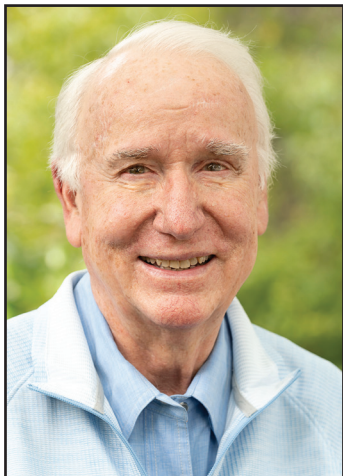


THE MARKET – 3 MONTHS INTO 2026

SMART IMPROVEMENTS TO INCREASE VALUE – & ENJOYMENT



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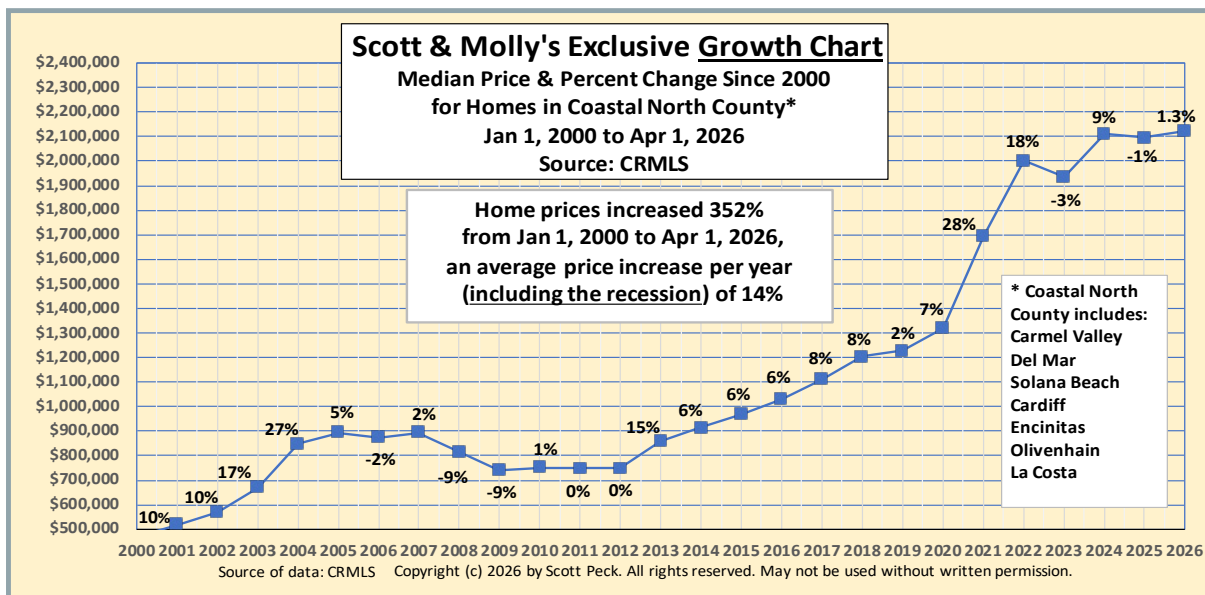


THE MARKET – 3 MONTHS INTO 2026

Here's what we see as we study Coastal North County (big picture) & Solana Beach – where we are grateful to serve as the #1 agents. **The market is picking up speed – & prices are rising.**

- **Coastal North County:** Prices up 1.3%. Volume down .3%. Interest rates dropped to 5.99%, then rose to mid 6's due to the Iran War. **1st Qtr Sold:** 320 homes. 173 condos. **For sale on April 1:** 278 homes. 201 condos. **Pending:** 143 homes. 68 condos.
- **East Solana Beach:** Inventory expanding. Some selling fast. Some sitting. **1st Qtr Sold:** 4 homes. 3 condos. **For sale:** 5 homes. 6 condos. **Pending:** 1 home. 1 condo.
- **West Solana Beach:** WSB volume & prices higher than ESB. Market time longer. **1st Qtr Sold:** 11 homes. 8 condos. **For sale:** 11 homes. 14 condos. **Pending:** 4 homes. 5 condos.

If you're quietly wondering what your home might command in today's market — let's talk. We bring clarity, depth, & strategic calm to what is often an emotional life transition. We deeply enjoy helping our sellers succeed - & succeed well.



Market at a Glance - Coastal North County Homes

+1.3%

Prices
2026 vs 2025

-.3%

of Sales
2026 vs 2025

6.47%

Mortgage Rate
March 1, 2026

28

Days to Sell
in 2026

What I See with My Camera

The cover image was taken from the balcony of Molly's beautiful condo listing in Surfson on Sierra. I leaned over the glass enclosure & saw this vibrant image of coastal living.

I also love capturing candid soul portraits. Shannon, my wife, is my favorite subject – although she is slightly less enthusiastic. So we have a game which makes us laugh a lot. She gives me 10-seconds to take her picture – & that's all I need. Here is one of those 10-second moments. We're grateful soul mates.



SMART IMPROVEMENTS TO INCREASE VALUE – & ENJOYMENT

BY SCOTT PECK

Shannon, my wife, has an eye for improvement. She envisions what elevates beauty & value – with an instinct for which improvements would generate the strongest return both financially & personally. Over many years serving clients throughout Coastal North County, Molly & I have also observed which upgrades consistently create the strongest buyer demand. It's wise to make improvements you can enjoy for years — rather than making them only to sell.

Here are 5 improvements that offer the strongest return on investment — and enjoyment:

1. **Kitchen — the Emotional Center of Your Home**. New counters, cabinets, flooring, & appliances do more than modernize a space. They transform how a home feels. Buyers respond instantly because they imagine gathering there. And while you live there, it becomes a joyful daily backdrop.
2. **Bathrooms — Private Retreat, Public Impression**. Beautiful surfaces, updated lighting, and a well-designed shower create immediate buyer appreciation — & quietly enhance your daily routines in ways you feel every morning & evening.
3. **Flooring — The Foundation of First Impressions**. Flooring unifies a home. Replacing dated carpet or worn surfaces with cohesive, modern materials — often luxury vinyl or wide-plank hardwood — can completely transform a property. Buyers feel it the moment they walk through the door — and so do you.
4. **Windows & Sliding Doors — Framing Light & Lifestyle**. Natural light is emotional. Updated windows & sliding doors brighten interiors, improve efficiency, & strengthen the connection between indoor & outdoor living. Buyers notice — & you enjoy the expanded sense of openness every single day.
5. **Infrastructure — Quiet Strength Beneath the Surface**. A new roof. Updated heating/AC. Solar. These upgrades rarely get attention — but they matter deeply. They move a home from “needing upgrades” to “well cared for.” Buyers value that reassurance — and you gain peace of mind.

If You are Pondering Home Improvements...

Molly & I are happy to meet with you & share our highest thinking.

Our guiding question is simple: **What improvements would increase your long-term value – and your everyday enjoyment?**

Give us a call. It won't be a sales call. It will be a friendly consulting visit. Many of our client relationships begin this way — long before a sign goes in the yard.

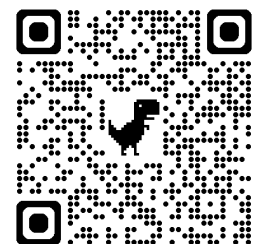
Scott & Molly
Moving Lives Forward!

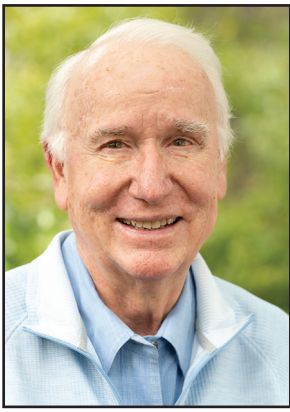


OUR MISSION is to act as advocates to support unhoused youth ages 17-24 & provide access to the resources they need to improve their quality of life.

We aim to get them off the streets into safe housing & help them attain self-sufficiency. We have helped thousands of youth find shelter and safe housing!

Please click the QR code to learn more & support these youth.





April, 2026

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Consider an Exploration Conversation

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

Our motto is **Moving Lives Forward!** so we genuinely enjoy meeting well before a decision is required. 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 promise not to stay longer than you want.

Scott 858.967.2604 Molly 760.994.9047

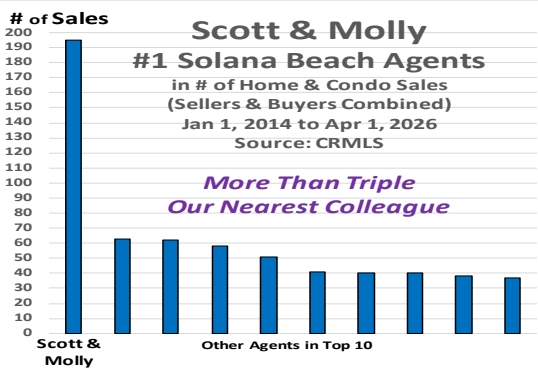
Individually Impressive, Together this Duo is Dynamite

Scott and Molly were wonderful to work with: energetic, efficient, knowledgeable, savvy, positive, and well connected with essential local resources. **They guided us expertly** on how to prepare and present the property & overcome every challenge for the best possible result.

This outstanding support was a big relief, a joy, & a blessing after my mom's passing. They made it easy to accomplish a successful sale from a great distance away, **going 'above & beyond' expectations of what realtors could possibly contribute.** At a stressful time, they truly moved our lives forward.

Individually impressive, together this duo is dynamite. We felt totally comfortable that **we were in the hands of real estate superstars.**

Lewis Collins (with his Mom, Nancy)



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!