

THE JULIAN Sage

Community

Lifestyle

Home

Spring 2022

Volume 8



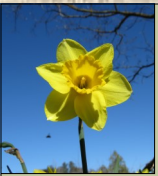
KEEP IT LOCAL

When it comes to small communities in the San Diego Backcountry, none are as unique as Julian. Most people associate Julian with apples, pies, specialty shops and tourism. There is much more to Julian than just the tourism and attractions. Behind the scenes of downtown Julian are residents trying to

(continued on page 2)

Inside:
Local Resource Guide
And More!

(continued from cover page)



“keep calm and carry on” with everyday lives. Homeowners often need home services such as plumbing, septic, electrical or other home repairs. Residents need veterinary/animal services, medical care, auto repair and various other services, just as residents in the city do. These are services and amenities which can be found locally. Just as the “Main Street” shops and restaurants depend on tourism, businesses offering services and amenities depend on locals.

Local service providers know and understand the idiosyncrasies of the backcountry that may evade down the hill providers. When you are looking for a service, look close to home first. Supporting local businesses, whether service related, retail or food, helps support the local economy and the community.

For a list of some local providers, please see page 7 of this issue of The Julian Sage. If you know of a local provider that is not on the list, please let us know by calling 760.765.1776 or emailing info@SageRealEstateCo.com and supply us with the service provider’s information so we can include them on our future resource lists. At Sage Real Estate Co., we try to support local. We hope you will, too.

BENEFITS OF LIFE IN A SMALL TOWN

Less traffic and pollution

Independent businesses

Fresh air

The stars

Natural scenery

Unique art

Slower pace of life

Small town hospitality

More opportunities to be involved



Why You Should Be Using The Sage Team To Sell Your Home

Recently there has been a trend in the real estate industry away from the model of individual agents representing residential listings. Increasingly brokerages are moving to a “team model.” This is understandable considering the complexity of selling a home that can include a high level of skill in presentation, advertising, photography, copy writing, current pricing strategies that may allow a seller to make more money, California requirements for seller disclosures that protect sellers after a sale from potential lawsuits, other negotiations that will result in win-win situations for sellers and buyers that will lead to a smooth and happy closing. A great independent agent can be good at all of these things, but if they are representing more than one seller

at a time, they rapidly become overworked and more likely to make mistakes that can cost a seller money or even cause an escrow to cancel. Few agents have the expertise needed in all areas of a transaction to do an excellent job.

When Sage opened its doors in 2013 the goal was to become the best real estate team possible to provide outstanding service to clients. The idea was to find licensed agents who had the specialized skillset needed to focus and become very accomplished at their particular role in a real estate transaction. In over nine years in business, Sage has carefully chosen four specialized team members.



• **Patti Thornburgh** is the marketing specialist. She maintains the Sage website where each property has its own page of photos and information, produces the *Julian Sage* newsletter that focuses on the value of or community and features Sage listings within our amazing community. Patti is skilled at making property fliers and mailers for our listings. The list of her contributions is long as the primary advertising resource for Sage’s real estate listings.



• **Julie Degenfelder**, who has many years in the hospitality industry brings unequalled people skills to Sage. She is also highly detailed and has systematically and diligently learned the California requirements for Real Estate Sales Disclosures. A complete and accurate disclosure package is extremely important to protect sellers from a lawsuit after the close of escrow. Julie puts together the packages and helps sellers have all their i’s dotted and t’s crossed.



• **Carre St. Andre** is our softspoken powerhouse negotiator! She received specialized training from the National Association of REALTORS® and certification as a Negotiation Expert. When our sellers receive an offer, and often multiple offers, Carre is unsurpassed at comparing those offers and helping sellers in the nuances of drafting an agreement that works for all parties.



• **Richard Loomis** has a very strong background in, and enjoys, sales. In his first six months at Sage, he has outperformed the national average of real estate agents by tens of thousands of dollars. However, he is not pushy, and he honors his role as a fiduciary to always put his clients’ best interest at heart. Richard is a Sage “outside” agent. When he is not out with clients, he schedules and attends sales-related inspections, does drone photography, schedules photo sessions with professional photographers, puts up Sage signs and monitors showings.



• **Juli Zerbe** is the team leader with 24 years of real estate experience. Juli collaborates with the team on pricing strategies that will support our clients’ property pricing. She mentors each member of the team to encourage excellence in customer service and personal growth, both as individuals and professionals.

When it comes time to sell your home, there are abundant reasons to hire a team. With the Sage team, each member brings in specialized abilities to make selling your home as trouble-free as possible.



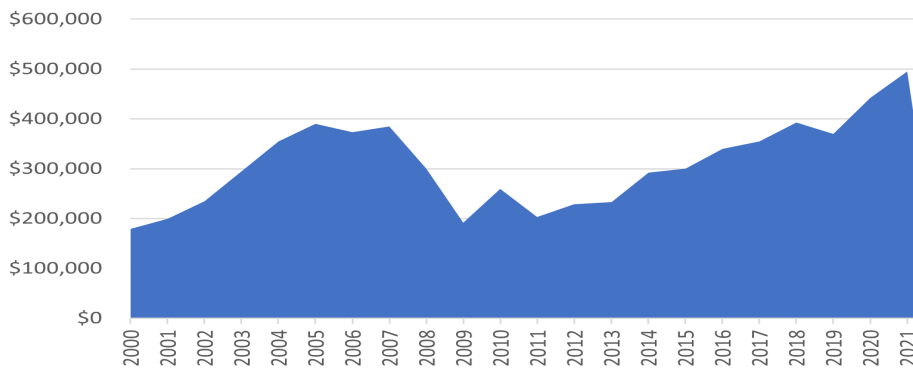
Visit us Online

FEATURED BUSINESS: MANZANITA SUPPLY: HARDWARE AND SO MUCH MORE

When Ryan and Krystin Hunter moved to Cuyamaca Woods about three years ago, they learned firsthand through the experience of building their home how inefficient it is to head down the hill for hardware related items. When pandemic hit, it became clear how important it was for Julian to have services that could support the community. Equipped with this knowledge and determination, and no retail experience, they contacted Save Our Heritage Organisation and worked out a lease agreement. Ryan and Krystin soon started a hardware supply business from the ground up, opening the doors in January 2021. The couple's goal was to build a store the two of them would enjoy shopping in and hoped others would feel the same.

Fast forward to Spring 2022. Manzanita Supply is turning a new leaf as Ryan and Krystin pass the torch to new owners. Coming into the business with a similar story to the Hunters are new owners David and Cindy Burns. Moving to the area just a year ago and doing a refurbish on a home, the Burns also appreciate the importance of having a local hardware store. Starting with the same determination and experience, David and Cindy are excited to be a part of the community as they continue Manzanita Supply.

Julian Median Sold Price Stats from 2000 to 2021



Julian Median Home Listing and Sold Stats from 2000 to 2021

Year	Number of home sold each year	Median List Price	Median Sold Price	% List Price Obtained	\$ Difference Median List Price from Previous Year	\$ Difference Median Sold Price from Previous Year	% Difference Median List Price from Previous Year	% Difference Median Sold Price from Previous Year
2000	79	\$181,000	\$179,125	99%	-	-	-	-
2001	76	\$203,000	\$200,000	99%	\$22,000	\$20,875	12%	12%
2002	96	\$249,000	\$235,000	94%	\$46,000	\$35,000	23%	18%
2003	88	\$299,949	\$295,000	98%	\$50,949	\$60,000	20%	26%
2004	103	\$365,000	\$355,000	97%	\$65,051	\$60,000	22%	20%
2005	82	\$405,000	\$390,000	96%	\$40,000	\$35,000	11%	10%
2006	68	\$409,500	\$373,750	91%	\$4,500	(\$16,250)	1%	-4%
2007	58	\$399,000	\$384,900	96%	(\$10,500)	\$11,150	-3%	3%
2008	44	\$309,900	\$300,000	97%	(\$89,100)	(\$84,900)	-22%	-22%
2009	60	\$202,400	\$191,625	95%	(\$107,500)	(\$108,375)	-35%	-36%
2010	50	\$277,000	\$259,450	94%	\$74,600	\$67,825	37%	35%
2011	56	\$224,950	\$203,500	90%	(\$52,050)	(\$55,950)	-19%	-22%
2012	92	\$243,950	\$229,000	94%	\$19,000	\$25,500	8%	13%
2013	84	\$247,400	\$233,000	94%	\$3,450	\$4,000	1%	2%
2014	75	\$285,000	\$292,000	102%	\$37,600	\$59,000	15%	25%
2015	90	\$321,500	\$300,000	93%	\$36,500	\$8,000	13%	3%
2016	78	\$351,500	\$340,000	97%	\$30,000	\$40,000	9%	13%
2017	114	\$367,000	\$355,000	97%	\$15,500	\$15,000	4%	4%
2018	82	\$399,000	\$392,500	98%	\$32,000	\$37,500	9%	11%
2019	77	\$375,000	\$369,500	99%	(\$24,000)	(\$23,000)	-6%	-6%
2020	128	\$442,500	\$442,500	100%	\$67,500	\$73,000	18%	20%
2021	135	\$503,000	\$495,000	98%	\$60,500	\$52,500	14%	12%

Manzanita Supply can't carry everything needed for backcountry life, but they do try to carry things needed the most. Plumbing and electrical supplies have been the main focus for stock. A variety of tools, gardening supplies, sewing notions and locally-made items are some of the items that can also be found in the store. Visitors seem to enjoy the "old-time general store" feeling and are often surprised what they can find. Local business has been consistent and growing steadily. If you haven't visited the store yet, you are missing out! Located in the historic Santa Ysabel General Store at the intersection of Highways 78 and 79, the store is situated at a crossroads for area communities, including Wynola, Warner Springs, Santa Ysabel, Ranchita and Julian. Be sure to stop by and welcome David and Cindy and help support local!

Manzanita Supply
30275 CA-78
Santa Ysabel, CA 92070
4.9 Stars on Google Reviews



KENTWOOD IN THE PINES

Beautifully situated on a large 2.3-acre parcel in the Kentwood neighborhood within the Majestic Pines Water District. Single owner home built in 2011 and has the highly desirable combination of views and usable terrain. This 3 bedroom/2 bath, 1516 sq. ft. two-story home is just a short drive from the town of Julian and



surrounding recreational back country activities. The main floor plan offers abundant natural light and sweeping views. In the living room, enjoy the large fireplace on a cold winter day or linger over your morning cup of coffee and take in the views while sitting on your deck. On the main floor you will find the master bedroom and bath. On the lower level you will find two bedrooms, full bath and an additional space for storage or



other needs. On the lower level in back of the house, there is an open area that has been vented for heat and ac should you wish to enclose. The property is at the end of a road so very light traffic if at all. Don't miss the opportunity to be close town with plenty of space.



Offered at \$595,000

NOT CHOOSING TO SELL? SAGE REAL ESTATE CO. OFFERS PROPERTY MANAGEMENT SERVICES

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

- ◆ *Effective Rental Advertising*
- ◆ *Thorough Tenant Screening*
- ◆ *Helpful Exterior Monitoring of Rentals*
- ◆ *Timely Electronic Payments*

We strive to protect your investment and build your equity while

Providing a courteous professional experience for you and your tenants.

Call 760-765-1776.

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

IN YOUR BACK YARD: DAY TRIP IN THE BACKCOUNTRY WARNER-CARRILLO RANCH HOUSE

Only 19 miles west of Julian and just off of Highway 79 you will find the Warner-Carrillo Ranch House. Built in 1857, it served as the Butterfield Stage Stop. The house has a rich history, including being California's first regular overland stage connection with St. Louis.

The adobe ranch house was added to the Save Our Heritage Organisation's (SOHO) "most endangered" list in 2000 as the "most important unprotected historic site in San Diego County." In June, 2013, after raising funds for the restoration, SOHO celebrated the Grand Reopening of the Warner-Carrillo Ranch House.

The restored Warner-Carrillo Ranch House is open on Saturdays and Sundays from noon to 4 PM with tours of the ranch house and grounds. It is highly

suggested that you call ahead to be sure there are no closures due to weather or winds. Take a day trip and visit this wonderful piece of our Backcountry's backyard.



**Photo by Bruce Coons
Courtesy of Save Our
Heritage Organization**

29181 San Felipe Road, Warner Springs CA 92086
(619) 297-9327

Open: Saturdays & Sundays • 12-4 pm

Admission: \$5 Adults; \$4 Seniors (65+) & Children (6-12);

Free 5 & under

Please call ahead to verify the Warner-Carrillo Ranch House is open.

REASONS TO USE A LOCAL AGENT WHEN SELLING YOUR BACK COUNTRY HOME

Home sales in the back country have many characteristics added to them that homes in the city do not. Local agents know these aspects and know how to protect the seller with providing inspections which out of area agents often do not know about. Out of area agents are often not familiar with many aspects of life in the back country.

- ⇒ **We know** about wells, water districts and septic systems.
- ⇒ **We know** about the local housing market, its history, and the neighborhoods.
- ⇒ **We know** local lenders, insurance providers, and local resources, including who to call for specialty work, repairs, information, and other resources.
- ⇒ **We know** about weather conditions, power outages, and back country life in general.
- ⇒ **We know** and appreciate nature and how to help homeowners encourage or discourage wildlife and stay safe living around wildlife.

**WHY USE A LOCAL AGENT?
BECAUSE WE KNOW.**

A Piece of Paradise with Pride of Ownership



Striking alder cabinets are enhanced with rough-edged granite countertops while the matching alder island is accentuated by a butcher block top. Dual dish drawers accompany the granite sink, while an appliance station supplements storage space. High end stainless steel appliances complete the work area of the kitchen.



Additional features of this remarkable home include solid wood doors, built-in queen Murphy beds with storage, zoned heating, water filtration and alarm systems, a private well and water tank. Landscaped with indigenous drought-tolerant plants the grounds are as meticulously maintained as the home itself.



Built with comfort, function and beauty in mind, this 2,844 square foot ranch style home on 22 acres in Cuyamaca Meadows features 4 bedrooms, 2.5 baths and an oversized 3 car garage. The split floor plan offers privacy for the primary bedroom and ensuite at the same time providing abundant space for guests and entertaining.

For additional information, photos and a video of this magnificent home, please visit the Sage Real Estate Co website or scan the QR code.



Hickory wood floors create a warm atmosphere throughout the home. A majestic carved eagle mantle balances the custom rock and brick fireplace. Picture windows offer beautiful glimpses of local wildlife and panoramic views of area mountains from every room while bringing in rich natural light.



Offers entertained between \$1,850,000 and \$2,150,000



THE JULIAN PIONEER MUSEUM

In 1952, the Julian Womans Club initiated the Julian Pioneer Museum. Collaborating with the County of San Diego, the Womans Club prompted the rebuild of the old Treshel Blacksmith shop, which is the core of the building.

The Museum is important to the community of Julian, offering a glimpse of early days in the backcountry. Tourists come from all around to enjoy the museum, often, expressing it is one of the best museums they have ever visited.

From a mail delivery buggy to clothing, from old photos to

mounted local wildlife, the museum offers something interesting for everyone who pass through the doors. Visitors can get a impression of life from the beginning of Julian. Many marvel at the tools and utensils used “back in the day” while others admire the elegance of the lace collection in “an old west town.”

The Pioneer Museum has always been supported through the efforts of volunteers. Although some volunteers work with the public, there are other tasks that can include labeling and preparing objects for display and helping with publicity. If you’d like to learn some Julian history or just have some fun volunteering, stop on in to the museum. There is no entrance fee, but donations are encouraged.

If you have visited in the past, make a return visit as displays have changed. You will be delighted to see new displays of Julian history. Become a volunteer, support the museum, Julian history and the community. If you are new to the community and want to be more involved and get to know people, consider becoming a volunteer.



Julian Pioneer Museum

2811 Washington Street

(760) 765-0227 Please call ahead to be sure the museum is open.

julianpioneermuseum.org

Google Rating: 4.4 Stars with 87 Reviews.

Be sure to visit the Grosskopf House, Stageline Museum and the Julian Historical Society 1888 School House!

VOLUNTEER SPOTLIGHT: *DAVID LEWIS*

In 1887, a newspaper man gave a Pennsylvania gentleman a ride from a San Diego hotel to Julian on his wagon. 112 years later, the gentleman’s great grandson started on an endeavor that would change his life and make known more about the history of Julian than just “a gold mining town.”

David Lewis is widely known to be Julian’s historian, but he didn’t come by the title easily or naturally. He took Julian’s history for granted until a family tragedy led him to the Julian Cemetery and the discovery that there were no good markers to lay out graves with. That realization led him to surveying the entire cemetery, mapping it and researching families represented within the cemetery. That research led to his book, “Last Known Address,” a history of the cemetery and the people buried there.

Research is just part of David’s volunteerism. He has given presentations to historical societies, archaeological groups, and schools. Busy is a good way to describe David. Currently he serves as docent and curator for the Julian Pioneer Museum. In addition, he is working on two restoration projects from Banner: a two stamp gold mill (a used to crush ore and extract the metals from the ore) and a Foos engine-hoist. Wait! There’s even more! He also sits on two Board of Directors (the Julian Pioneer Museum and the Julian Cemetery) and volunteers with the Julian Historical Society on a variety of projects. David’s career as a civil designer falls right in place with his found passion of history, giving him the opportunity to volunteer in other historical projects in San Diego County (San Diego State University archaeological projects at the Whaley House and the Nate Harrison site).

David Lewis may just be on to what the community needs. Become involved. Give to the community in a cause that you believe in and find interesting. It just may fulfill your life!



JULIAN AREA RESOURCES



AIR CONDITIONING & HEATING

Air Direct Heating and A/C
Lic # 891200 760.788.9339
Kites Quality Heating Air 858.486-0803
Quick Response A/C
Lic # 889750 619.301.3694

CHIMNEY SWEEPS

The Pott Belly Shop 760.789.4567

CONSTRUCTION

/GENERAL CONTRACTORS

Dave Baker Contractor
Lic # 816406 760.519.0859
Larry Noble Construction
Lic # 602654 760.765.2363

Muse General Contractor
Lic # 1023247 619.335.7204/619.895.4553
Steve Goddard Construction
Lic # 600065 760.535.5051

ELECTRICAL

Gus Garcia Electrical Service
Lic # 678670 760.271.0166
Optimal Electric
Lic # 107704 619.993.2742
Sunnydale Electric
Lic # 777884 760.789.2165

EXCAVATION/GRADING/SITE WORK

Bruce Strachota Heavy Equipment
619.972.0152
Stanley Backhoe;
CSL# 617955 760.765.1521

FENCING

Alpine Fence
Lic # 602530 619.659.9320
Ramona Fence, Inc.
Lic # 534592 760.788.1538

FIRE STATIONS

CalFire Julian Station 50 (Burn Permits)
1587 Hwy 78 760.765.0511
SD County Fire Authority Station 56
3407 Hwy 79 760.765.2885

FLOORING

All About Carpet 760.504.8587
Julian Interiors
Lic # 596150 760.765.1605

GARBAGE/RECYCLING SERVICE

Ramona Disposal
324 Maple St, Ramona 760.765.2901

HANDYMAN SERVICES

Brian Denny 760.212.4954
Richard Riveria 760.213.3546
Roger Spillman 858.705.7731

HOME PROJECTS, DEMOLITION AND REMOVAL

Richard Riveria 760.213.3546

JULIAN BRANCH LIBRARY

1850 Hwy 78 760.765.0370

MEDICAL SERVICES

San Ysidro Health 760.765.1223
Brian Denny, Chiropractor 760.212.4954

PAVING

Julian Asphalt
Lic # 995342 619.201.2361

PLUMBING

Frontier Plumbing
Lic # 811387 760.789.1469/760.271.6636 (cell)
Haworth Plumbing
Lic # 611047 760.789.5119
Ken Sweet Plumbing Inc.
Lic # 953806 760.765.0399

POWER COMPANY

SDG&E Emergency Outage 800.411.7343

PROPANE

Allstate Propane 760.244.9160
Kamps Propane 760.789.7079
ProFlame 760.765.9005
Ramco (portable tank refills)
1913 Main St., Julian 760.765.0774

REAL ESTATE CONSULTING, SALES, And PROPERTY MANAGEMENT

Sage Real Estate Co.; CalDRE #01238746
1934 Main St. 760.765.1776

SEPTIC SERVICE

A1 Septic Services 760.567.7224
Alpine Drainage Systems, Inc.
Lic # 397304 619.743.2150
Stanley Backhoe
CSL# 617955 760.765.1521
Waples Construction & Septic
Lic # 786689 760.789.5791/760.644.0815 (cell)

SURVEYING, LAND PLANNING & SEPTIC LAYOUTS

Patrick Engineering and Surveying
760.765.1343

ROCK WORK/ MASONRY

Guillermo Lopez 760.504.8842
Richard Riveria 760.213.3546

TOWING

RBS Towing 760.789.0086
S & R Towing 760.547.1719

TREE SERVICES/REMOVAL

Green Tree Forest Service
Lic # 944489 760.519.9462
The Julian Tree Company
Lic # 945348 760.765.2975/760.271.9585

VETERINARIAN SERVICES

Julian Animal Hospital
2907 Washington St, Julian 760.765.0500
High Valley Veterinary Hospital
1029 D St, Ramona 760.788.6250
VCA Adobe Animal Hospital
218 Etcheverry Street, Ramona 760.654.8033

VISITOR AND LOCAL INFORMATION

Julian Chamber of Commerce 760.765.1857

WATER QUALITY

Hague Quality Water
Lic #415453 760.789.5010
Oasis Utility Service 760.496.4882

WATER UTILITIES

H & J Water Company 760.271.9083
Harrison Park Mutual Water District
760.765.2969
Julian Community Service District - Townsite
760-765-0483

Majestic Pines Community Service District -
Kentwood I & II and Whispering Pines
760.765.0532/Emergency 1.800.790.9211
North Peak Mutual Water Co. - Cuyamaca Woods
765.760.0213

Pine Hills Mutual Water Company - Pine Hills
760-765-1243/765-0534

Wynola Water District - Wynola Estates
760-765-4872

Cuyamaca Water District - Lake Cuyamaca Area
760-315-1070

WELLS & PUMPS

Heritage Well Service
Lic # 813456 951.763.2210
Sexton Pump
Lic # 995941 760.765.1246/760.533.7940 (cell)

Sage Real Estate Co. does not endorse any specific product, service or business of the parties mentioned here. It is the responsibility of the consumer to research and verify any business before utilizing any product, service or business.



SAGE REAL ESTATE CO.
PO Box 621
JULIAN, CA 92036

PRSR STD
U.S. Postage Paid
Julian, CA
Permit No. 8

HOME IS WHERE
WE REST OUR
HEADS AND BUILD
OUR LIVES.



We support the Julian Dark Sky Network.



LAND for SALE

OFF-GRID PROPERTY IN CUYAMACA WOODS



2.5 acres at the end of Poco Montana. Scenic views. Well. Water holding tank. Park-like setting on flat area of property. Dramatic rock outcroppings.

**OFFERED AT
\$129,000**



OFFERING REAL ESTATE SALES AND PROPERTY MANAGEMENT SERVICES

SageREALESTATECO.com

info@SageRealEstateCo.com

1934 Main Street, Corner of Main & C Streets, Julian, CA Office # 760.765.1776

THE SAGE REALTORS®

*Juli Zerbe, Broker/Owner, CalDRE Lic. #01238746 • Julie Degenfelder, Agent, CalDRE Lic. #02078284
Carre St. Andre, Agent, CalDRE Lic. #01878143 • Richard Loomis, Agent, CalDRE Lic. #02088179
Sheryll Rainey, Agent, CalDRE Lic. #01324619 • Patti Thornburgh, Agent, CalDRE Lic. #02081055*