

Scott Peck's Special Report

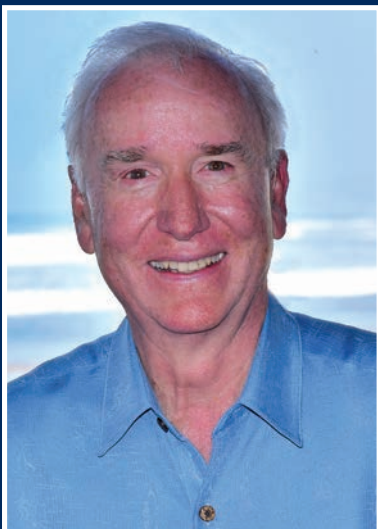
SENIOR STRENGTH

WHAT WE'VE LEARNED FROM SERVING SO MANY SENIORS

Moving Lives Forward



Photo by Scott Peck



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"Scott & Tanya are a dream team. They provided first class service from selling my home to finding my dream home."
Julie Ustin

SENIOR STRENGTH

My dad used to say that an "older" person is someone who is 10 years older than you. I think there's a lot of truth to that because the older you get, the younger it can feel.

Society measures "age" by years, but that so misses the mark. I'm a young (to me) senior citizen. To my 8-year old grandson, I'm ancient (although he's still impressed with my tech abilities). My real estate partner (Tanya) and I have a combined life experience of 120 years. That's a lot of earned wisdom. I'll let you try the math!

Today's seniors look out at the world with a mature and wide lens on life. They have been down many diverse roads and have an abundance of experiences. They have evolved deep resilience, resolve, and strength of character.



"You are like family."
Kathryn Fox

**When listened to
 seniors have a lot of hard-earned wisdom
 to share about life**

Some seniors are couples facing what to do next in their evolving lives. Other seniors are coping alone now that their spouse has passed. Still other seniors are single.

**Seniors are determined
 to hold on to their value & dignity
 which is not so easy in our youth-focused world.
 Seniors respect those who understand & listen to their
 hearts & respect their decisions.**



"It's like a dream come true. You do, indeed, move lives forward and do it with wisdom and Integrity."
Sandy & Gene Mora



"We are forever grateful for all that Scotty & Tanya did in selling our home of 46 years during the difficult COVID-19 pandemic."
Bob & Nancy Godfredson.

SENIORS ARE...

Last week, a probate attorney called. She was handling the trust of a former client who had passed on. That client's daughter was now the trustee responsible for selling her mother's home. Her mother, a client of mine from 10 years ago, had left instructions in her will for me to be used as the real estate agent to sell her home.

I've been put in many trusts & wills in just this way. My real estate partner, Tanya, has said: "Wow Scotty. You even get referrals from the afterlife. That's pretty amazing!"

I don't know of any higher honoring. For me, it is incredibly special to be chosen by so many senior citizens and their families when the moment comes to sell their home. Tanya and I serve them with our highest service & appreciation.

Here's what I've learned in serving so many delightful senior citizens over the past 32 years.

Seniors are Independent

A woman I served lost her husband. She had family in the Midwest. Tanya and I like to involve family members whenever we are serving a senior citizen - to make sure everyone in the family knows that the senior client is not being taken advantage of.

In this case, however, my client strongly stated: "That won't be necessary. I can make my own decisions. In fact, while my husband was alive, he made most of the big decisions. I'm enjoying making my own decisions now." She went on to sell her home with fantastic success & made all the seller decisions on her own.



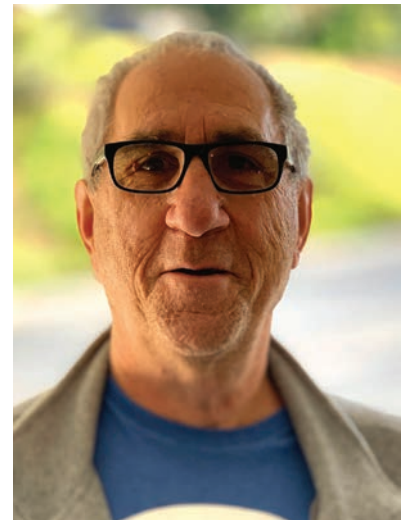
"You earned our heartfelt thanks for a most pleasant and low stress trip."

Suzanna Cooper



"Scotty & Tanya listed & sold our house in as professional & helpful a manner as anyone can hope for."

Dr. Frank & Helen Shu



"I couldn't have been happier working with Scott & Tanya."
Steve Sognalian



"Not a day goes by that I'm not aware of your lingering presence ... as one of the primary reasons I'm here ... and so blissfully happy "
Jeanette Stevens



Seniors are Bold!

A senior woman was referred to us by her friend. She had a spacious home and her husband had passed. She had remodeled the kitchen - under her own leadership. As she pondered selling and moving to a retirement home, she felt that she really preferred to stay in her home - despite others advising her to sell. She decided to stay put and continue enjoying her home.

Many seniors have made this same decision - much to the regret of their real estate agents. But not to us! To see seniors stand in their strength and do what they want to do, rather than what others think they should do, brings joy to our hearts. **Seniors are bold & alive!**

Seniors are Young at Heart!

One senior man asked me to sell his home. He had no children or family, so we talked together about the options ahead – like a father and son would do.

After reviewing the pros and cons of many different retirement homes, I finally asked him, “What are you really looking for in a retirement home?”

His intimate answer surprised me. He said, “I wouldn’t mind meeting someone to share my life with.” That answer completely clarified which retirement home was best for him - and he did find companionship there. **Seniors are young at heart!**



Seniors are Adventurous!

As I sat with another couple who decided to sell and move to a retirement community, the husband said, “We’re not looking at this as getting old and moving on. We’re looking at this as a new adventure in our lives.”



They sold a beautiful home and that home became the centerpiece for someone else’s new life and adventure. In fact, I also represented the buyer and the sellers could see firsthand how much joy their home would bring to it’s next owner. **Seniors are adventurous!**

That is the inside story of what really goes on in our real estate world as we help our clients move forward in their lives.

Seniors are Brave!

A senior husband and wife asked Tanya and me to sell their home. We asked, "What is most important to you in the sale of your home?" Because they trusted us, we had an intimate conversation. The wife, with some tears, said, "I want to get resettled closer to our kids & enjoy this with my husband." **It was a bold and brave decision** to move - & it worked!



Another couple asked Tanya and me to sell their home so they could move to a retirement home. After living in their home for 46 years, it was time. The burden of home ownership was also a factor. **It was a bold decision.**

They made the move right in the middle of the covid-19 period. Once they moved out, we took over the entire process & sold their home. We made it easy for them so they could

enjoy the entire process - and success - from the comfort of their new retirement home.



An 86-year old man had lived with his wife for 66 years in the same home in his small hometown. They loved it there, but, for the well being of his wife, they made the decision to move across the country to be closer to their daughter. **That was a brave decision.**

These seniors were my parents-in-law and I helped guide the sale of their home in another state. He often said, "Attitude is everything in life." I saw that in action! They had many years in Solana Beach to enjoy being close to their daughter, my wife - and enjoy their great grandson as well.



Seniors are Determined Caretakers



A senior couple asked me to sell their home. I asked them to share their plans & desires with me.

The husband said he wanted to get the home sold and his wife relocated to the right place & secure before he passed on.

This has happened with multiple senior couples we've served who show a deep sense of commitment to their loved one and wanting their partner to be cared for in the highest possible way.

**It is extraordinary
to see the determination and depth of love
our senior clients exhibit**

SENIORS ARE EXCEPTIONAL

You can see how much we enjoy serving senior clients – treating them with dignity and compassion while supporting their independence & wisdom. We listen. We share. We respect. We protect. We serve. And they succeed - financially & personally!

As you might guess, **this is exactly how we treat ALL our clients!** It's the quality of service everyone deserves.

Real estate - to us - is more than selling a physical structure - even though we are masters of marketing & selling homes successfully.

We are entrusted in moving lives forward. That's our focus – not just with seniors, but with every seller and buyer we serve.

STEPS WE TAKE TO HELP SENIORS

A senior move is more comprehensive than a typical sale. Seniors are most concerned with what in the world to do with all their furnishings and possessions, how to move through the legalities of a trust or probate sale, how to manage the complexities, timing, and perceived burdens of a sale, and how to make the transition to either a retirement home or new home while selling their home.

We are experts at managing and guiding seniors and their families through this intimidating process so the burden is lifted and the sales process becomes easy. Here's what we do:

- We make sure your new home or retirement location is ready and available before you ever have to move out of your present home.
- We liaison with trust or probate executors & family members - if you desire.
- We help you work with your trust and probate attorneys when needed.
- We help arrange an estate sale through qualified professionals - if this is your desire.
- We help arrange for the liquidation of your furnishings and possessions so you don't have to face the burden of doing it yourself.
- We manage any needed home improvements, as well as potential staging, to showcase your home to impress buyers & get the highest possible price.
- We have your home deep cleaned, at our expense, by a licensed professional cleaning company so that it is shining and ready to go on the market.
- We help and support you in making the entire transition with comfort & ease.

For Exceptional Success, Call Us Anytime

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PROPERTIES FOR SALE WITH SCOTT & TANYA



Sale pending!
Grand home in beautiful, quiet, private setting in Midori Shores. Half a block to walking trails. Walk to beach. Gourmet kitchen. Spacious rooms. Sumptuous Master Suite.



806 North Rios - Solana Beach

5 BRs + Game Room + Exercise Room 5.5 Baths
 4626 Sq Ft \$3,285,000



Serene single level in Old Del Mar offers the very best in modern & natural architecture. Completely remodeled home ready for year-round or retreat living.



560 Orchid Lane - Del Mar

3 BRs 2 Baths 2040 Sq Ft
 \$2,580,000



Beautiful 2-story home with golf view on almost 3/4 of an acre in prestigious Loma Del Cielo West. Custom home, tropical landscaping, & move-in ready to love!



1144 Via Mil Cumbres - Solana Beach

4 BRs 3 Baths 2863 Sq Ft .71 acre
 \$1,799,000



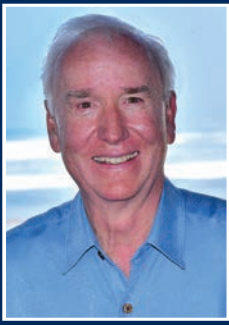
Just SOLD in 2020!
Remodeled single-level gem with panoramic ocean & lagoon view. Solana Beach life style at its best. Moments from beaches, golf, parks, & award-winning schools.



645 Santa Rosita - Solana Beach

4 BRs 2 Baths 1876 Sq Ft
 List Price \$1,495,000 Sold Price: \$1,511,520

Over 250 Grateful Clients



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Tanya
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NORTH COUNTY COASTAL We'RE RIGHT HERE FOR YOU



The 3 sisters in this photo asked us to sell their mother's home at 554 San Lucas in Isle Verde in Solana Beach. Their mother had requested that her daughters use us to sell her home. This was a celebration lunch in their parent's backyard because we are in escrow on their property. We are fortunate to also represent the buyers, who we look forward to having as neighbors.

From left to right: Shannon Peck, Scott Peck, Linette Langenhuizen, Ellise Zimmerman, Tanya Parks, & Crezell Wilburn.



Scotty & Shannon just bought matching folding Zizzo bikes. Throw in car. Ride. So much fun!



Tanya tandem surfing. She also loves gardening.
This is a gorgeous Hibiscus in her garden.