

CRESTA BERNARDO

Broker Co-op Program

Easy as 1 - 2 - 3!

1. Accompany your clients on their first visit to the sales office.
2. Register your clients.
3. We do the rest!

(619) 676-3381

Amount of broker co-op is 2% payable at close of escrow. It is mandatory that you accompany your clients to the sales office on their first visit. Unaccompanied broker clients will void this offer. All contractual paperwork to be on Gateway Marbella, Inc. forms. It is the referring agents responsibility to make certain that the referral fee is included in the Gateway contract at the time the contract is written. Referring agent can accomplish this by keeping in contact with his clients and the Gateway sales office.

GATEWAY



MARBELLA ASSOCIATES, INC.

CRESTA BERNARDO
SALES PRICES
FEBRUARY 24, 1997

PLAN 1	3210 Square Feet	
	Lot 15 - \$399,990	CLOSED
	Lot 16 - \$404,990	CLOSED
	Lot 17 - \$399,990	SOLD
	Lot 18 - \$399,990	*
	Lot 19 - \$396,990	
PLAN 2	2713 Square Feet	
	Lot 2 - \$352,990	**
	Lot 3 - \$349,990	
PLAN 3	2853 Square Feet	
	Lot 1 - \$346,990	

PAMELA NUCCIO
SALES CONSULTANT
(619) 676-3381

GATEWAY MARBELLA ASSOCIATES, INC. RESERVES THE RIGHT TO ADJUST
PRICES UPWARD OR DOWNWARD WITHOUT NOTICE OR OBLIGATION

* Includes upgraded flooring, maple cabinets,
corian countertops and handrails

** Includes upgraded flooring



CRESTA BERNARDO

ANTICIPATED SALES PRICES

May 21, 1996

PLAN 1

3,210 Square Feet

Lots 15 - 19

\$349,999 to \$379,990

PLAN 2

2,713 Square Feet

Lots 2, 3

\$339,990 to \$355,990

PLAN 3

2,853 Square Feet

Lot 1

\$329,990 to \$339,990

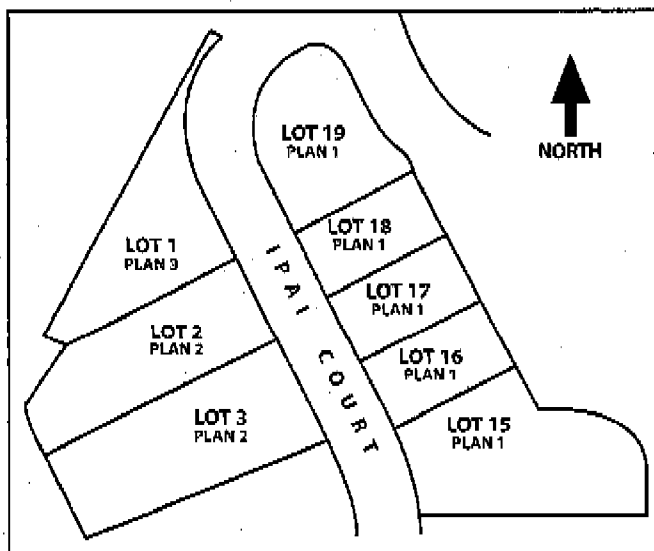
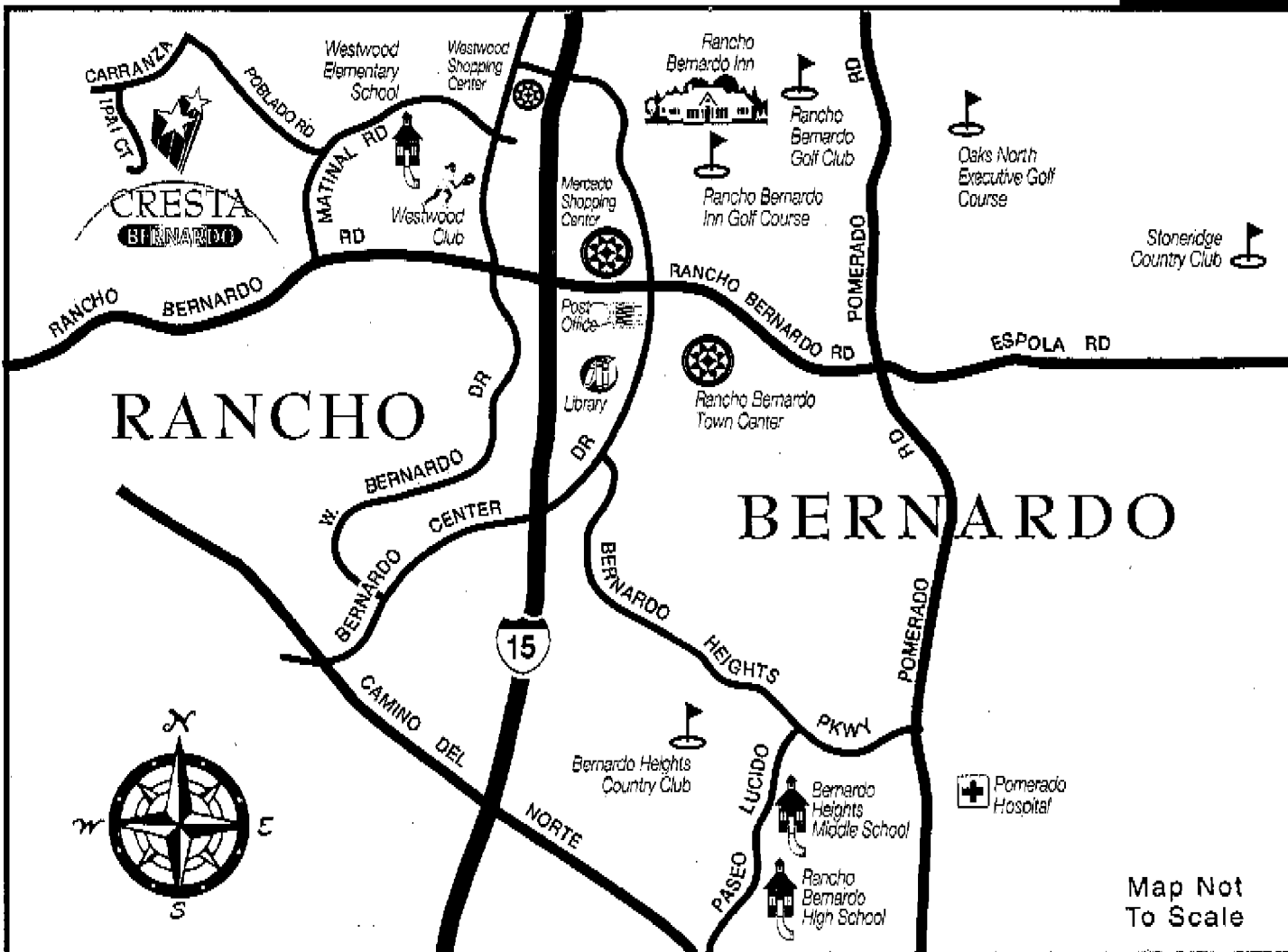
SALES CONSULTANT

Lyle Elkins

(619) 676-3381

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The Community



CRESTA BERNARDO

Features

Cresta Bernardo - Exclusive Living at the Summit



Prestigious Homes with Views

Six unique exterior designs
Stylish window treatments with
fanlights and white muntins
Custom hand-troweled ceilings,
walls and rounded corners
Traditional concrete tile roofs
Fire-resistant
Spacious three-car garages
with interior access

Exceptional Amenities in Every Model

Soaring volume ceilings
Ceramic tiled entries
Polished oak handrails
on all staircases
Architectural soffits, plant shelves
and art niches
Decorative lighting fixtures
Family rooms with wood burning
fireplaces, ceramic tile hearths
and tempered glass doors
Colonist interior doors with
decorative panels and polished
chrome hardware
Designer-selected wall-to-wall
carpeting in living room, dining
room, family room, bedrooms,
hallways and closets
Contemporary vinyl flooring in
kitchen, nook, master bath
commode,
secondary baths
Ample storage closets
Convenient interior laundry rooms

Master Suites are

Designed for Comfort

Spacious bedrooms with
adjoining bath areas
Private view balconies, Plans 1, 2
Huge walk-in closets
Attractive oak cabinetry with
his and her dual sinks
Full-width vanity mirrors
Tiled showers with clear glass doors
Ceramic tile vanity tops
and tub surrounds
Vitreous china lavatory basins with
designer Moen faucets
Compartmental commodes

Showplace Kitchens with Panoramic Views

Sunny breakfast nooks for
casual dining
Cabinetry in a choice of finishes
Standard: Natural oak
Custom: Maple or high-gloss
white finish

Countertops available in standard or
custom finishes

Standard: White ceramic tile

Custom: Cultured granite

Solid colors also offered

Center Island - Plan 2

Built-in pantries

Overhead lighting: Contemporary
recessed fixtures

Countertop lighting: Fluorescent
task lights under cabinets

Appliances with stylish white finish:

Five-burner gas cooktops, Built-

in double self-cleaning conven-

tional ovens, Built-in microwaves,

Multi-cycle dishwashers

Porcelain-finish cast iron sink

Garbage disposal, 1/2 hp

Moen "One-Touch" European-styled
pull-out faucet

Refrigerator space pre-plumbed for
ice maker

Guest Suites and

Secondary Bedrooms

Guest suites with private baths,
Plans 1, 2

Attractive oak cabinetry in baths

Colonist wardrobe doors

Cultured marble pullman tops
with china lavatories

Full-width bathroom mirrors

Porcelain-finish steel tubs with
ceramic tile surrounds

Designer Moen plumbing fixtures

Quality Construction

Electronic smoke detectors
in all bedrooms

Prewired for cable TV and telephone

Prewired for security systems

Contemporary steel entry doors
with raised panels

Dual-glazed windows

State-of-the-art post-tension
foundations, Plans 2, 3

Copper plumbing throughout

Underground utilities

10-year Homeowners Warranty

Energy-Saving Systems

Central heating and air conditioning
two-zone systems with night-time

set-back thermostat

220V electric and gas stub-out to
dryer locations

Energy-efficient dual-glazed

windows and sliding patio doors

Weather stripping on all

exterior doors

50 gal. glass-lined gas water heater

Fully-insulated ceilings and exterior
walls and floors, where applicable

Featured at Cresta Bernardo

Summit lots with spectacular views
Library - gallery with garden

balcony, Plan 1

Sturdy concrete drive and walkways

Ceiling fans pre-wired in master

bedrooms and family rooms

Roll-up metal garage doors

Automatic garage openers on
double doors only

Private view balconies in family
rooms, Plans 1, 2

Custom Home Options

Kitchen - Custom Cabinets:

Maple or High-gloss white finish

Countertops: Cultured granite

Solid colors also available

Family room with wet bar, Plan 1

Mirrored wardrobe doors

Security system

Shower enclosures for

secondary baths

Optional den, Plans 2, 3

Flooring upgrades

Appliance package upgrades

Ceiling fans in master bedroom
and family room

Automatic garage door opener
for single door

**Family membership in the
exclusive Westwood Club, a
recreational facility.**

(See sales consultant for details.)

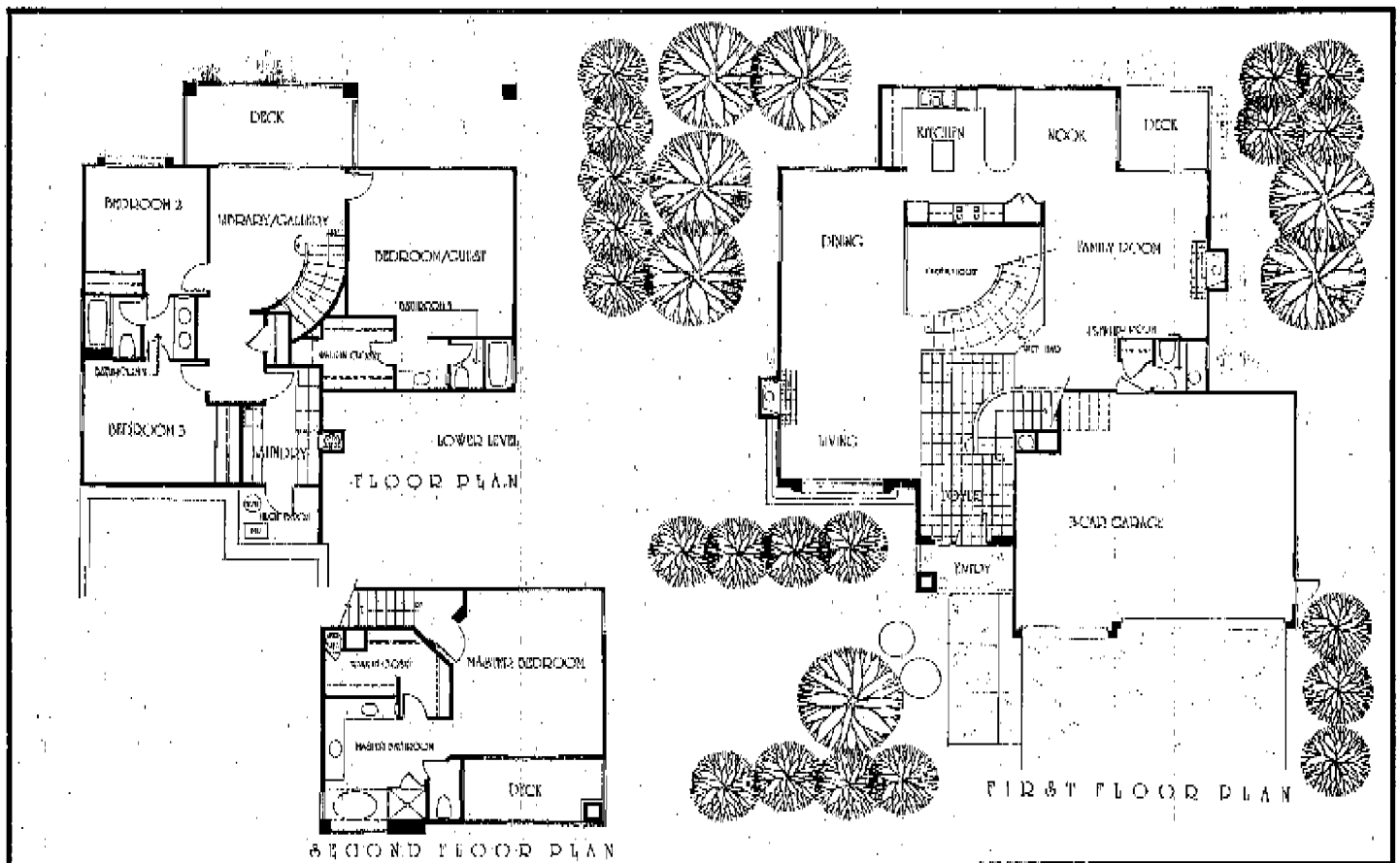


1

LA REINA

3,210 Square Feet ▲ Spectacular Hilltop Living ▲ 12,000 Square-Foot Average Lots

Four Bedrooms ▲ 3 1/2 Baths ▲ Formal Living and Dining Rooms ▲ Entry Foyer ▲ Family Room with Fireplace, View Deck and Optional Wet Bar ▲ Contemporary Kitchen with Dining Nook ▲ Center Island, Breakfast Bar and Double-Door Pantry ▲ Master Suite with Oversized Walk-in Closet, View Deck ▲ Master Bath with Roman Tub, Tiled Shower ▲ L-Shaped Vanity with Dual Sinks ▲ Children's Bedrooms with Connecting Bath ▲ Guest Room with Private Bath, Walk-in Closet ▲ Library/Gallery with View Deck ▲ Large Interior Laundry Room ▲ Three-Car Garage



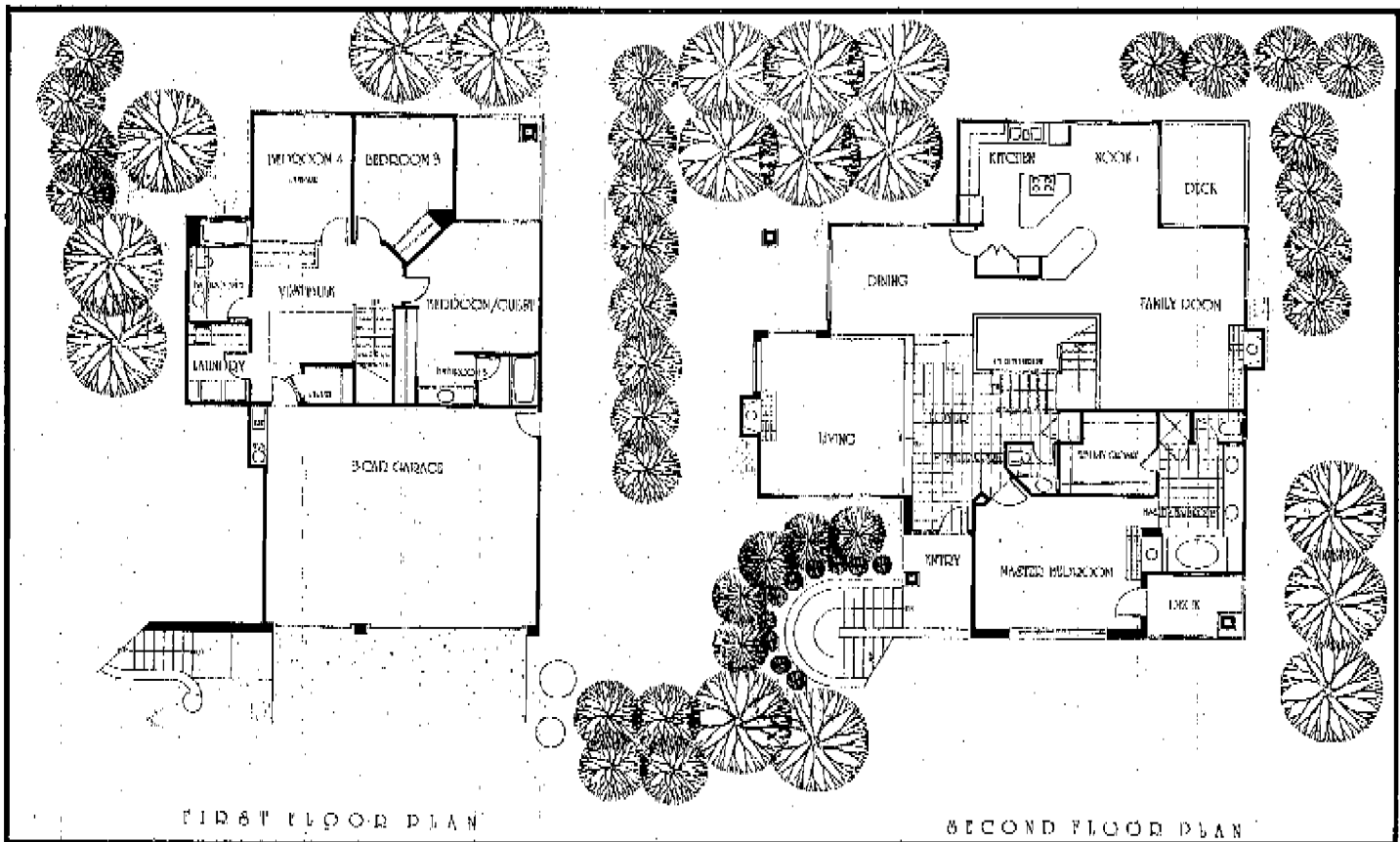
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2

LA CONTESSA

2,713 Square Feet ▲ Tranquil Canyon Views ▲ 12,000 Square-Foot Average Lots

Four Bedrooms ▲ 3 1/2 baths ▲ Formal Step-Down Living and Dining Rooms ▲ Grand Entry Foyer
 ▲ Family Room with Fireplace, View Deck ▲ Country Kitchen with Center Island ▲ Family Dining
 Nook, Double-Door Pantry, Breakfast Bar ▲ Master Suite with Fireplace, Large Walk-in Closet, Private
 Patio ▲ Master Bath with Roman Tub, Tiled Shower, Dual Sink Vanity ▲ Childrens' Bedrooms with
 Spacious Closets ▲ Guest Room with Private Bath ▲ Large Interior Laundry Room ▲ Three-Car Garage



CRESTA
 BERNARDO



LA MARQUESA

2,853 Square Feet ▲ Quiet Canyon Setting ▲ 12,000 Square-Foot Average Lot

Five Bedrooms with Den and Bonus Room Options ▲ 3 Baths ▲ Formal Living and Dining Rooms
▲ Entry Foyer with Art Niches ▲ Family Room with Fireplace ▲ Stylish Kitchen with Family Dining
Nook ▲ Master Suite with Double Door Entry, Oversized Walk-In Closet ▲ Master Bath with
L-Shaped Vanity ▲ Dual Sinks, Roman Tub, Tiled Shower ▲ Childrens' Bedrooms with Large Closets
▲ Bonus Room Option ▲ Interior Laundry Room ▲ Three-Car Garage

