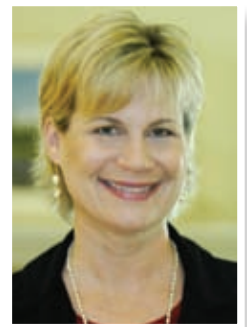


THE HONOR TEAM
Scott Peck & Bob Griswold
 & Associate **Cindy Wilson**
www.HonorTeam.com



Scott
 858-967-2604
ScottyPeck@gmail.com
 DRE # 00999920

Bob
 858-967-2608
RbGriswold@gmail.com
 DRE # 01228259



Cindy
 858-204-2969
CpWilson55@gmail.com
 DRE # 01816449

WELCOME TO YOUR NEW HOME!

WE PROUDLY REPRESENT EACH OF THESE GEMS. THEY ARE ARRANGED BY PRICE.

**Architectural Masterpiece
 West Solana Beach**



514 Seabright Lane
 3 BR 3.5 BA 3452 Sq Ft* .24 acre
 \$2,575,000

**Lagoon View Home Being Built
 Rural Del Mar**



2136 San Dieguito Road
 4 BR 3 BA 1.52 acres
 \$2,479,000

**Private "Castle" Ocean View
 West Solana Beach**



624 Canyon
 4 BR + Bonus Rm 4BA 3882 Sq Ft*
 \$1,699,000

**Grand Home in Cul de Sac
 Cardiff Composer District**



1510 Vivaldi
 5 BR 4.5 BA 3840 Sq Ft* .42 ac
 \$1,499,000

**Gorgeous Remodel & Setting
 Santa Helena Park Court**



951 Santa Helena Park Court
 2 BR + Loft 2.5 BA 1737 Sq Ft*
 \$627,000

**Spacious 1-Level. Golf View.
 Lomas Santa Fe**



440 Santa Helena
 5 BR 3 BA 2678 Sq Ft* .23 acre
 \$1,099,000

*Square feet per tax records



MORE GEMS FOR SALE BY THE HONOR TEAM

**Affordable West SB Condo
West Solana Beach**



620 West Solana Circle C1
2 BR 1 BA 1075 Sq Ft
\$399,000

**Fabulous Lot & Good Home
West Solana Beach**



630 Seabright Lane
3 BR 2 BA 1031 Sq Ft* .30 acre
\$915,000

**Beautiful Remodel & View
Lomas Santa Fe**



1177 Santa Luisa
3 BR 2 BA 1600 Sq Ft .35 acre
\$825,000

**Serenity! Sumptuous Gem
Lomas Santa Fe**



1348 Santa Luisa
3 BR 2 BA 1525 Sq Ft* .29 acre
\$825,000

**Estate Sale. Single Level
Lomas Santa Fe**



742 Santa Rufina
4 BR 3 BA 2150 Sq Ft* .22 acre
\$742,950

**Great Cul de Sac Location
Lomas Santa Fe**



1125 San Leon Court
4 BR 3 BA 2690 Sq Ft* .23 acre
\$805,000

*Square feet per tax records

Why Buyers Choose the Honor Team

If you are reading this, you are most likely a savvy buyer. You've explored homes online - probably with several search sites. You've driven around. You know the lay of the land. You love information. You love being independent. You don't want to be trapped by an agent. That makes you a savvy buyer. But you also want to make the most informed & wisest choice on such a huge life decision. That's why savvy buyers choose to team with us! We add an incredible dimension of information & expertise that causes our buyers to find the perfect home without any push, pay the right price, close without stress, & refer others to us with delight! This is win-win at the highest caliber of savvy success.



We've purchased eight homes in our lifetime, but the buying experience with you tops them all. Your market knowledge couldn't be better. We never felt the slightest bit of buying pressure, but instead, felt your complete concern with our needs. You only showed us homes that met our buying criteria and you facilitated our every need. You did everything you said you would do, when you said you would do it. We sincerely feel that, if anyone used any other Realtors, they would miss the absolute best!
Jerry & Cathy Collins

THANK YOU FOR YOUR REFERRALS!

Nature Sanctuary. Single Lvl
Lomas Santa Fe



1133 Santa Luisa
2 BR 2 BA 1251 Sq Ft* .24 acre
\$625,000

Magnificent Golf View
Lomas Santa Fe



636 Santa Helena
4 BR 4 BA 3565 Sq Ft* .26 acre
\$1,115,000

LEADERS! And Here's Why

This is a very tough market to analyze, but we do it every month - so we can maintain our position as "Leaders." You can read our full monthly e-briefing on our informative website at the link below. Or send us your email and you'll receive it on the first day of every month.

www.HonorTeam.com/market.htm

Copyright (c) 2010 by Scott Peck

"We can't begin to tell you how impressed we are with all you did for our family. Not only did you do an outstanding job of getting us top dollar for our condo, but you helped us find the perfect home in Encinitas for our family to grow up in.



Your honesty with us at every stage was refreshing. Your communication was superb. And your genuine caring for each of us was amazing. The icing on the cake was Cindy baby sitting for our kids so we could use your gift card to Jakes on the beach front.

Kent, Elham, Cadence, & Talia
Rarrick

Why Sellers Choose the Honor Team

We love representing these sellers - & marketing their properties beyond their highest expectations! Based on our superb marketing, communication, & success, it's not a surprise that 50% of our business comes from referrals from past clients. For example, imagine the power of this "Pitch" sheet you're holding! We put it inside the brochures at ALL of our many listing locations. Yes, it's expensive, but it has amazing marketing impact. And our beautiful 4-page brochures let buyers see & FEEL the quality of your home through our large, professional, compelling pictures. If you want excellence, great marketing, fabulous communication, no pressure, & success beyond your highest expectations, we're the ones.



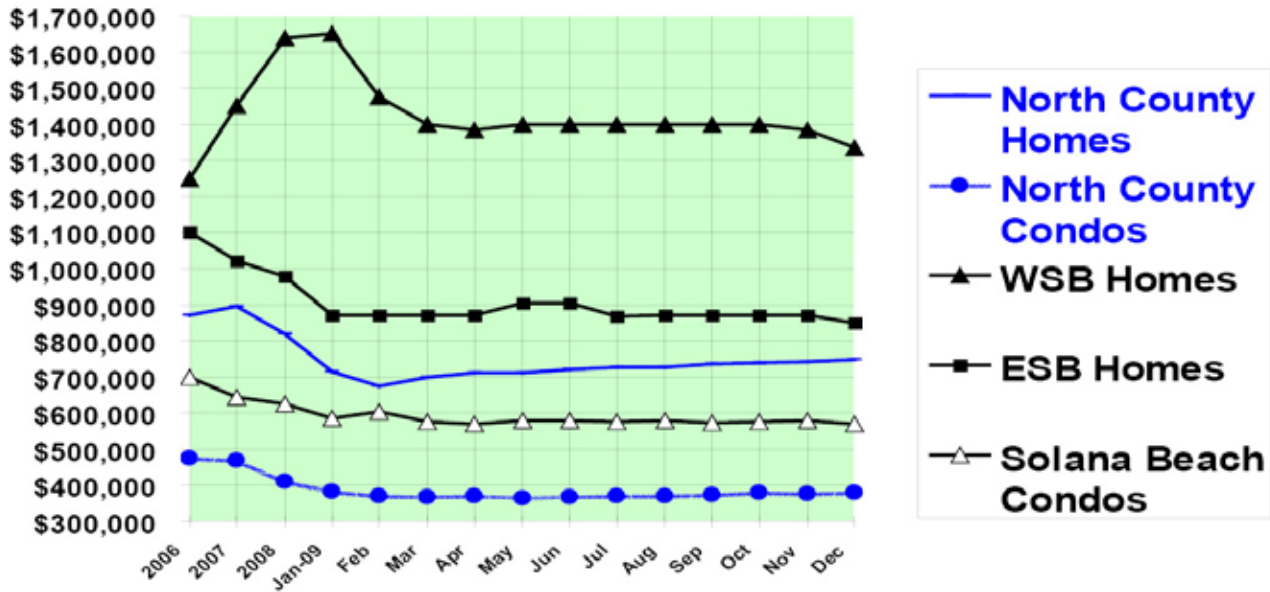
You are absolutely amazing! At a very challenging time in my life, your insight & wisdom helped me make tough decisions without feeling pressured in any way. You have my utmost respect, gratitude, and appreciation for guiding me through sensitive financial and emotional times. Your immense kindness and continuous caring for me as a person continually uplifted my spirits & made our work together - selling not just one, but two properties - an amazing journey & outcome. I was also awed by your fabulous marketing. What you did for me was a miracle. I'm an Honor Team Raving Fan!"

Erika Jorgenson

Savvy Sellers & Buyers Choose The Honor Team

#1 Sales Agents in Solana Beach - 2008 & 2009
 (Over 40 transactions during the 2008-09 recession!)

Exclusive Honor Team
 Coastal North County & Solana Beach Median Price Chart



The Honor Team: Beyond Your Highest Expectations!

Honor Team Sales Report (from Scott, Bob, & Cindy)

North County Coastal Sales Comparison for 2006, 2007, 2008, & 2009

Community	# Sold	Median Sale Price 2006	# Sold	Median Sale Price 2007	# Sold	Median Sale Price 2008	# Sold	Median Sale Price 2009	% Diff 2008 to 2009	% Diff 2006 to 2009
Del Mar homes (92014)	123	\$1,675,000	136	\$1,525,000	96	\$1,527,500	128	\$1,350,000	-12%	-19%
Del Mar condos	44	\$770,000	57	\$815,000	40	\$785,000	45	\$555,000	-29%	-28%
Solana Beach homes	89	\$1,200,000	72	\$1,237,500	68	\$1,213,750	67	\$1,075,000	-11%	-10%
WSB (West of I-5)	55	\$1,250,000	39	\$1,450,000	41	\$1,640,000	42	\$1,333,750	-19%	7%
ESB (East of I-5)	34	\$1,100,000	33	\$1,020,000	27	\$980,000	25	\$850,000	-13%	-23%
Solana Beach condos	96	\$700,000	81	\$645,000	65	\$625,000	87	\$570,000	-9%	-19%
Cardiff homes (92007)	76	\$1,043,000	64	\$929,000	47	\$797,500	57	\$785,000	-2%	-25%
Cardiff condos	63	\$550,000	54	\$466,750	44	\$475,000	40	\$452,500	-5%	-18%
Carmel Valley homes	438	\$999,950	431	\$1,000,000	366	\$957,500	375	\$852,000	-11%	-15%
Carmel Valley condos	256	\$481,250	339	\$491,900	233	\$462,000	258	\$411,250	-11%	-15%
Encinitas homes (92024)	402	\$849,500	390	\$877,000	315	\$775,000	338	\$720,000	-7%	-15%
Encinitas condos	165	\$475,000	141	\$450,000	111	\$421,000	139	\$360,000	-14%	-24%
La Costa homes (92009,11)	679	\$839,000	625	\$843,900	539	\$765,000	610	\$693,750	-9%	-17%
La Costa condos	373	\$435,000	297	\$415,000	274	\$375,000	301	\$335,000	-11%	-23%
Carlsbad homes 92008,10)	289	\$680,000	262	\$675,000	239	\$580,000	255	\$545,000	-6%	-20%
Carlsbad condos	180	\$477,500	156	\$433,700	132	\$417,000	166	\$360,000	-14%	-25%
All Homes	2096	\$870,450	1980	\$895,000	1670	\$818,875	1830	\$749,250	-9%	-14%
All Condos	1177	\$475,000	1125	\$470,000	899	\$411,000	1036	\$378,450	-8%	-20%

Leaders!

Scott Peck 858-967-2604 Bob Griswold 858-967-2608 Cindy Wilson 858-204-2969