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THE JULIAN Sage

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Julian • Alpine • Poway
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What's With This Julian Housing Market

How do the first three quarters of 2018 compare to the first three quarters of 2017 in Julian Housing Statistics? If you have been following the trends in Julian housing, you'll notice the market has been volatile. Although the availability of homes in the area has not fallen, sales have slowed the past year as buyers are seemingly more cautious. Talk of increased interest rates, tariffs and other economic uncertainties have made their way to the back country and consequently affected the housing market.

In 2017, during the first three quarters, 106 homes were sold in the Julian area. In 2018, that number dropped by 34%, down to

(Continued on page 3)



Wynola Estates Offered at \$559,000



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2017 AND 2018
STATISTICAL COMPARISON
SEE INSIDE

Julian Apple Growers Association

The Julian Apple Growers Association (JAGA) came to be in 1910 but faded off. It was reintroduced in 2012 and has become a notable part of the Julian apple growing experience. With approximately 40 members, the group is not just for the apple growers. Anyone interested in Julian apples can become a member. Just furnish JAGA with your name and contact information (either email or contact phone number).

JAGA hosts an Apple Tasting Event each year. The apple tasting event is usually held in October.

This year's event had about 24 varieties of Julian grown apples and pears (yes, pears!) offered for tasting. JAGA also sells an original work poster yearly at the tasting. This year's work was by local Julian artist, Annie Dover, titled "Harvest Apple."

JAGA sponsors workshops twice a year. The Pruning Workshop is held in the winter dormant season, normally in January or February. In the spring, a Planting/Grafting Workshop is held.

Are there other ways to help JAGA outside of becoming a member, attending the annual apple tasting, or participating in the workshops? Absolutely! Grow apples. Eat apples. Support Julian Apple Growers in their effort to continue a long tradition of growing apples in the Julian area.



A Brief History of Julian Apples

Apples have been a part of the Julian-Cuyamaca area longer than the fame of the gold mining town. It was around 1850 when a Major Heinzelman, U.S. Army, visited Cockney Bill Williams. In his journal, Major Heinzelmann noted that Williams was growing fruit, including apples, on property beneath the southern slope of Volcan Mountain.

Historians have credited James Madison (not the president) and Thomas Brady (not the football player) with planting the first apple trees in Julian, possibly the first commercial apple orchards of the area. James Madison arrived in San Diego from New York in 1867 looking for a suitable ranch. He purchased a portion of the Cuyamaca Rancho Land Grant and began apple farming. A newspaper clipping from the San Diego Union, dated September 14, 1875, stated James Madison of Julian had produced a fine crop of apples, fruit and nuts.

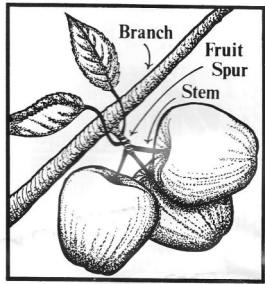
Julian apples started winning medals in the 1890s. Starting with local displays, Julian apples were becoming well known by 1900. Beginning with local displays, by 1900 Julian was becoming well known for its apples.

In 1907, Julian apples were carefully shipped to the Tri-Centennial Exhibition in Jamestown, Virginia, where they won eight gold medals. More Julian apples were sent to the American Pomological Society where the apples were presented with the Wilder Medal, the highest award given by the society to apples in competition from the United States and Canada.

In 1915, a Julian apple display won a gold cup in its class at the Panama-Pacific Exposition in San Francisco. Julian apples also received top awards in the Los Angeles County Fair for 22 straight years. These awards encouraged the local farmers and more trees were planted, sending Julian on the road to fame again. If it had not been for the apples, Julian may have become just another gold rush ghost town and would not be the community we know today.

For more information on Julian history, visit the Julian Pioneer Museum, located at 2811 Washington Street.

HOW TO PICK AN APPLE



1. Pick ripe fruit. A ripe apple will easily break from the fruit spur with a gentle upward motion.
2. Try to pick the apple in such a way as to keep the stem attached to the apple. Apples with stems will keep longer than those without stems.
3. Pick one apple at a time. Do not yank off whole clusters of apples. This will break the fruit spur and the tree will not be able to produce fruit on that spot again.
4. Be courteous. Pick only what you need. Don't pick fruit and throw it on the ground or waste it. It takes a lot of work to grow an apple and farmers hate to see them wasted.

ADVICE FROM AN APPLE

**BE WELL ROUNDED
LET YOUR PLANS RIPEN
SAVOR VARIETY
EAT HEALTHY
KNOW WHEN TO LET GO
TAKE A BITE OUT OF LIFE**



JULIAN LAND FOR SALE

IRON SPRINGS ROAD

Private 10 acre parcel in Harrison Park. Incredible northwesterly views. Ideal off the grid property. Some of property is tiered. There is a partial site plan. Water & soil tests have been performed.



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Sage: A Different Kind of Real Estate Agency

Why a SAGE Real Estate Team?

One new trend in the real estate field is the "real estate team." While the concept of the real estate team has been around for decades, the trend is only recently starting to catch on in the industry.

Working with a real estate team rather than an individual agent can be very advantageous to the client. Rather than paying a commission to have one person working for the client, the client is getting a team of people working for the price of a single agent. With a team, the client is getting more experience, more expertise, more insight, more creativity, more talent, more capability, more availability. Each person on the team can focus on their expertise, whether it is staging a home, marketing the property, answering calls, showing a home or any other aspect of the process. The team works together to obtain the best results for the client. Working with a team gives the client more coverage, less hassle and better results.

Sage Real Estate Co. believes in giving the client the best possible service and experience. We are innovative, and we see the concept of teamwork as our next step to make our clients experiences the best.

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- ◆ Paperless transactions and document support
- ◆ A friendly, supportive work environment
- ◆ You won't be lost in the crowd

Julian Housing Market Trend

(Continued from page 1)

70 homes sold in the first three quarters. The median number of days on the market for homes which have sold went from 46 days during the first three quarters of 2017 down to 43 days thus far in 2018, having 6% fewer days on the open market. The median list price went up from \$357,000 in 2017 to \$407,500 in 2018, an increase of 14%. The median sale prices went up from \$350,000 in 2017 to \$400,000 in 2018, also an increase of 14%.

As of Oct. 8, there were 54 active listings in the Julian area, with the median days on market at 92 days. Of those 54 active listings, 16 were listed under \$400,000 and 17 were listed between \$400,000 and \$599,000. The remaining 21 were listed at or above \$600,000.

One of the most noticeable trends in the Julian area is that buyers are more cautious with their finances and often ask sellers for price reductions based on repairs and the condition of the property. If you are getting ready to sell, Sage can show you how to prepare your home with less stress and a better outcome.

2017 & 2018 STATISTICAL COMPARISON

Julian Area Market	2017 First 3 Quarters	2018 First 3 Quarters	% Difference
Number of Homes Sold	106	70	down 34%
Median Days on Market	46	43	down 6%
Median Listing Price	\$ 357,000	\$ 407,500	up 14%
Median Sales Price	\$ 350,000	\$ 400,000	up 14%

Retreat to Whispering Pines



This cozy 880 sq. ft. country abode, known as the Tower House, is on 0.23 acres in Julian's



PENDING



Whispering Pines neighborhood. This eye-catching 2 bedroom, 2 bath home has a renovated kitchen with granite counter tops, remodeled bathrooms, wood interior, a 9'x 9' bonus room with loft, sunroom, carport, dog-friendly fenced yard and a view of Volcan Mountain. Great for a second home, income property or residence.

Offered At \$335,000



Featured Properties

Take in the Views from Your Own Pine Hills Home

Imagine enjoying spectacular views from your own picturesque Pine Hills home. You will appreciate the panoramic scenery from this custom jewel situated on 3.6 acres.



There is something for everyone here! Beautiful custom features include stained glass windows in the living room, huge 11'x47' workshop, enclosed glass patio off the kitchen, and observation decks to enjoy the starlit nights.

Offered At \$635,000



Indulge Yourself in Pine Hills

This beautiful 3 bedroom, 2 bath, 3420 sq. ft. home features one of the most



spectacular views of the Cuyamaca Mountains. The property boasts a pool with decks for entertaining, a 576 sq. ft. guest house, 1800 sq. ft. barn, two-car garage with additional office and workout room, covered motor home storage and fully fenced areas for horses and pets. One of a kind property priced below replacement value.

Offered At \$995,000



Enjoy Life in the Historic District

Very cute & neat as a pin mountain home situated in the charming Julian Historic District. Updated flooring, newly painted exterior/interior, remodeled hearth, new hot water heater, refrigerator, side patio area and front door. Fully fenced for privacy & pets! Enjoy your morning coffee or evening wine

enjoying the wonderful skies and neighboring mountainside views. Within walking distance to the stores, restaurants, post office & schools. Great full-time, weekender or rental home. Lots of versatility!



Offered At \$369,500

Live Among the Trees in Kentwood

This 2-bedroom, 2 bath, 1,288 square foot home has an open floor plan and skylights to keep it light and bright. There is extra room upstairs, opening to the living room below, that is a great place for an office, art studio or living space. This home is set up for power outages with a propane generator. There is a good sized shed & a large green house with irrigation and heat for winter gardens and fun. Home is on large 1/3 acre lot.



Offered At \$355,000



Experience Pine Hills



Enjoy spectacular views from this 1,992 sq. ft. home on a completely private 8.92 acres. This 3 bed/2 bath home sits high on a hill with views of the sunset and all the way to Palomar Mountain. It is a single story with a contemporary design. Lovely open floor plan with 2 cozy wood stoves, kitchen with views to the Cuyamaca Mountains, a big walk-in pantry and solid-surface counter tops. Gently sloping land of nice open meadows and oak forests surrounds the home. Amenities include an art studio, modest barn, fenced dog run and a private well.



Offered At \$495,000



Relax in Whispering Pines

This vintage cottage in Whispering Pines is calling you to enjoy a simpler life. The charm of the 1940's is brought out with the original metal kitchen cabinets, wood floors, enclosed porch and claw-foot tub. Originally a 2 bedroom, one of the bedrooms



has been opened up to make a dining area, but can be reverted back to a second bedroom. There is a laundry room off the kitchen. The 1/3 acre usable lot is virtually level. There is a single car detached outbuilding.

Offered At \$267,000



Relish Life in Wynola Estates

Located on 2.5 acres in lovely Wynola Estates, this pleasantly inviting 3 bedroom, 2 bath, 2,066 square foot home is waiting to be enjoyed. The open floor plan, single story house is designed with convenience and entertaining in mind.



The kitchen has an island, a bar for extra seating, a breakfast nook with views, tons of cabinets, solid surface counter tops and a walk-in pantry. Romantic master suite is spacious with balcony access, his & hers closets, window spa-style tub, separate shower. There is also a 1,000 square foot basement sporting a great workshop area and ample storage. There are majestic oaks on the property and great sunset views.

Offered at \$559,000



Escape to Kentwood



This 1,878 square-foot 3 bedroom, 2 bath home has new flooring, stove, faucets, screens & doors, and paint, along with driveway improvements, and electrical and plumbing upgrades.

The master bedroom has a walk-in closet. In addition to the 3 bedrooms, the house has an extra large downstairs room with its own entrance. The yard is fenced and there is a fire hydrant on the property.



Offered at \$349,000



VOLUNTEER SPOTLIGHT: LYNN JARMAN



Many people move to Julian to get away from the hustle and bustle of the city. Most find a quiet niche and enjoy the peace and tranquility Julian life affords. Others find the niche of community involvement and become immersed in Julian life. Lynn Jarman is one of the second group.

Lynn and her husband, Chip, moved to Julian in October 2012. After living in Pacific Beach for over thirty years and a remote outpost in Nevada for just over one year, the Jarmans decided to make Julian their home. Julian had been Lynn's favorite day trip destination, so she started looking for a home here in 2008. They wanted to be in a place where they could know their neighbors, be involved in local activities and settle into a peaceful retirement.

For those that know Lynn, "peaceful retirement" has a bit of a different meaning than most folks' definition. Lynn jumped right into being involved in the community, and she jumped in with a passion. Among her many activities of community involvement, she is currently serving on the Board of the Friends of the Julian Library, delivering meals to the elderly with Meals on the Go through the Methodist Church, and supporting amazing women of Women's Empowerment International, an organization which funds microloans, training and services to enable women to start businesses, support their families and support their communities. She is also involved with the Julian Dark Sky Network, a local organization working towards making Julian an International Dark Sky Community.

When asked what it is about Julian she likes the best, Lynn couldn't decide on just one thing. In her own words, "We love the people of the back country, especially Julian. We have made wonderful new friends and we find so many places to drink wine, have dinner, socialize and promote our terrific artists and local businesses. I have never enjoyed the "meet and greet" at a post office so much! We love the beautiful seasons, and the wild animals and birds. Our families love to visit, leave the city and enjoy the beauty of our community. We are so happy to learn more about, and share, the dark skies where we can experience the Milky Way, the planets and shooting stars across the dark night sky."

With all her activities, Lynn seems most passionate about the Julian Dark Sky Network. "The group provides fun, educational programs, including Dark Sky Parties, staffed by amateur astronomers at Santa Ysabel West, Volcan Mountain, William Heise Park, and other dark sky locations where telescopes and binoculars are most effective. Julian Dark Sky Network produces programs at the Julian Library, and around the back country, participating in Earth Day Celebrations, Julian Natural Wonderfest, and even the Fern Street Circus at the Julian Library on Sept. 29. Through the efforts of the Julian Dark Sky Network, all of us are encouraged to learn more about good lighting that provides security and safety, without negatively affecting people, wildlife and insects. As our engagement in the backcountry organizations increases, we hope to bring a better understanding of preserving the environment, promoting eco-tourism and the mechanics of enjoying a truly beautiful dark sky."



JULIAN FEATURED BUSINESS: JULIAN ART GUILD & GALLERY

CONTRIBUTED BY LINDA TODD LIMON AND
SONJAKODIMER



The Julian Arts Guild came into existence over 40 years ago. Its purpose is to bring together artists, artisans, and other interested persons of the community for artistic, professional, and social purposes to stimulate the artistic interests of the community at large. The Guild provides a vehicle, through sponsored events, for the display and demonstration of works produced by its members.

Over the years the guild has grown into a non-profit organization with three annual art shows, workshops, demonstrations, and speakers at the monthly meetings. The Julian Arts Guild is made up of a diverse group of artists working in many different mediums.

We have approximately forty members. To be a member, you must show professionalism in your art and be willing to volunteer for the various positions available. Membership is \$40.00 per year or \$75 for non-volunteers. Those who wish to support JAG can also join as Patron of the Arts and donate at the level they feel comfortable. Our biggest events are the Open Studio Tour in October and our Fall and Spring Shows held at the Julian Town Hall. Our Fall Show will be held on Veterans Day Weekend.

Our Julian Arts Guild Gallery opened its doors one year ago this month. It was actually the brainchild of Sonja Kodimer. Because Sonja owns Crow & Lilac in the K.O. Corral complex on B Street, she was aware of a small, vacant building next to her shop. She proposed the idea of a gallery to the Guild, and after a lot of research, planning, and teamwork by a number of Guild members, the gallery was born. (Linda Todd Limon is the gallery manager and has taken an active role in the creation of it.) Our gallery hours are from 11:00-5:00 Friday, Saturday, Sunday, and holidays. The artists in the gallery rotate every three months which gives everyone an opportunity to show his or her work. At the time of each rotation, we have a gallery reception to showcase the new art.

FIND THE APPLE BASKET CONTEST



Hidden in this issue is a drawing of an apple basket, like the one to the left. Find the hidden apple basket and send Sage the location of the basket along with your name and contact information. (info@sagerealestateco.com) If you have the correct location, we will put your name in a drawing for a Gift Basket. The drawing will be held Dec. 31, 2018. The winner will be notified via the email address given. Email addresses received will be added to our email list.

Congratulations to Maureen Morgan, winner of our "Find the Crow" contest from the June 2018 issue!

When you work with Sage Real Estate Co. you help us support:

American Legion Post 468
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Sons of the American Legion Post 468
Julian Triangle Club
Julian Art Guild
Julian Architectural Review Board
Jess Martin Park
Miss Julian Pageant
The 4th of July Parade
Julian Pioneer Museum
American Legion Auxiliary Post 468

Julian Country Christmas Meals on the Go
Julian Girl Scouts
Julian Warriors and Survivors
Julian Cuyamaca Fire Volunteers
Julian FFA
Julian CERT/Teen CERT
Out On a Limb Animal Sanctuary
Julian Real Estate Association
Julian Chamber of Commerce
Julian Dark Sky Network
Julian Businesses

HISTORIC VARIETIES OF JULIAN APPLES & PEARS

Exerts from *THE GUIDE TO JULIAN APPLE STANDS AND WINERIES* by JULI ZERBE AND JOE HUTCHINSON; Copyright 1986
And *JULIAN APPLE STANDS* by JULI & JOE HUTCHINSON; Copyright 1987

APPLES

Here are some descriptions of the popular apples found in Julian's orchards in 1986 and 1987.

- **BLACK TWIG:** A striking dark mahogany in color. It is a late ripening apple with a tart flavor. It has a thick skin and is excellent for cooking. This is an older variety not often found in recently planted orchards.
- **EMPIRE:** This cross between a McIntosh and a Delicious originated in Geneva, NY. It is medium sized with stripes over dark red. The flesh is creamy white, firm crisp and juicy. Ripens mid-season.
- **ENGLISH RED STREAK:** A very big pretty apple. It is green with faint red streaks. This is a tart pie apple. Will keep very well. This apple tree, found only at Apple Bar Ranch, is an antique, grand, huge old tree. (Note: Apple Bar Ranch was located on Wynola Road but is no longer an orchard.)
- **GOLDEN DELICIOUS:** An attractive bright green to yellow apple similar to shape to a Red Delicious. Very aromatic, crisp and excellent for cooking and eating. Ripens early to mid fall. Keeps quite well.
- **GRANNY SMITH:** This is a gigantic, brilliant green, waxy apple. It is tart and excellent for pies. Keeps well if refrigerated.
- **GRAVENSTEIN:** A pretty apple with red streaks over yellow. It is a crisp, juicy apple. Ripens early and is not known to keep well. Originally developed in Germany.
- **GRIMES GOLDEN:** Golden is definitely the word for this fruit. It is tender with crisp flesh and a rich aroma. This is a sweet table or dessert apple.
- **JON GRIMES:** This yellow early fall apple is an old variety that still grows in some orchards in Julian. A small apple that is good for both eating and cooking.
- **JONATHAN:** A clear, deep red apple that is crispy and juicy. Not as sweet as some but great eating anyway. Ripens mid fall and keeps reasonably well. Some believe that this is the apple that tempted Eve.
- **JON-A-RED:** This is a new improved strain of Jonathan. It has shiny, bright red skin and snappy sweet flesh. Ripens early.
- **JULIAN DUCHESS:** This is an averaged sized, pleasant green apple. Some Julian folks will squabble about anything. It's been said that when the old-timers produced this apple there was a big to-do about whether the correct spelling should be Dutchess or Duchess. It is picked very early because it is tender and doesn't keep well. Makes a great sauce and cooks up wonderfully.
- **KING DAVID:** An old variety that has decreased in popularity to the point that the older orchards of Julian are about the only places to find it. A deep red fall apple that is fairly good eating. Can be a little pulpy.
- **LADY:** An old variety which originated in France. Small, delicate and pale yellow with a pretty blush. A fine sweet dessert apple with white crisp flesh. Ripens late.
- **MAIDEN BLUSH:** Maiden Blush is an antique apple variety that at one time was popular in the Julian area. It is a good crisp, waxy table apple. Does not keep really well but is excellent for drying. Not a large apple.
- **MCINTOSH:** A large, bright red and green, round apple. Has tart but tender snowy white, snappy flesh. It is wonderful for cooking or eating and ripens late in the season. This is our favorite!
- **NEWTON PIPPIN:** A scrumptious green apple that is crisp and tasty. Fair for eating but recommended for cooking. Makes nice apple sauce. Ripens late and will keep most of the year if kept cool.

- **NORTHERN SPY:** This is a reddish, tart but great tasting apple. It is fairly thin skinned and bruises easily. Although it ripens late in the season it is well worth waiting for.
- **RED DELICIOUS:** There's not much to say that hasn't been said. A nice red apple with prominent knobs on the bottom. Is best for eating and too sweet and soft for most cooking. Ripens in mid fall and keeps well only if kept real cold.
- **ROME BEAUTY:** A lovely large, smooth apple with greenish white flesh. Very crisp and tart. Not recommended as a table apple but works quite well for baking. Ripens mid to late fall and will keep a long time.
- **SNOW FAMEUSE:** An antique apple with snow white, crisp, aromatic, sweet flesh and clear red skin. It has a similar taste to a McIntosh. Wonderful for eating fresh and not so good for cooking. Ripens mid to late season.
- **TEW GOLD:** A yellow, tart apple. Keeps well and is especially good for pie and sauce.
- **TRANSPARENT:** The Transparent Apple is just that. It has a transparent, clear, yellow, thin skin with a slight pink blush. By far one of the most attractive yellow apples around. An extremely sweet, tender table apple. Definitely not recommended for cooking. Keeps reasonably well.
- **TYDEMAN'S RED:** A very early red apple. Flesh is sweet and distinct. Keeps well unlike most other early apples.
- **WEALTHY:** Early ripening, red, old fashioned variety of apple that is excellent for cooking.
- **WINESAP:** A medium sized red apple with green flecks. Firm, juicy flesh well suited for all purposes. It is usually the last variety to ripen but definitely worth waiting for. Winesaps keep excellently well.
- **WINTER BANANA:** A big, bright yellow teaser. Makes a scrumptious table apple. An old fashioned apple. It should be kept in the refrigerator.

PEARS

Here are some descriptions of the popular pears found in Julian's orchards in 1986 and 1987.

- **BARTLETT:** The pear in most demand. It is large with a prominent neck and deep yellow. Ripens early, is wonderfully juicy, tender and as sweet as honey. There's nothing as good as a fresh Julian Bartlett.
- **BOSC:** A medium sized, long necked pear. Russet color over green or yellow. Excellent flavor. Ripens in mid season. These pears do best if ripened at room temperature and not in the refrigerator. Keeps well.
- **COMICE:** This pear is greenish yellow and fairly tough skinned but good eating.
- **D'ANJOU:** A good, fairly round pear with a short neck. Is usually yellow with a tinge of rust when ripe. Ripens a little later in the season than most pears.
- **RED BARTLETT:** A large pure red pear. Sweeter than a regular Bartlett. Ripens in September.
- **SECKEL:** A small bronze pear. This pear is a typical example of where looks may be deceiving. Not much to look at but the sweetest, juiciest little pear around. Ripens the first week in September.
- **STARK CRIMSON:** An older variety of pear. A large, bright red pear similar in shape to a Bartlett. Sweet and firm. Ripens early in the fall and is often sold out by the time apple season is in full swing.
- **WINTER NELIS:** Small rounded with yellow-russet skin. Not a pretty pear to look at but it makes up for it in flavor and durability.

Fun Fact: There are nearly 100 varieties of apples grown in the Julian area.