recent past I've written blog posts about the **fierce competition for homes** at the entry point level. Last week I submitted an all cash offer for an investor, over asking price, and got the following email from the listing broker: "Unfortunately your offer was not close to where the offers have ended up... multiple counter offers... 15 offers 8 cash 7 financed, some waived many or all contingencies. Crazy in my book."



For those interested in all my monthly statistics for homes sold, price trends and the like, you can see the latest on our website at DonNelsonTeam.com

On the back, Don's had the opportunity to work with high school students over the years on his Tiger Moth project who have gone on to serve their country, and he says "Thank you" to them.

Above all, **thank you for your referrals!** We too have felt the weight of the real estate mess our country is muddling through. So we humbly "beg" you for remembering Don and me when you meet someone thinking about buying or selling! We never take for granted the power of a referral from a trusted friend or family member!

Leslie Nelson



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Today is Memorial Day, the end of a 3 day weekend of BBQ and play (or at least not work). But what did a Navy cover ("hat" to us civilians) on a monkey's head have to do with my Memorial Day?

Last evening, Sunday night, I was channel surfing and stumbled onto the live National Memorial Day concert held in front of the Capitol. I never watch these things, but for some reason I watched the 1 ½ hour salute to our veterans. I've never even attended a Memorial Day ceremony to honor those who've served our country.

I was deeply moved by the program, especially the tribute of a young recent widow to her late 22 year old husband, and the expression of a Vietnam era homeless man's life experience 40 years after the carnage he witnessed as an 18 year old, fresh out of boot camp.

Like millions of others, I've served in our military, but not "voluntarily". The Navy was my first employer for over 6 years after college, but only because I had a low draft number and didn't want to end up in the swamps of Vietnam. In reality, I was a civilian who happened to wear a uniform.

Being a somewhat cheeky young Lieutenant in our squadron, I used to keep my cover on that monkey's head, which was brought home from Asia in the hold of our P-3 airplane. That now tarnished cover still sits on that monkey head in my home.



That old cover reminds me years later I'm glad I served, and last night's concert reminded me I've had the privilege of working with exceptional young people who've helped me build the Tiger Moth - and that it's important to say "Thank You" to this new generation for serving us and our country.



Christina graduated from the U.S. Air Force Academy and is now an Air Force pilot.

Philipp graduated from the U.S. Coast Guard Academy and is now stationed in Seattle, about to receive command of his own Coast Guard vessel.



Andrea has just finished her first year at the U.S. Naval Academy. Her brother Rafael is currently on active duty in the Marines, would like to complete his university years after his Marine duty, and then return to duty as a Marine officer.



So thank you Christina, Philipp, Andrea and Rafael for serving. I'm glad and privileged to have known you!

Don