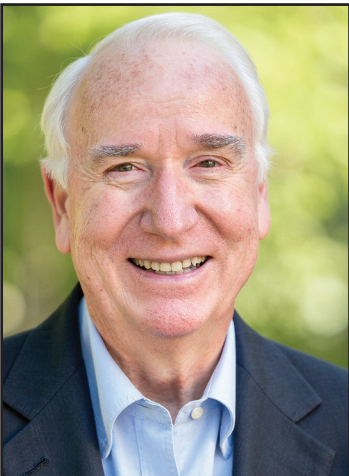


Scott & Molly Special Report

Real Estate Gliding Along Seeing Hidden Treasures



by Scott Peck



DRE 00999920

Scott Peck

Broker Associate

Molly Fleming-Galvin

Realtor Associate

*Moving Lives
Forward*

858.967.2604

760.994.9047

ScottyPeck@gmail.com MollyRealtor@gmail.com

ScottPeck.com



DRE 01462094

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Real Estate Gliding Along

Real estate is gliding along.

1. The median price gain for coastal North County vs 2025 has leveled off at about 5%.
2. Mortgage rates are still in the mid 6% range – & seem likely to stay there.
3. Inventory is about 10% greater than last year – but not expansive.
4. There is still a solid buyer pool – but they are picky.
5. Well priced properties are snapped up quickly.
6. Other properties are taking longer – with many price cuts.

We've had some good fortune this past month.

An agent from a different company received my May “butterfly” Special Report & called me. She had a private listing for sale in a lovely area of Solana Beach & was about to put it in the MLS. She asked whether I might have a buyer. We sure did!. Molly & I quickly arranged for our buyers to see the property & we were in escrow the following day as a private sale.

But that's just half the story.

These same buyers now had to sell their home in Lomas Del Mar – just up from Flower Hill Mall. We priced it at \$2,395,000 which was much higher than any previous sale in the community. The potential value of his home – because of it's unique location & upgrades – we thought could fall within a \$200,000 higher range. The sellers chose to list at the lower end – with hopes of creating multiple offers.

We held just one open house & received two offers in less than 24 hours. The next day, we were in escrow. It just closed - **for \$165,000 above our asking price.**

Dori & Jeff, our clients, were thrilled. You can see their testimonial on the back page.

If you're thinking of selling or buying, we invite you to learn what **Scott, Molly, & Compass** bring to the table for your success. We enjoy helping our clients succeed – & succeed well.

Market at a Glance - Coastal North County Homes

+5.0%

Median Home Price 2026 vs 2025

+7.1%

Average Home Price 2026 vs 2025

+9.7%

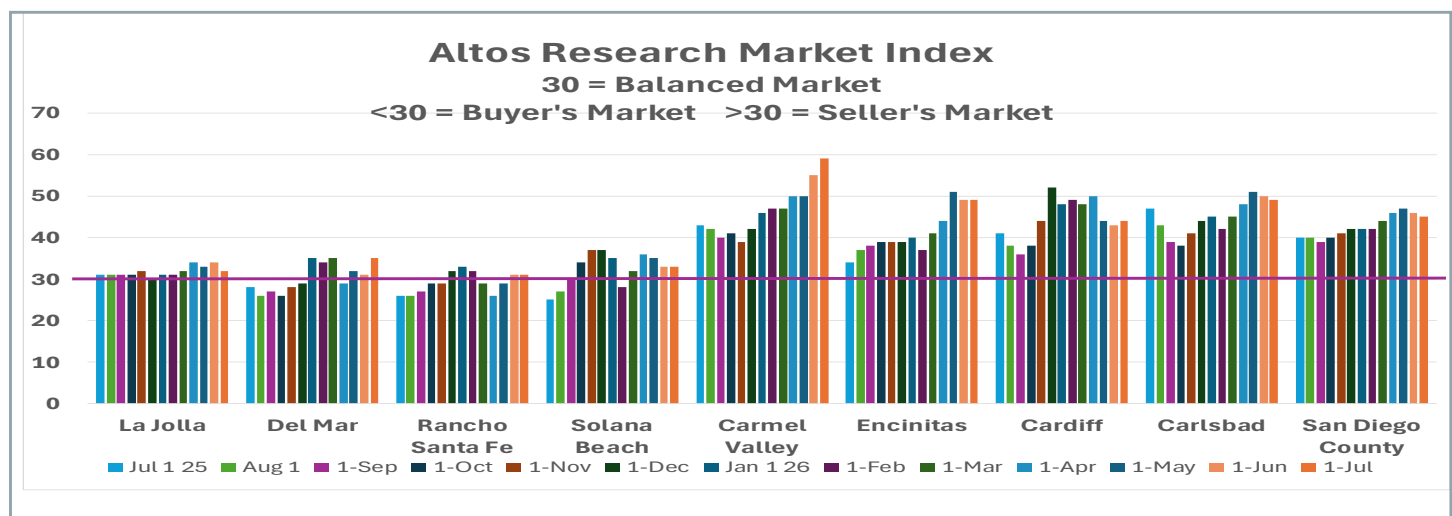
**Number
of Sales
2026 vs 2025**

6.59%

**Mortgage
Rate
July 1, 2026**

26

**Number
of Days
to Sell in 2026**



Seeing Hidden Treasures

By Scott Peck

Being a life-long photographer has taught me something I never expected – the world is filled with hidden treasures.

The Great Blue Heron on the cover is a perfect example. I was testing my new Nikon Z8 at the San Elijo Lagoon Nature Center. I was curious to see how well the bird-tracking system worked – with its ability to stay focused on a bird's eye – even in flight. As the heron glided toward a landing, I saw a graceful moment. My camera, however saw 15 moments. It was set to shoot 15 frames – per second.

The three photographs below were all taken within less than one second. I'm amazed at what happened in that tiny slice of time. The feet reach for the marsh. The wings reshape. The feathers soften. Every fraction of a second reveals something the eye doesn't see. **These moments are hidden treasures.**



Here's another hidden treasure – in my real estate life.

For the past 36 years in real estate, I believed that the individual agent was far more important to a seller or buyer than a real estate company. Experience. Success. Integrity. Listening. Negotiating. Solving problems. Those are agent skills that matter the most.

Then, two years ago, I invited Molly Fleming to become my partner and eventual successor – although I have no plans to retire anytime soon. I love serving clients. Molly was with Compass while I remained with eXp. Together we began serving my clients side by side. It was a big success.

Then something happened. I watched clients experience Compass from the inside – through Molly's eyes, words, & actions. Here's what I noticed:

Technology that simplifies transactions. Marketing that wins hearts. A culture that encourages collaboration instead of competition. Constant innovations – like the Compass Private Collection that allows sellers to explore the market privately with Compass agents before going public in the MLS.

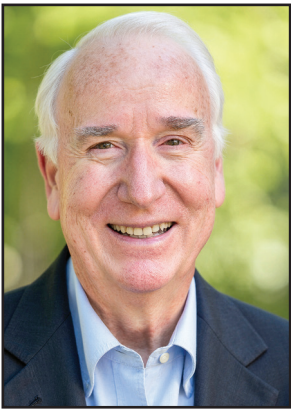
These became hidden treasures to me. Once I saw them up close, I couldn't unsee them.

Whenever I discover a better way to serve my clients, I embrace it. That's why I chose Molly as my partner. That's why I've now joined Compass.

I invite you to discover the hidden treasures of working with us – **an extraordinary team.**

Scott, Molly, & Compass

Moving Lives Forward



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Consider an Exploration Conversation

Many homeowners are quietly wondering if selling might make sense. No urgency. Just curiosity. Thoughtful questions.

Our motto is **Moving Lives Forward!** so we genuinely enjoy meeting well before a decision is needed. You're welcome to ask anything — about value, timing, preparation, or simply what the landscape looks like now. We offer candid guidance, thoughtful strategy, & honest perspective. No pressure. Easy conversation. Clear guidance.

If this feels helpful, call us & schedule a talk. We'll keep it simple, focused, & on your terms.

Scott 858.967.2604 Molly 760.994.9047

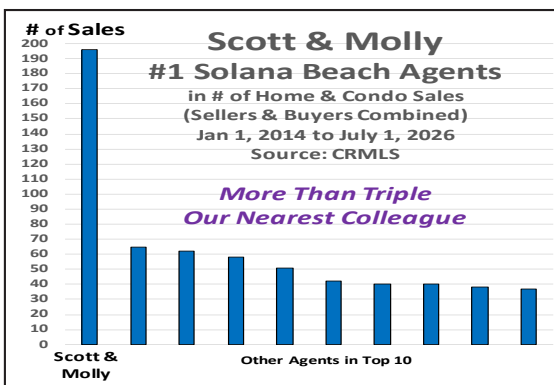
A Fabulous Team

“We met Scott at an open house two years ago. We were “just looking.” Scott introduced us to Molly & they made us aware of anything that might fit our profile. The market was tight & we were super-picky. Scott & Molly never wavered & never pressured. They patiently showed us property after property. They were always available & always with the most upbeat attitude.

When the right opportunity knocked, Scott & Molly were ahead of the game. They arranged for a sneak peek at a unique off-market property we had been hoping for. Their quick action enabled us to strike a quick deal. Then – within 2 days of listing our home for the “right” price – we had 2 offers above asking within a day.

The Scott/Molly partnership provided great support & resources, complementary skills, instant availability, constant communication, & ultimately success! **Scott & Molly are a pleasure to work with & make a fabulous team.”**

Jeff & Dori Patterson



Solana Beach is where we live & thrive. Scott lives in ESB & Molly in WSB. We are enormously grateful to be the **#1 agents in Solana Beach - by a landslide!** We also thrive in serving clients throughout San Diego. And – we help clients find **the perfect agent when selling or buying outside San Diego** – anywhere in the world.

Scott & Molly
Moving Lives Forward!