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OFFERING REAL ESTATE SALES AND PROPERTY MANAGEMENT SERVICES

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Sheryll Rainey, Agent; Carre St. Andre, Agent; Joe Hutchinson, Agent
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**FRIENDS ARE LIKE QUILTS.
THEY NEVER LOSE THEIR
WARMTH.**



Julian • Alpine • Poway
Ramona • Escondido
And beyond!

**Julian and Quilts:
Where the Heart Finds Warmth**

The word "quilt" comes from the Latin word *culcita*, meaning stuffed sack. Quilting dates back around 5,500 years, with the first known remaining quilted material being from the Egyptian First Dynasty. Throughout the years, quilts have been story tellers, works of art and a means of warmth on cold nights. Quilts have inspired, comforted, concealed and revealed lives through the ages.

Quilts have grown to become more than just the "stuffed sack" of years past. The quilt trend has grown from ordinary blanket quilts, to small intricate wall art, large wooden barn squares, hand-pieced and quilted, to machine-pieced and quilted, computerized fabrics and fantastic works of art. Quilting is here to stay and is flourishing nationally and in Julian.

See Inside For More On Julian Quilts



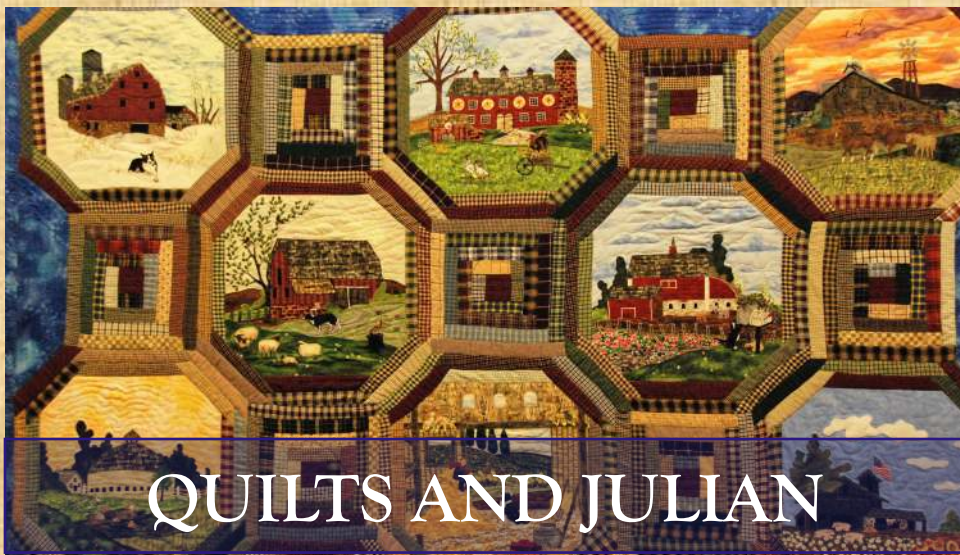
Cuyamaca Lake Resort
Custom, 1707 SF, 2/2, Lake Views! \$479,00



Pine Hills
Custom, 2625 SF, 3/4, Views! Sold \$618,00

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SAGE WELCOMES A NEW
HARDWARE STORE TO JULIAN!
See inside for details



QUILTS AND JULIAN

Quilts and Julian often go hand-in-hand, or stitch-and-stitch. From the Woman's Club Heritage Quilt Show to the Backcountry Quilt Trail, you can see the piecing together of the fabrics of life in the Backcountry.



Worked into the fabric of the more known popular views of quilts is a wonderful group of ladies who meet on Thursday mornings at the Community United Methodist Church. While the common thread is quilting, this group, started by Betty Runnels, has much more going on. Some come from miles away to meet up with other quilters who share a love of the art. The group was started back in 1985. In 1991 they began to make baby quilts for at-risk babies. They then began providing baby quilts to Ramona's Pregnancy Clinic. That was around 2,000 baby quilts ago. Another project which one special lady in the group has undertaken is making quilts for the veterans at the VA hospital. She averages about 40 quilts per year.

Every November several of the ladies go on a Quilt Retreat in Temecula and join up with a quilt group from Chula Vista, mainly to "eat and sew." Some of the ladies get together to go on fabric shopping trips to the Fountain Valley and Anaheim areas a few times a year. For quilters, a trip to the fabric store can make for a very wonderful day trip.

These ladies have much more than their stitching going on at their weekly get-togethers. On the first Thursday of the

month (except for December) these ladies have a potluck lunch. When a member needs a friend she has a room full of shoulders. From laughter to tears, their friendships bind them together like the quilts they create.

The group has extra supplies on hand for anyone to use, as well as books and magazines to borrow and even fabrics to swap. Each lady brings her own project to work on. Others can give ideas, input or assistance. Many times, a fresh set of eyes or new concepts can be just the help a quilter needs.



While there are several in the group who are in their 80s and 90s, the youngest member is currently 34. The group adores the fact that she brings this particular group's age average "way down." There are no age limitations for the group. Youngsters and young-at-heart are all welcome with open arms. The quilting group has hopes for new members to come in. Newbies don't have to have any experience as there is plenty of guidance and love to go around.

If you are interested in quilts and love being around wonderful ladies, this group may be your calling. Stop by on a Thursday morning around 10 AM and chat with the quilters. The group is much more than just a bunch of quilters. They are the heart and soul of what goes into a quilt, a fascinating group of ladies with hearts of gold sewn together with love for life and quilts.

HERITAGE QUILT SHOW

The Julian Woman's Club organized the first Heritage Quilt Show in the late 1980s. The Quilt Show has been a signature event for both the Woman's Club and Julian for 27 years. Starting in late June at the Julian Town Hall, the show closes on July 4th.

Antique and contemporary quilts, made locally, are on exhibition and quilters in the community are invited to display quilts they have inherited or made. A brief description of the quilt as well as information about the quilter is presented with each quilt.

The Heritage Quilt Show is free to the public and viewers come from all around the area and as well as all parts of the world. As visitors view the quilts they are asked to choose their favorite. The quilt that receives the most votes is designated "Viewers' Favorite" and the quilter receives bragging rights for the year.



Eleanor Burns, a Julian Woman's Club member and nationally known award-winning quilter, designs and supervises the fabrication of a special "opportunity quilt" by a group of club members. The "opportunity quilt" is displayed at the entry of the quilt show and is raffled off on July 4th after the Parade. Eleanor also presents a workshop and show where she demonstrates her quilt designs and simplified methods of piecing. The opportunity quilt and Eleanor's Show are major fundraisers for scholarships for Julian high school graduates.



This year's Heritage Quilt Show will be open to the public on Friday, June 29, then Sunday July 1 through Wednesday, July 4, from 10 A.M. to 4 P.M. in the upstairs of Julian Town Hall. (*Handicapped visitors may access the show via the elevator downstairs in town hall.*) The show will be closed to the public on Saturday, June 30, for the Eleanor Burns Show. Information on the Heritage Quilt Show and The Eleanor Burns Show, including ticket information as it becomes available, can be found on the Julian Woman's Club website.

www.julianwomansclub.org

QUILTING EVENTS TO CHECK OUT

Visions Art Museum

Tuesday – Saturday 10AM – 4PM

Sunday Noon – 4PM

Admission :\$7.00

Persons 18 and under admitted free

VISIONS MEMBERS: Free

2825 Dewey Road, Suite 100

San Diego, CA 92106

www.visionsartmuseum.org

Quilt, Craft & Sewing Festival

February 15 - 17, 2018

HOURS: 10 AM - 5 PM Thursday & Friday

10 AM - 4 PM Saturday

ADMISSION: \$10 for 3 Days

FREE with coupon (postcard)

2260 Jimmy Durante Blvd

Del Mar, CA 92014

Bing Crosby Hall

quiltcraftsew.com

San Diego Cruisin Quilters 2018 Shop Hop

Fun on the Farm

Ten shops participating

March 3 - 10, 2018

www.cruisinquilters.com



SPOTLIGHT: QUILTER DAN OLFE

An engineering professor with degrees from Princeton and Caltech, **Dan Olfe** considered art an important part of his early life. He found success in art as a quilter. In 1997, he started creating quilts. Beginning with machine pieced and quilted cotton wall hangings, his quilting developed with technology, a natural progression due to his experience with computer graphics. To have more control over his colors and design details, Dan progressed to making hand painted whole cloth quilts. Dan has appeared on HGTV's *Simply Quilts* as well as being featured in the San Diego Union Tribune. His artistic and award-winning quilts have been in exhibits throughout the country. His most recent San Diego showing just closed in January, Rest assured there will be more to come from this talented quilter. Dan and Julie Olfe have lived in Julian for many years. For more on Dan and his ingeniously original quilts, please visit his website at www.danolfe.com.

QUILTS N MORE: Your Hometown Shop for Quilting Supplies

Julian's own quilt shop, **Quilts N More**, is a hidden treasure. Shop owner, Sara Munson, made the move to a stand-alone business location after five years inside the *Warm Hearth*. Opening at **2611 B Street** in February of 2017 (next to *Debbie's Hair Salon* and *Buffalo Bill's*), Sara has been hard at work keeping quilting alive in Julian. Although foot traffic is reduced by not being directly on Main Street, sales



continue to keep the shop open. Return customers are thrilled to find the shop at the B Street location. First-time customers have a new place to acquire more fabric for their stash. Bolt fabrics, fat quarters, quilter's supplies and books are a major part of what

Quilts N More offers, but that's not all you will discover there. From vintage doilies and linens to gifts, MORE is what you will find. Sara is a seasoned quilter herself, and takes special orders for quilts. Whether you are looking for fabric for your stash or a beautiful quilt for that special gift, **Quilts N More** is the place to go!



"I love quilting and sharing my passion with others, from little kids to adults." Sara Munson

Store hours:

Friday, Saturday, Monday, Tuesday, Wednesday, 10:30 a.m. to 4:30 p.m.

Sunday 12:30 p.m. to 4:30 p.m.

For more information, call 760.703.9879.

Like Quilts N More at www.facebook.com/quiltsnmorejulian



HOMES SOLD IN 2017 IN THE 92036 AND 92070 ZIP CODES

Address	Selling Price	Address	Selling Price	Address	Selling Price
525 Tierra Blanca	\$45,000	3705 Vinewood	\$323,000	34988 Melody Lane	\$415,000
792 Great Sandy Trl	\$89,500	2225 Sleepy Hollow	\$325,000	15775 North Peak Rd	\$420,000
2810 Lakeview Dr	\$99,000	2010 Prospect Pl	\$325,000	5044 Pine Ridge Ave	\$420,000
7226 Hard Scramble Trl	\$100,000	3220 Salton Vista	\$325,000	4446 Pine Ridge Ave	\$430,000
786 Surrey Trl	\$111,000	3545 Lakeview Dr	\$326,500	4795 Belvedere	\$435,000
781 Shooting Iron Trl	\$140,500	2510 Salton Vista	\$329,000	5060 Pine Ridge	\$449,000
3916 Wynola Rd	\$150,000	773 Pine Cone Dr	\$329,000	1234 Lakedale Rd	\$450,000
350 Canebrake	\$165,000	2815 Heliotrope	\$335,000	856 Pinecone	\$459,000
7598 Last Chance Trl	\$165,000	1779 Whispering Pines Dr	\$335,650	1212 Sunrise	\$460,000
2853 Pine Crest	\$168,200	2268 Whispering Pines Dr	\$337,000	7465 Engineers	\$460,000
795 Great Sandy Trl	\$192,000	5850 Grandview	\$340,000	1235 Lakedale Rd	\$480,000
5017 Acorn Patch Rd	\$220,000	2113 3rd Street	\$340,000	5151 Acorn Patch Rd	\$480,000
2584 Salton Vista	\$220,000	822 Windward Dr	\$345,000	7256 Cosmit Ln	\$485,000
770 Great Sandy Trl	\$221,000	4630 Belvedere Dr	\$345,000	3166 Williams Ranch Rd	\$490,000
1329 Canyon Dr	\$229,000	5720 Grandview	\$347,000	34556 Navajo Rd	\$495,000
919 Chapin Dr	\$235,000	3660 Lakeview Dr	\$348,000	4927 Meadowridge	\$496,000
3988 Deer Lake Park	\$240,000	7459 Kickin Horse Trl	\$349,000	7385 Cosmit Ln	\$499,000
2506 C St	\$251,500	2401 B St	\$350,000	23803 Green Oaks Rd	\$500,000
2853 Pine Crest	\$255,000	2730 Azalea	\$350,000	3011 Azalea	\$502,000
4045 AntlersDr	\$260,000	3729 Lakeview	\$350,000	888 Pine Cone	\$520,000
1260 Banner View Dr	\$264,000	2802 Three Peaks Ln	\$355,000	4622 Luneta Drive	\$522,000
1881 Whispering Pines Dr	\$264,500	876 Woodlawn	\$358,000	25730 Eagle Gap Rd	\$525,000
3254 Old Cuyamaca Rd	\$265,000	1311 Ridge Trail Ln	\$359,000	1380 Sunny Point Rd	\$539,000
2735 Payson Dr	\$265,000	1334 Sunshine Trl	\$359,900	4559 Luneta Dr	\$540,000
2757 Payson Dr	\$270,000	5180 Pine Hills Rd	\$360,000	3927 Old Julian Hwy	\$556,000
808 Highway 78	\$275,000	3536 Lakeview Dr	\$360,000	3185 Pine Hills Rd	\$590,000
3691 Circle Dr	\$279,000	2916 Pine Crest	\$367,000	937 Toyon Mountain Ln	\$595,000
3406 Winward Dr	\$280,000	2290 Whispering Pines Dr	\$374,000	4028 La Tenaja	\$605,000
3129 Pheasant Dr	\$285,000	3308 Country Club Dr	\$375,000	4657 Belvedere Dr	\$615,000
1679 Whispering Pines Dr	\$288,000	2773 Payson Drive	\$380,000	1070 Farmer Rd	\$629,000
738 Ramona Dr	\$299,000	1783 Whispering Pines Dr	\$381,000	782 East Incense Cedar Rd	\$650,000
1925 Whispering Pines Dr	\$299,000	2933 Pheasant Dr	\$385,000	2760 Hwy 79	\$660,000
1058 Venture Valley Rd	\$299,000	1626 Frisius	\$385,660	1295 Leon Ln	\$725,000
7540 Starlight Way	\$299,000	4225 Hwy 78	\$388,000	5846 Grandview Way	\$799,000
702 Ridgewood Dr	\$302,000	2718 Azalea	\$395,000	5755 Boulder Creek Rd	\$850,000
4010 Antlers Dr	\$307,500	3304 Country Club Dr	\$399,000	3353 Quail Hollow	\$915,000
4330 Luneta Dr	\$310,000	3691 Highland Dr	\$399,000	27413 Highway 76	\$975,000
1815 Whispering Pines Rd	\$310,000	2848 Three Peaks Ln	\$400,000	31133 Panorama Trl	\$1,400,000
2013 3rd	\$312,000	4465 Pine Hills Rd	\$400,000	34948 Birdsell	\$1,500,000
3606 Royal Dr	\$317,500	3295 Salton Vista Dr	\$402,000	4554 Boulder Creek Rd	\$1,950,000
3299 Salton Vista Dr	\$319,000	3691 Circle Dr	\$409,000	27060 Green Oaks Rd	\$2,000,000
3464 Alta Vista	\$319,000	2527 D St	\$410,000	27060 Green Oaks Rd	\$2,500,000
Let Sage help you sell your home in 2018				26777 Meadow Lake Road	\$8,500,000

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E-MAIL: INFO@SageREALESTATECO.COM**

Julian's Housing Trend

Do you know your neighbors? There is a good chance you don't know as many as you once may have. According to San Diego County tax records, most homes sold during 2017 in the 92036 and 92070 areas are NOT owner occupied. Between January 1 and December 31, out of 102 recorded transactions, only 12 were designated as "owner occupied." The rest consist of 62 non-owner occupied and 28 have no available data. Five of the non-owner occupied had purchased multiple homes in Julian or Santa Ysabel. Julian has long been known as an area of second homes, but it is shifting to an area of short term and vacation rentals. For the year of 2016 there were 38 transactions showing as "owner occupied," and 43 "non-owner occupied" and three with no available information. In 2013 of 80 transactions 40 were "owner occupied" while 35 were recorded as "non-owner occupied."

There are approximately 200 short term rentals, including those listed on Airbnb and VRBO, indicating that in Julian the trend in housing is turning from residential and second homes to vacation and short-term rentals. While such a trend brings more people to the Julian area, it can also have adverse effects.

Several business owners have brought up the issue that the vacation housing takes away from the more affordable housing that their employees would normally rent. Having fewer long term rental units available results in higher monthly rents. One shop owner recently had to move to another area because the rent went up such a significant amount. Employees have had to find housing further from work. The restaurant industry seems to feel the brunt of the housing market shift the most. One local summed up the issue that many have expressed, "It affects all of us. Most short-term rentals in Julian are owned by non-locals, so the additional income goes

out of town. It reduces the amount of housing available to locals which makes it so the rental cost increases, this in turn makes most housing in Julian not affordable to the average income people who are still being paid minimum wage. This in turn means people need to look outside of Julian for housing, and because of the cost of gas most will find work in other areas where they live."

With upwards of 200 Julian area homes being part of the short-term rental inventory neighborhoods are feeling a difference in character. Several people have expressed a lack of community as the major disadvantage of the trend. Some long-time residents have left the Julian area after years of living here because of the shift from the community feel to tourism. One who recently moved stated "I have to say that I moved and left my business because the lack of concern for a lasting community is a big problem for me."

"We are slowly replacing neighbors with a constant stream of strangers who aren't invested in seeing our little neighborhood

This chart shows the percent of owner occupied vs. non-owner occupied homes purchased in the Julian area over the past five years. Source: County Tax Records.

Year	Owner Occupied	Not Owner Occupied	Unavailable Data	# of Records
2017	12	62	28	102
	12%	61%	27%	
2016	38	43	4	85
	45%	51%	5%	
2015	33	50	5	88
	38%	56%	6%	
2014	38	34	3	75
	51%	46%	4%	
2013	40	35	5	80
	50%	44%	6%	

thrive." Strangers in the neighborhoods is a concern for many. Complaints of parties, rudeness and noise have been brought up by some residents. Many owners have little to no contact with the neighbors and have a vacation management company handling the rental, making it almost impossible for communication. Local vacation management companies try to keep tabs on unruly situations and rectify issues. One resident stated, "In summary, the character of our neighborhood is slowly changing from one that feels like a close-knit neighborhood to one that feels more like a cheap resort. We maintain an open constant dialogue with the owners and that helps keep down the problems."

An additional aspect of the short-term rental situation is the collection of the Transient Occupancy Tax (TOT). This tax is charged to travelers when they rent any accommodation for a stay of less than 30 days. TOT revenues fund a Community Enhancement Program, which goes back into the community to help encourage tourism, stimulate the economy and generate jobs and better quality of life. TOT funds collected in fiscal year 2016-17 were 272,533.43, while funds collected ten years ago in fiscal year 2006-2007 were \$290,767.65, a drop of \$18,234.22. While there are **more** short-term rentals in the Julian area, there is **less** TOT revenue. This may indicate that most of the short-term rentals are not paying their taxes or they not being used. Either scenario can work against the Julian economy.

The short-term rental trend is hitting Julian, San Diego County and throughout California. It will remain a concern for many. We at Sage feel that San Diego County should create zoning to prohibit or at least limit the number of short term rentals in residential neighborhoods.

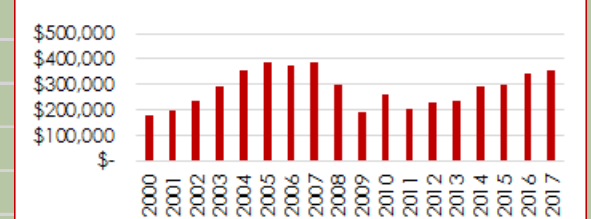
LIST PRICE VS SALES PRICE

Year	List	Sale
2000	\$ 181,000	\$ 179,125
2001	\$ 203,000	\$ 200,000
2002	\$ 249,000	\$ 235,000
2003	\$ 299,949	\$ 295,000
2004	\$ 365,000	\$ 355,000
2005	\$ 405,000	\$ 390,000
2006	\$ 409,500	\$ 373,750
2007	\$ 399,000	\$ 384,900
2008	\$ 309,900	\$ 300,000
2009	\$ 202,400	\$ 191,625
2010	\$ 277,000	\$ 259,450
2011	\$ 224,950	\$ 203,500
2012	\$ 243,950	\$ 229,000
2013	\$ 247,400	\$ 233,000
2014	\$ 285,000	\$ 292,000
2015	\$ 321,500	\$ 300,000
2016	\$ 351,500	\$ 340,000
2017	\$ 367,000	\$ 355,000

Households sold for 97% of their list price in 2017. The median sales price increased 4% over 2016, but is still well below what it was ten years ago. Julian inventory is VERY LOW and prices are well below the Diego County median. It is a seller's market. Now may be a great time to sell before a potential downturn. Market times are now beginning to increase, indicating a potential for a slower market coming up. In 2017, twice as many properties sold by Julian agents versus non-Julian agents sold at their original list price. Six listings with Julian agents sold for over original list price, for an average of \$24,433 gain for each of those sellers. Only four listed with non-Julian agents sold over list price for an average of \$6,400 gain for each seller. 17% of the sales averaging a discount of greater than \$50,000 off the original price were sold by non-Julian agents compared to 14% for Julian agents.

When looking to sell your home, you need someone on your side with your best interest in mind. You need someone who knows the area, the market, home values and the ins and outs of selling in Julian. It is important to know what to expect during the sale of your home, and important to have someone near to help you along the way. A Julian agent is able assist you in pricing your home for the competitive Julian market as well as handling issues on a local level.

MEDIAN SALES PRICE BY YEAR



Sage

The word "SAGE" means different things to many people –
 A wise person
 A lovely plant
 Cleansing
 A tasty herb
 A beautiful color.

We hope you come to associate it with personal, top quality real estate services.



Getting to Know You

Juli Zerbe



As the Broker/owner of Sage Real Estate Company **JULI ZERBE** strives to provide quality and genuine services for clients wishing to sell their homes taking care to provide realistic market analysis, top notch advertising, and Risk Management expertise. She grew up in Julian, has a Bachelors degree from Point Loma College and has been licensed in real estate since 1998. The

Julian real estate market is particularly rewarding for Juli because it allows her the opportunity to share with buyers her love for her home town and the quality of life that many experience here.

Joe Hutchinson



JOE HUTCHINSON is the newest agent at Sage. Having recently retired from General Atomics and a life long career as an associate electronics engineer he is excited about working in a new environment. Joe grew up in Illinois and has been a part and full time residence of Julian since 1969. Joe and his wife have invested in real estate rentals and have rehabbed a handful of properties making Joe no stranger to the ins and outs of real estate. He is an avid musician playing guitar and stand-up

Sheryll Rainey



SHERYLL RAINEY has been honored for being one of the top producing real estate agents in San Diego by the California Assoc. of Realtors. Look for her name in the San Diego Tribune! Sheryll's many accomplishments include the National Association of Realtors designations of Accredited Buyer Representative, Seller Representative Specialist, Senior Real Estate Specialist and Certified Negotiation Expert. These designations give her the in-depth knowledge and expertise her clients find so valuable. Whether she is assisting buyers find their place up here or guiding clients that want to sell, she is dedicated to her clients and takes her job to heart. All her clients can rely on her in-depth knowledge and expertise in guiding them through the transaction process. Sheryll is sensitive to her clients needs, wants and concerns and will do her best to be a positive thread in making the real estate experience a good experience for all.

JULIAN FEATURED BUSINESS: *COUNTRY GOLD & HARDWARE*



There's a new kind of shop in Julian; part hardware, part thrift, all community minded. Daniel and Ashlea Blodsale started Country Gold and Hardware in 2016 to not only be a part of the community, but to give to the community. Daniel's family moved to Julian from Arizona when he was 10, to be closer to relatives living in San Diego County. Ashlea was raised in Indiana by parents who both graduated from Julian High School. The family came back to Julian in 2005 when Ashlea was a junior in high school. Her parents both graduated from Julian High School and her roots run deep in Julian; her Grandmother started the Julian Pie Company. Like Daniel's family, Ashlea's family moved to Julian to be closer to family.



Knowing Julian had a need for a hardware store and understanding the unique economy that Julian has, the couple combined several services into one unique shop. While carrying many hardware supplies, from simple screws and nails to minor electrical and plumbing supplies, they added a thrift store concept as well as consignment, artwork, refurbished furniture and well, even a motorcycle project. On thrift store side of the business bartering plays a big part. The Blodsales understand the out-of-the-ordinary economy of the area. Locals are welcome to donate or barter anything that could help the store and the community. This helps to keep prices practical. The Blodsales' goal is to bring back a resident-supporting business while putting money back into the pockets of families in the surrounding area.

The Hardware Store is building up step by step. Limited on space, they are trying to carry the items that tend to be the most needed in the community. They are open to suggestions of what types of items are most desired. They also take orders for items from windows to toilets that can be delivered with their regular delivery and either picked up at the shop or delivered by Daniel on his available days. The couple also go above and beyond; accepting phone calls during non-open hours for emergency situations. Give them a call for urgent parts before running down the hill. (Daniel 619.906.1749 or Ashlea 619.906.1747)



With spring coming, the Blodsales are planning to carry soil for gardening. Pet supplies and food are also in the works for future stock. Due to limited storage space, there are some things they cannot carry presently, such as lumber. The hope is as the business grows they will be able to do more for the community.

If you haven't been in **Country Gold and Hardware**, stop by sometime and check it out. They are located at **1461 Hollow Glen**, right across from Nickel Beer and next to The Julian News and Brian Denny's Julian Chiropractic office. Before donating items to the thrift stores down the hill, check with Country Gold and Hardware. If it can be beneficial to the Julian economy, or useful to someone in Julian, why not keep it in Julian?

COUNTRY GOLD AND HARDWARE HOURS: Tuesday-Friday 7:30-3:30 and Saturday 10-3. Closed Sunday and Monday.

Carre St. Andre



CARRE ST. ANDRE was born and raised in San Diego and has lived in the back country 20+ years, raising her children in the local community and schools. Her real estate designations include Certified Negotiation Expert and Military Relocation Professional, with experience in vacation rental management and loan processing. A US Army Veteran, where she specialized in communications and was airborne qualified, she maintains her connection to the military as a member of the local American Legion as well as volunteering for various veteran's organizations. She is a dedicated martial artist studying Aikido – best described as the art of non-violent conflict resolution. Her approach to real estate reflects placing value in win-win situations. Protecting all involved in a transaction, providing service and support vs. high pressure tactics, leads to more successful closings. Her hobbies include ethno botany, beekeeping and music. Buying and selling property in the back country has many aspects that differ from real estate in the city, such as septic systems, wells, easements and boundaries, records of **survey**, etc. Skilled representation includes knowledge in these areas. Local expertise is essential for a successful real estate transaction. Protect your investment – seek guidance from a local expert!
 "After exploring the western states, I found the San Diego back country ideal for enjoying the outdoors, the four seasons and small town community living, yet close enough to family in the city. Where else can you play in the snow, enjoy desert wildflowers, swim in the ocean, and be home before the stars come out?"

Patti Thornburgh



PATTI THORNBURGH joined Sage Real Estate Company in June of 2016 as the marketing manager. She is currently enrolled in courses to enhance her knowledge of the business. She was recently elected to the Julian Chamber of Commerce Board of Directors and will serve on the board from January 2018 to January 2020. Patti enjoys photography, quilting, writing, and spending time with family.



Sage Real Estate Co.
 (A different kind of real estate company.)

We are trustworthy and work with the highest integrity and standards.

We are innovative, use current technology and professional photography to market our listings.

We are residential real estate experts; skilled at negotiation, risk management, staging, contracts, and disclosures.

Sage is caring and personal.

Sage agents are continuously mentored by the broker.

We have high educational standards for our agents and we freely share our real estate knowledge.

We actively support the communities we work in.

We believe that "home" and environment are key to happiness and a fulfilled lifestyle.

We strive at all times to find win-win situations for sellers and buyers as both move toward their desired lifestyle.

Sage Real Estate Co is looking to hire a new agent. If you are passionate about helping people find a place to call home please call. Expert training provided!

Sage Real Estate Co.
 is the only
real estate company with BBB Accreditation in Julian. We have an A+ rating!

Sage is a company you can trust!

Email: info@SageRealEstateCo.com



Property Management Services

- Sage is committed to helping landlords and tenants develop relationships built on trust and respect.
- Landlords can count on regular exterior property monitoring.
- Electronic payments and direct deposit.
- Tenants can count on timely responses and a comfortable place to call home.

*To Sew or
 Not to Sew....
 What a silly question.*



Featured Properties



This 1707sq. ft. two-story home has 2 bedrooms, 2 baths, 2 decks and an extra room! Built in 2004 with detached one car garage and storage shed. Lovely home with unique touches! Move in ready!



Offered at \$479,900

LAND FOR SALE

IRON SPRINGS ROAD 10 ACRES

Private 10 acre parcel with incredible northwesterly views. Perfect parcel for that piece of heaven up here in Julian that gives the privacy you may crave and definitely away from the maddening crowd. Ideal off the grid property. Some of the property is tiered. Imagine being able to hunt and hike on your own land. Enjoy bird watching, star gazing, & trail blazing on this fabulous parcel. Come build your dream mountain getaway home. There is a partial site plan. Water & soil tests have been performed. Offered at \$177,000



OAK GROVE 0.72 ACRES



Fabulous view property. Come build your mountain getaway or country home. .72 acres. Perc test completed. Needs septic layout. Seller has water shares that will convey. Buyer to investigate all before the close of escrow. Located in Pine Hills. Offered at \$89,000

IRON SPRING ROAD 5 ACRES

Pretty treed and view lot. Two 2.5 acre adjoining lots. Partially cleared. Perc Test, Survey and septic layout completed. Come build your weekend getaway or mountain home. Located in Harrison Park. Offered at \$125,000



GRANDVIEW WAY 2.66 ACRES



Enjoy this 2.66 acre off-grid property; one of the few with a water meter! Views to the ocean on a clear day. Many improvements have been done. Road was paved and made 16' wide with a turnaround for a fire truck per county requirements. Septic layout with 300' leach lines previously approved. If privacy, views and peace and quiet are what you're looking for, this may be the property for you! Located in Cuyamaca Woods. Offered at \$85,000



Julian • Alpine
Poway • Ramona
Escondido



Melody Lane \$415K



Oakland Road \$400K



Pine Hills \$400K



Pine Hills \$395K



Country Club \$375K



Woodlawn \$358K



Pine Hills \$350K



Three Peaks \$345K



Winward \$345K



Kentwood \$319K



Chula Vista \$395K



Canebrake \$46K



Pine Hills \$618,000



Williams Ranch \$490,000



Pine Ridge \$420,000

Properties Sold by Sage

Julian Needs You! Become a Volunteer!

- American Legion, SAL and Auxiliary
760.765.0126
- Friends of the Julian Library
760.765.2239
- Julian Chamber of Commerce
4th of July Parade
Country Christmas
Visitor Center
Community Events
760.765.1857
- Julian Cuyamaca CERT and
Teen CERT
760.765.0206
- Julian Historical Society
760.765.0436
- Julian Womans Club
Julianwomansclub.org
- Julian Triangle Club
760.765.1598
- Julian Pioneer Museum
760.765.0227
- Julian Lions Club
760.672.1355
- Julian Arts Guild
www.julianartsguild.org

We have a system that produces fewer hassles and less friction when selling your home.

Contact us today for more information.

760.765.1776

info@SageRealEstateCo.com

When life gives you scraps
make quilts.

Great reasons to work with Sage - Our track record, credentials & community support!

DON'T FORGET TO BRING YOUR DAFFODIL BLOOMS FOR DISPLAY & JUDGING ON FRIDAY, MARCH 9, BETWEEN 12:00 AND 5:00 PM.



**14TH ANNUAL DAFFODIL SHOW
MARCH 10-11 2018**

One of Julian's favorite local events is the Annual Daffodil Show happening this year on March 10-11 at the Julian Town Hall. It is easy to enter and lots of fun. Hundreds of daffodils are judged by American Daffodil Society experts. Over 1000 blooms are featured and the varieties and beauty will amaze you! There are youth as well as adults awards. No knowledge of Daffodils is required. The American Daffodil Society experts will be on hand to answer questions about daffodils. The show includes the Daffodil Art Show by Julian Schools. Enter your blooms on March 9th between noon and 5:00PM, then come out Saturday and Sunday to enjoy the show! Admission is always free!

VOLUNTEER SPOTLIGHT: EVELYN GOLDSCHMIDT

Evelyn Goldschmidt is still a newcomer to Julian, having been here less than six years. That doesn't keep her from being a significant influence to those around her. Deciding on Julian as a place to retire after teaching in NYC, she has found her niche in the community with both the Julian Arts Guild and her support group, Julian Warriors and Survivors.

Evelyn, a cancer warrior herself, saw the need for a protected, personal place for cancer patients, caregivers and friends to come together and share and learn from experiences and support each other. The Warriors and Survivors meet every Tuesday from 3:30 to 4:30 at the Julian United Methodist Church.

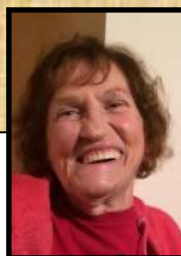
Evelyn's background as a high school teacher and medical support person gave her many of the tools she uses to make a difference. She started Julian Warriors & Survivors, a 501(c)3 non-profit in early 2017. The group has grown successfully since. The group is funded through donations, which pay for advertising and group speakers. Donations can be sent to **Julian Warriors and Survivors**

Julian Warriors and Survivors

PO Box 1058

Julian, CA 92036

or via PayPal to JulianWarriorsandSurvivors@gmail.com.



**ELEANOR BURNS ... QUILT IN A DAY FAME ...
AND JULIAN**

What would a tribute to **Quilts And Julian** be without recognizing Julian's renowned quilter, Eleanor Burns. Eleanor Burns is an inspiration to so very many quilters, young and old alike. As a member of the Julian Woman's Club, she makes great contributions to the community with the design and overseeing of the club's yearly "Opportunity Quilt," which is raffled off after the Julian 4th of July Parade during the last day of the Heritage Quilt Show in Town Hall. This quilt and the Eleanor Burns Show, held during the Heritage Quilt Show, are major components of the JWC fundraising efforts for Julian Senior Scholarships.

Coming to Southern California in the mid-1970s, this Pennsylvania native would soon impact not only the world of quilting, but the little town of Julian, as a television personality, teacher and author with her "Quilt in a Day." Holding a "Quilt in a Day" class in the historic Julian Town Hall seemed to be fitting for the lady who would make quilting history herself. That first class would lead to a home in Julian as well as many classes, workshops and retreats to come. Her quilting retreat at Camp Cedar Glen is one many quilters yearn to attend. This year's retreat is November 12 to 18 and is split in two sessions. For more information on each session, visit her website eleanorburns.com/events.



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

American Legion Post 468

Julian Historical Society

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

Julian Chamber of Commerce

Julian Girl Scouts

Julian Cuyamaca Fire Protection

District

Julian CERT/Teen CERT



JULIAN BACKCOUNTRY QUILT TRAIL INFO

Take a ride through the various communities of San Diego County's Backcountry and experience the Julian Backcountry Quilt Trail. From Ramona to Warner Springs, to Julian and Lake Cuyamaca, there are 29 large quilt blocks visible from the highways.

Ramona to Santa Ysabel

- 523 B Street
Ransom Brothers Lumber
"Sawblade"
3'x3'
- 23578 Highway 78
Ramona Ranch Winery
"Ramona Grapes"
6'x6'
- 28223 Highway 78
Tulloch Ranch (Private Residence)
"Boots"
8'x8'
- 28428 Highway 78
Star B Ranch
"Buffalo Star"
6'x6'
- 26757 Old Julian Highway
Oasis Camel Dairy
"Camel Pinwheel"
8'x8'

Santa Ysabel to Warner Springs

- 30218 Highway 78
Dudley's Bakery
"Sunshine"
4'x4'
- 30219 Highway 78
Crossroads Treasures
"Geode"
4'x4'
- 30275 Highway 78
Santa Ysabel General Store
"Eight Hands Round"
Displayed in a window
2'x2'
- 21887 Washington Street
(corner of Hwys. 78 & 79)
Red Hawk Realty
"Feathers"
4'x4'
- 24655 Highway 79
Ponchetti Ranch
(Santa Ysabel Indian Reservation)
"Indian Rug"
8'x8'
- 30951 Highway 79
Warner Springs Unified School District
"Mountain Views"
8'x8'
- 30951 Highway 79
Warner Springs Resource Center
(located across from the school)
"Acorns"
3'x3'

(Turn off Highway 79 at Camino San Ignacio to view the following two:)

- 32800 Camino Ortega
Residence
"Quail Crossing"
3'x3'
- 32831 Camino Moro
Residence
"Garden Rose"
3'x3'
- 34680 Highway 79
Shadow Mountain Vineyard
"Shadow Grapes"
(viewable from the tasting room)
4'x4'
- 34810 Highway 79
Sierra Roble Winery
"Oak Mountain Grapes"
(viewable from tasting room)
3'x3'

Wynola to Julian

- 4355 Highway 78
Wynola Pizza & Bistro
"Wynola Apples"
4'x4'
- 4326 Highway 78
Wynola Junction Antiques & Collectibles
"Rooster"
4'x4'
- 3802 Wynola Road
Residence
"Anvil & Windmill"
4'x4'
- 3692 Highway 78
Wynola Flats Produce
(Two quilt blocks)
"Apple Core"
4'x4'
- "Honeybees on the Farm"
4'x4'
- 2898 Highway 78
Community United Methodist Church
"New England Star Variation"
4'x4'
- 1477 Farmer Road
Residence
(Three quilt blocks)
"Donkey Love"
4'x4'
- "Pinwheel Star"
4'x4'
- "Chicken Feet"
2'x2'

The following six can be found in windows on the walking tour in Downtown Julian.

- 2136 Main Street
The Old Julian Book House
"Book House Cat"
2'x2'
- 2129 Main Street
Julian Town Hall/Julian Chamber of Commerce
"Basket of Apples"
2'x2'
- 2000 Main Street
Kat's Yarn and Craft Cottage
"Cat"
2'x2'
- 2000 Main Street
Soups 'n Such Café
"Iris"
2'x2'
- 2607 C Street
Julian Woman's Club House
"Martha Washington Wreath"
2'x2'
- 2124 Third Street
Julian Tea and Cottage Arts
"Teapot"
2'x2'

Lake Cuyamaca

- 15027 Highway 79
Lake Cuyamaca Recreation & Park District/Lake Cuyamaca Restaurant
"Pine Tree"
4'x4'

Advice from a Quilt

Make lasting memories.
Block out time for Family.
Cherish tradition.
Keep your friends in stitches.
Find common threads.
Know when to cut corners.
It's ok to be a little scrappy.

