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Our track record, credentials & community support!

We distribute this newsletter to 7500 people per year. We spend more on print advertising than any other Julian office.

Wynola
Estates
Home
Offered at
\$554,000



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With Tips and Information on Buying or Selling Your Home, Staging, Pricing, Safety and Showings.

OFFERING REAL ESTATE SALES AND PROPERTY MANAGEMENT SERVICES



SageREALSTATECO.com

info@SageRealEstateCo.com



Corner of 4th & B Streets, Julian, CA 760.765.1776

The Sage Team: Juli Zerbe, Broker/Owner, CalDRE Lic. #01238746; • Joe Hutchinson, Agent, CalDRE Lic. #01278500;

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Sheryll Rainey, Agent, CalDRE Lic. #01324619; • Patti Thornburgh, Agent, CalDRE Lic. #02081055, Marketing Specialist

THE JULIAN Sage

Community Lifestyle Home

February 2019

Volume 6



Julian • Alpine • Poway
Ramona • Escondido
And beyond!

WHEN IS THE RIGHT TIME TO BUY OR SELL?

When is the best time to sell a home? When is the best time to buy a home? You can study statistics, analyze the market, ask financial experts and the basic answer will still end up being the same. It's the time to buy or sell when it's the right time for you. In the meantime, examine your personal circumstances as a compass to guide you. It is virtually impossible to time the market, so after thinking it over carefully and consulting a knowledgeable financial confidant, move forward with confidence. If the present doesn't turn out to be the right time for you there are several ways to prepare your home, finances and yourself for the next big step in your life.

Sage Real Estate Co. offers information to assist you in preparing your home for the market and preparing yourself for buying a home. Stop by the office at the corner of 4th and B Streets (just around the corner from Romano's Restaurant) or send us an email requesting information to:

info@sagerealestateco.com.

We look forward to assisting you.



Kentwood Home Offered at \$359,000



SageREALSTATECO.com

2018 STATISTICS
AND SOLD HOMES LIST
SEE INSIDE



Julian Daffodil Show 2019

The Julian Daffodil Show is one of the neatest of all of the events in Julian. This year it is on March 23 and 24, from noon to 5 PM each day.

If you have daffodils you would like to enter in the show bring them to the Julian Town Hall on Friday March 22 between noon and 5 PM. Experts will be on hand to help categorize and name your entries. Hundreds of daffodils are judged by American Daffodil Society experts. Over 1000 blooms are featured. The varieties and beauty will amaze you!

Awards for youth and adults will be bestowed. Daffodil art will also be on display.

No knowledge of daffodils is required. Enter your blooms on Friday March 22nd between noon and 5:00 PM. Bring lots of blooms and enjoy the fun!



VOLUNTEER SPOTLIGHT: SALLY SNIPES



Julian gold is redefined every year when the daffodils bloom, thanks to the effort and dedication of Sally Snipes. Many people will quickly recognize her sunny face, long braids and bright smile. Others know her from the Daffodil Show, which was set in motion 15 years ago. Most people quickly associate her with the Julian Daffodil Project, organizing and planting hundreds of daffodils each year.

Originally from Orange County, Sally planted her roots in Julian in 1971. She fell in love with the soil and water and learned to garden. Becoming a master gardener is just one of her many accomplishments.

Sally is also a gifted artist, having studied in Santa Barbara, San Francisco and Mexico. She has shared her artistic talent in art exhibitions as well as in teaching children. She has shared her love of nature in her artwork and her gardening.



Many agree that Julian is a better place because of Sally Snipes. She has truly brightened our lives with the beauty she has shared, be it the daffodils, her art, her kindness, or her aura. She truly is as beautiful as the daffodils she loves.

Julian Housing Market Hits Record Median Sale Price in 2018

2018 has a record median sale price of \$397,000 for the Julian housing market, while the median list price was up to \$399,000. The next closest median sale price was \$390,000 in 2005, with the median list price was at \$405,000, a difference of \$15,000. In 2018 the difference between median list price and median sale price was only \$2,000, indicating that more homes are listed close to or at market value. Julian's housing market is still one of the most affordable markets in San Diego.

Median List Price VS Median Sale Price Since 2000



JULIAN REAL ESTATE AGENTS SHINE IN 2018 JULIAN HOUSING MARKET

Julian real estate agents listed 54 of the 80 homes sold during 2018 in the 92036 zip code area. Sellers received a higher average percentage of list price when using Julian agents, at 96.78%; as compared to 96.04% received by those using non-local agents. That may not seem like a big difference, but when you're the seller, that is a \$740 dollar difference for every \$100,000 of the listing price. The average days on market for a home listed by Julian agents was 77 days, while non-local agents were 149 days.

There are other advantages of using a Julian agent rather than a non-local agent.

- Julian agents have a working knowledge of the area.
- Julian agents visit the property, participate in inspections and are familiar with the property.
- Julian agents work together for the good of the clients.
- Many non-local agents never actually see the property other than in photos. Instead of visiting the property, they will call local agents and ask the local agents to show the property to a client for them.
- Non-local agents rarely ever attend an inspection.
- Many non-local agents expect the client to provide photos and rely solely on the client's information.

The Sage Real Estate Co. Team represented 20% of the listings with local agents in the Julian area in 2018. Sage agents provide their clients with:

- Top notch service, including attending all inspections. Hands-on property knowledge, including visiting the property, taking notes and helping guide you along the way to prepare for the listing.
- Professional photographs to ensure your home is presented in the best manner.
- Help in avoid future litigation.

Call Sage Real Estate Co. at 760.765.1776 and let us handle your real estate needs.



FIND THE BUTTERFLY CONTEST

Hidden in this issue is a drawing of a butterfly, identical to the one to the right. Find the hidden butterfly and send an email to Sage at info@sagerealestateco.com with the location of the butterfly along with your name and contact information. If you have the correct location, we will put your name in a drawing for a Gift Basket. The drawing will be held April 29, 2019. The winner will be notified via the email address given. Email addresses received will be added to our email list.

Congratulations to Nicole McBreaty, winner of our "Find the Apple Basket" contest from the November 2018 issue!

Homes Sold in 2018 in the 92036 Zip Code Area

Address	Price	Address	Price
2985 Hoskings Ranch Rd	\$2,050,000.00	4745 Belvedere Dr	\$395,000
2901 Daley Flat Rd	\$1,775,000.00	4022 La Tenaja Trl	\$395,000
907 Orchard Ln	\$1,650,000.00	15347 Papago Trl	\$390,000
1757 Wynola Rd	\$1,349,500.00	3004 Pine Crest Dr	\$389,000
2466 Wynola Rd	\$900,000	1415 Granite Mtn View Rd	\$384,000
3975 Eagle Peak Rd	\$750,000	2825 Lakeview Dr	\$383,000
4877 Quiet Oaks Trl	\$749,000	771 Manzanita Dr	\$380,000
3232 Pera Alta Dr	\$715,000	893 Pine Cone Dr	\$374,000
3217 Pera Alta Dr	\$670,000	4867 Belvedere Dr	\$370,000
1364 Leon Ln	\$660,000	2818 Lakeview Dr	\$358,000
4310 Toyon Mountain Rd	\$620,000	2225 Sleepy Hollow	\$355,000
4815 Pine Ridge Ave	\$618,000	3180 Lakeview Dr	\$350,000
1209 Farmer Rd	\$574,800	1205 Sunrise Dr	\$349,000
34373 Wolahi Rd	\$550,000	3836 Crescent Dr	\$335,000
2343 Sunset View Dr	\$525,000	1797 Whispering Pines Dr	\$330,000
1765 Whispering Pines Dr	\$498,000	7414 Engineers Rd	\$329,000
7465 Engineers Rd	\$495,000	1771 Whispering Pines Dr	\$325,000
3685 Slumbering Oaks Trl	\$490,000	4045 Antlers Dr	\$325,000
34755 Yuma Rd	\$470,302	5789 Shady Acres Ln	\$320,000
34654 Apache Dr	\$463,000	3221 Dolores Dr	\$319,000
4764 Belvedere Dr	\$452,000	1290 Banner View Dr	\$317,000
1913-1915 3rd St	\$445,000	2012 Prospect Pl	\$315,000
2904 Blue Jay Dr	\$430,000	1911 2nd St	\$310,000
2008 2nd St	\$429,000	2748 Payson Dr	\$305,000
15348 Yaqui Dr	\$428,020	836 Manzanita Dr	\$300,000
34634 Apache Dr	\$428,000	1857 Whispering Pines Dr	\$295,000
330 Manzanita Dr	\$425,000	1772 Whispering Pines Dr	\$289,000
3236 Salton Vista Dr	\$420,000	964 Chapin Dr	\$283,000
440 K Q Ranch Rd	\$420,000	927 Manzanita Dr	\$280,000
2290 Whispering Pines Dr	\$420,000	1218 Sunshine Trl	\$250,000
1878 Wynola Rd	\$415,000	826 Wells Fargo Trl	\$250,000
34988 Melody Ln	\$415,000	716 Ramona Dr	\$227,000
714 Ramona Dr	\$410,000	2609 Salton Vista Dr	\$221,500
4656 Pine Ridge Ave	\$410,000	792 Great Sandy Trl	\$203,000
4502 Luneta Dr	\$403,125	7542 Gunslinger Trl	\$203,000
1590 Oak Land Rd	\$400,000	3040 Richie Rd	\$200,000
4854 Belvedere Dr	\$400,000	3152 Salton Vista Dr	\$200,000
36021 North Peak Way	\$400,000	2703 Bonita Vista Dr	\$198,000
35072 Big Pine Ln	\$399,000	7555 Broken Cinch Trl	\$90,000
4330 Luneta Dr	\$399,000	210 Canyon Rd	\$80,000

8th Annual Julian Family Fiddle Camp Spring Concert Series

Friday April 12th The Page Turners
 Saturday April 13th Dean! With Special Guests!



Camp Cedar Glen
 713 Farmer Road, Julian
 Seating at 6:30, Show at 7:00



Tickets online at familyfiddlecamp.com

Tickets also available at Julian Town Hall or at the door.

Contact 760.522.8458 for more information.

Historic District Charmer Offered at \$359,500

Are you ready to move to Julian? This lovely 1,139 square foot turnkey home is located in the Julian Historic District, just waiting for you! You'll love the convenience of walking to local shopping and dining, as well as the various entertainment venues in Julian. Features of this 3 bedroom, 2 bath home include updated flooring, a rock hearth and upgrades. When you're ready to relax at home, you'll enjoy relaxing on the deck looking out on the southern views on sunny days or being in the cozy living room on those few rainy days!



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Featured Properties



Eye-Catching Home Offered At \$359,000

Come home to Kentwood-in-the-Pines! There's no place like home, and there's no home in Julian like this one! This inviting 1,400 square foot, 3 bedroom, 2 bath home has features that many homes don't offer, like a garage and a carport! You'll love the porches as well as the level and fenced yard. There's even a Koi pond with



a waterfall! You've got to give this unique house a look!



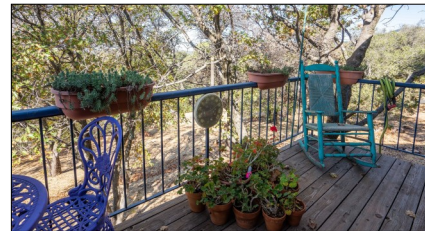
Pine Hills Affordability Offered At \$369,500

Pine Hills living is waiting for you in this charming home. The sizable combination living room/dining room has pine-plank ceilings and an amazing rock surrounded woodburning fireplace insert surrounded with large windows, keeping you cozy indoors while enjoying the outdoor scenery. Sliding glass doors give easy access to the upper deck space. With 1,232 square feet, this picturesque home has 3 bedrooms, 2 bathrooms, large closets, a walk-in pantry and a two door 2-car garage. Added perk: a two-room shed in the back!



Whimsical Home Offered At \$349,000

Live enchantedly in this adorable 1,288 sq. ft. Kentwood home. This delightful 2 bedroom, 2 bath home has an open floor plan with hardwood and tile



floors. Enjoy the different sitting areas, including an upper level area overlooking the living room, a screened in sitting area looking out over the property and a sitting balcony. Garden year round in the greenhouse.



NOT SELLING?

SAGE REAL ESTATE CO. OFFERS PROPERTY MANAGEMENT SERVICES

Are you considering renting your house? We can help! We offer:

- ◆ Effective Rental Advertising
- ◆ Knowledge of Contractors and Service Providers
- ◆ Thorough Tenant Screening
- ◆ Helpful Exterior Monitoring of Rentals
- ◆ Timely Electronic Payments

We will protect your investment and build your equity while
Providing a courteous professional experience
for you and your tenants.

Call Carre at 760-765-1776.

Not going to rent? We will maximize your profits on a sale!



Amazing Home Offered At \$635,000

You'll love the views of this lovely home on the inside as well as the outside! The grand living room has beautiful stained-glass windows and a stunning stone surrounded fireplace. Panoramic views from the mountains to the sea await you from the



observation deck during the day, and prime stargazing awaits you at night. Top off this 2,154 square foot, 2+ bed/2 bath home with the huge 11' x 47' workshop and 3.6 acres and you'll soon be appreciating mountain living.



Gorgeous Views Offered at \$554,000



Imagine yourself living in this lovely home located on 2.5 acres in Wynola Estates. The 2,066 square foot of living space has 3 bedrooms, 2 bathrooms, an open floor plan, kitchen island, breakfast nook, and a walk-in pantry. Add to that, a 1,000 square foot basement and majestic oaks, and you'll be wondering where this dreamland has been your entire life.



Luxury Craftsman Offered At \$995,000

At under a million dollars, you'll have your friends thinking you paid much more for this beautiful 3,420 square foot, 3 bedroom, 2 bath home. This home has a huge kitchen, great for gatherings. One of the best features is the spectacular view of the Cuyamaca Mountains.



There is plenty of room for entertaining! The property boasts a pool with decks, a 576 sq. ft. guest house, 1800 sq. ft. barn with 4 stalls, tack room, feed storage, office and equipment area; a two car garage with additional office and workout room; covered motor home storage and fully fenced areas. Treat yourself to luxury.



Pleasant Mountain Home Offered at \$348,000



Located in Kentwood-in-the-Pines, this roomy 1,878 square foot, 3 bedroom, 2 bath home is just waiting for you! This home has new flooring & paint, along with driveway improvements. The yard is fenced. Be sure to tell your insurance agent there is a fire hydrant on the property.



Julian Community Heritage Foundation



A vision has been borne to enhance the ambiance of Julian. Formed in the spring of 2017, the Julian Community Heritage Foundation has the aspiration of supporting the Julian community and visitors with a multi-use town square. There has long been an eyesore right in the heart of this community. You guessed it! It's that vacant lot at the corner of Main and Washington. The lot has been vacant for decades. The JCHF vision has a chance to become the reality of a multi-use park-like town square.

Dear Community Members,

The Julian Community Heritage Foundation (JCHF) is a group formed in the spring of 2017 with the goal of supporting Julian's community and visitors. Our mission is to create a multi-use park-like town square on the corner of Main and Washington streets. This property is in the heart of our historic town and the space will be designed to accommodate a variety of community events and gatherings.

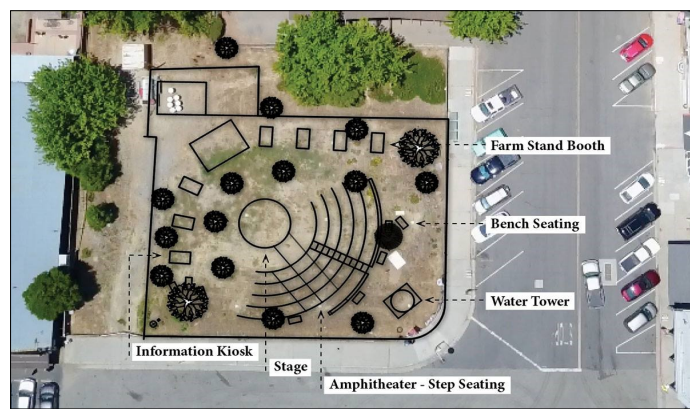
After three decades, the time is right to turn this empty lot into something beautiful for Julian. This has been a long awaited dream for past and present Julian community members. Contaminated materials have been cleared from the vacant lot formerly owned by Chevron and county officials have given the green light to develop this property.

JCHF has been working with the current owner to purchase the property. We have also been working with the Julian Architectural Review Board, the Julian Historical Society to comply with historical standards as well as the San Diego County Planning Department for permit requirements. We've partnered with CASA for Safe and Healthy Neighborhoods, a San Diego non-profit organization, as we move forward toward the realization of the Julian town square project. The proposed park will be operated and maintained by the JCHF.

We are seeking private donations, corporate funding and grants to cover the purchase, construction and ongoing maintenance. Please visit www.juliantownsquare.com to make your pledge in any amount. Pledges will be collected once we are closer to our goal. Upfront donations are also accepted via PayPal on our website.

We look forward to you joining us for this exciting venture for our community! Thank you in advance for your support!
Julian Community Heritage Foundation

Rendition of one possible layout for the Julian Town Square.



JULIAN FEATURED BUSINESS: FLOWERS BY LANI



Who do you go to in Julian for your floral needs? There's just the place here in Julian, right inside of a great eatery. Lots of folks know about Soups And Such Café, but there's a wonderful surprise inside for those that aren't familiar with Flowers By Lani.

Lani Stuart, owner of both Flowers By Lani and Soups And Such Café, started the flower shop in 2002. The original location was the old high school behind the gas station. When the café was opened, she moved the flower shop to the café. Her beautiful arrangements can be found at many places and events, from the Miss Julian Pageant to weddings, from homecomings to home warmings, from birthdays to memorials.

Lani moved to Julian with her family when she was six years old, graduating in 1986. She loves the beauty, peace and quiet of Julian. She also enjoys music, playing in the local band *PunkGrass*. Check them out at the Julian Beer Company during their monthly gig, and in the meantime, be sure to check out Lani's place.

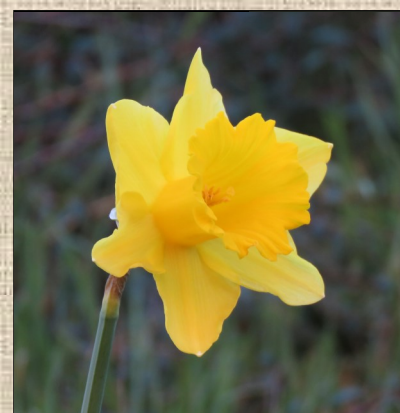


Flowers By Lani
2000 Main Street, Julian, CA
(760) 765-4761
www.facebook.com/Flowers-By-Lani

Sage:

A tasty herb.
A beautiful color.
A lovely plant.
A wise person.

Personal, top quality
real estate services.



**ADVICE FROM
A DAFFODIL**
Welcome Spring
Spread Happiness
Be Bright
Rise Above Obstacles
Enjoy the Sunshine
Be Inspiring
STAND TALL

The Sage Garden Grows



Juli Zerbe, Broker, Owner

Coming from a long line of gardeners makes me appreciate the art of nurturing flowers. My mother gardens and so did my grandmother before her. My daughters garden, our 2 year old grandson happily watches, learning and waiting his turn and so it goes. Gardening is a wonderful pursuit full of wonderment, water, dirt and light. So for me the best part of Spring is that it makes everyone want to garden. A flower is evidence that perfection exists.

Beginning with the new year Sage Real Estate Co changed it's business model from the traditional with individual agents to a team based model with a team of agents providing exceptional service in their area of expertise. We are excited about our growth as a team and as a company. The Sage Team:

- Marketing Specialist: concentrates fully on advertising listings and maintaining our online presence.
- Seller's Resource Specialist: Provides assistance to sellers with disclosures, reports, files and transaction documentation.
- Client Specialist: Assists sellers with pricing, preparing homes for the market, and negotiating. Helps buyers through the process of working with lenders and finding a home and negotiating the purchase price.
- Sage Team Broker: Stays current with real estate trends, practices and laws. Mentors agents and monitors all transactions and agent activities.

In a traditional real estate company agents work individually to try to provide all of the services listed above for their clients. The agents are in competition with each other for every client. In the complicated world of real estate we know that a team approach is better for our clients.

CalDRE # 01238746



Joe Hutchinson

Just around the corner, spring. I really like having the taste of 4 seasons in Julian. The best is spring. When you see the daffodils pop their heads out of the snow, you know spring is on its way. Thanks to Sally Snipes and her volunteers, this happens all over Julian. The grass turns green and all those little leprechauns are toting their pots of gold around.

Spring is also a great time to catch some great local music. You'll have to check out *Punkgrass*, the local band I play in that includes Lani Stuart (Flowers by Lani). Watch for us at The Cooler and The Julian Beer Company.

CalDRE # 0128500



Sheryll Rainey

You know Spring will soon follow when the buds of the daffodils start popping up. When you think of daffodils in Julian - you think of Sally Snipes. She has been instrumental in the daffodil planting throughout Julian that we all enjoy. So a special "thank you" to Sally.

In keeping with Sally Snipes' vision, when I was on the Board of Directors for the Harrison Park Association, I proposed that money be allocated for yearly daffodil planting along the entrance to Harrison Park. I believe that was done for 3 years with the efforts of other board directors. Julian is special place to enjoy throughout every season!

CalDRE # 01324619

New Sage Agent Patti Thornburgh

For me, one of the most beautiful times of the year in Julian is when the daffodils bloom. The bright colors and wonderful scents make everything around so lively. As an amateur photographer, there is nothing like the bright yellow blooms to motivate me, but those beauties with the orange-edged corona are the ones that inspire me. Fragrantwise, the jonquils are the ones that I truly enjoy the most. Their sweet bouquet is so very enchantingly delightful that I can't help but be spellbound and peaceful. My gratitude goes out to Sally Snipes and all of her helpers for their dedication to Julian and the daffodil! Without them, spring in Julian just wouldn't be the same.



CalDRE # 02081055

Carre St. Andre



Some of my favorite things about living in Julian:

- Great music everywhere
- Skies so clear the stars come to life
- The scenery changes every day with the weather and seasons
- Neighbors always have that little item you need - a cup of sugar, an egg, a 3/4 inch PVC valve...
- Daffodils popping up everywhere and making it almost impossible to hang on to a bad mood
- When your neighbor gets your package by mistake and brings it to you
- A community so small that transparency holds everyone accountable

CalDRE # 01878143

New Sage Agent Julie Degenfelder



Of all the seasons celebrated, Spring is by far my favorite. It is a time of year when rebirth is happening all around us. The bare oaks are coming to life with hues of pink and red as their leaves are unfolding on their branches. The green spikes peeking through the earth are the daffodils presenting themselves to the season in front of us. The anticipation of the bright white, yellow and orange blooms that will arrive soon makes for such a joyful and happy time. The sun shines brighter and the blue sky is just a bit more magnificent than the winter season passing. As I witness the newness that presents itself each season, I am grateful to get to live in a place where natural gifts are abundant daily.

CalDRE # 02078284

AGENTS!

Join the Sage Real Estate Co Bunch!
We offer:

- ◆ One-on-one broker mentoring
- ◆ Free marketing
- ◆ Free desk space
- ◆ Generous splits, including sales incentives & recruiting bonuses
- ◆ Team Option
- ◆ The freedom to be innovative
- ◆ Paperless transactions and document support
- ◆ A friendly, supportive work environment
- ◆ You won't be lost in the crowd