

April 8, 2008

Spring is here and March madness is over! Don and I watched the last few minutes of the college men's basketball tournament last night between Memphis (they beat UCLA in the Final 4) and Kansas. A thriller comeback by Kansas tied the game and forced overtime!

But I think we have our own version of March madness in real estate. We've heard the media say this housing crisis is the worst in our nation since the Great Depression. The Los Angeles Times just made reference to that a couple of days ago.

But there's always two sides to every coin. While trillions of dollars have been "lost" in equity for property owners, with prices coming down there is now a resurgence of entry level buyers coming back into the marketplace - which is good.

For new entry level buyers, Don and I are doing a **"speed dating" caravan** of showing **9 bank foreclosed homes in 90 minutes on Saturday, April 19th!** No more than 5 minutes MAX in a home! This caravan will cover mid and east Ventura. Please pass this info on to family members, co-workers or anyone else you think might be interested in buying a home. All the details are on our web site at **DonNelsonTeam.com**.

The media would have you believe home sales are down. **Oxnard home sales are screaming up** compared to last year! Camarillo is down, and Ventura is about the same. We just published **detailed statistics** for January, February and March on our blog at **VenturaRealEstateBlog.com**.



Many don't know what a blog is. It's really neat! We can throw up fast info and people (if they want) can respond with their opinions, comments, etc.

When you go to our web site, just click on the "BLOG" image and it'll take you straight there.

What we're tracking now is the Senate's proposal to provide a \$7,500 tax credit to home buyers of a foreclosed home. Congress is trying to figure out how to get the housing market going again. Other big changes Congress has made has been to increase the max ceiling of FHA loans to about \$730,000. For high rent areas like Ventura County, this will help many get loans for less cost than the previous "jumbo loans".

So bookmark your computers to stay up on local real estate trends!

- **DonNelsonTeam.com** and
- **VenturaRealEstateBlog.com**

Last, we love your referrals! If you know anyone thinking of buying or selling, please tell them about us!