Dear Friends,

Last month Don and I announced that we were going to do a "speed dating" caravan of showing 9 bank foreclosure homes in Ventura in 90 minutes. We had great fun! About 15 people enjoyed seeing a sampling of single family homes and condos from mid-town to the east end of Ventura.



We saw fixer uppers and ready to move into single family homes and condos.

Folks brought their cameras to capture what they wanted to remember about each home and took notes as they enjoyed browsing through these vacant bank owned foreclosure homes!



Next Saturday, May 17th, we're having another speed dating caravan – this time in Camarillo! 9 homes in 90 minutes! Do you have friends at work or family looking to buy or move up? Tell them about this and have them join us in the fun. Our website www.DonNelsonTeam.com gives all the details.

To follow up these REO caravans, on **Saturday, May 31**st Don and I are putting on a First Time Homebuyer Workshop. Again, we've got all the details of what we'll be covering on our website and blog.

If the only information we had is what the media tells us – I'd be scared! However, what the media tells us is national coverage, and regions like Ventura County are separated from the doom and gloom of the rest of the country!

Look at page two of this letter and see the true real estate activity of homes in Ventura, Oxnard and Camarillo. You'll be surprised! We track "Pendings" (homes that have just gone into escrow) as a leading indicator – check out the pendings in Oxnard compared to last year!



This is a copy of our Pendings page on our blog (www.VenturaRealEstateBlog.com) that tracks properties that have just gone into escrow. Camarillo's had a slow start this year, but has finally caught up to 2007. But look at Oxnard! It's screaming with home sales now! And Ventura is starting to move ahead of 2007 sales activity. We update these trends every month on our blog.

-6-		Pendings:	
Don	A Leading Edge Indicator Single Family Homes and Condos		
Don Nelson Team			
REALTORS		2008	2007
		Camarillo	
Site Links	January	41	64
	February	54	74
Home	March	<u>46</u> 141	<u>73</u> 211
Blog	Total 1st qtr.	141	211
MLS Search	April	69	72
1031 Exchanges	Арш	69	7.2
TIC Investments			
Buyers		Oxnard	
Sellers	January	99	87
The Team	February	140	83
Contact	March	<u>167</u>	<u>76</u>
Contact	Total 1st qtr.	406	246
	April	165	61
		Ventura	
	January	48	70
	February	75	69
	March	<u>79</u> 202	<u>88</u> 227
	Total 1st qtr.	202	227
	Amell	91	71
	April	91	7.1

This chart was fascinating to me – it's from an obscure Federal Agency called OFHEO. On the blog, I said "What's the OFHEO – and why do I care?" The big deal about these folks is that they are the federal agency that oversees Fannie Mae and Freddie Mac – and this is their current chart of national monthly appreciation rates! Interesting! Will it continue? Who knows…!

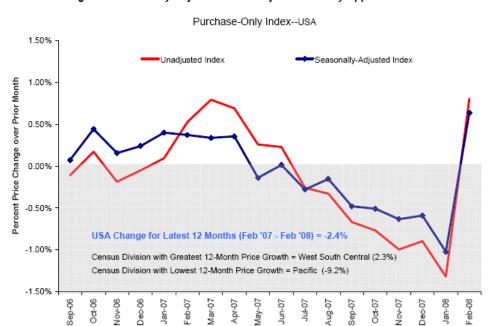


Figure 1: Seasonally-Adjusted and Unadjusted Monthly Appreciation Rates