

St James Village



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FERRARI-LUND
REAL ESTATE

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December 2025 in Review

Area	Median Price SFR* SOLD	Median Days to Contract	Active Inventory
89511	\$1,150,000	~80 days	~126
Washoe Co	\$587,778	41	734
Reno	\$690,000	44	504
Sparks	\$516,950	36	182
Spanish Sp	\$590,000	13	11

* SFR: Single Family Residence
MLS and Realtor.com Statistics of January 1, 2026



This mailer is not intended to solicit another Broker's Listing

Living in a Home On the Market

When deciding to sell your home, you want it to look and be its best. To accomplish that while still living there, some strategic staging can go a long way. Living in a staged home is kind of like living in a museum: look but don't touch - unless you are cleaning; every room has a defined purpose; no overcrowded elements; no dust or pet hair; personal hygiene items are non-existent; valuables are locked up; interior space is open for ease of foot traffic; light is abundant; odors are negligible; paint and furniture colors are neutral for the most part; drinks and snacks are limited to the kitchen area; bathrooms are clean and uncluttered; and stored items are invisible. It's kind of like living in a museum, but you can still be comfortable.

18-Point Living in a Stage Home Checklist

1. **De-personalize:** pack away family photos, awards, mementos, and trophies; *...Continued inside*

Targeted Marketing - Who Are Your Buyers?

I was the marketing and graphics lead at a direct marketing company in Folsom, California for ten years. I specialized in marketing campaigns for the trades. The company was at the forefront of variable data printing which allowed me to use information within a data base to personalize each mailer to the recipient with targeted graphics and copy. *...Continued inside*

For Sale

22085 N Redrock
Redrock

3 Bedroom, 2 Bathroom
1,274 sq ft • 11.7 Acres
\$548,000



For Sale

177 Nottingham Ct
Washoe County

St James Village
1.02 Acres
\$320,000



Recently Sold

Distressed Investment Properties

17920 Mockingbird Dr, Washoe County
Vacant lot
Previously Manufactured Home
SOLD \$115,000

10755 Silver Spur Dr, Washoe County
3 bed, 2 bath, 1,467 sq ft
SOLD \$345,000

2285 King Edward Dr, Reno
4 bed, 2 bath, 1,688 sq ft
SOLD \$370,000

Snow Removal Service for Clients

Brad Brazell,
Owner

- Full Service Lawn Care
- Tree & Shrub Maintenance
- Landscape Upgrades
- Grounds Clean-up including Fire
- Licensed & Insured
- Free Estimates

SIERRA
OUTDOOR SERVICES

Brad@SierraOutdoorServices.com NV. 70786

Full Service Yard Care You Can Count On...All Year Long 775-224-3690

This FREE site will auto-email you alerts for specific actions that you specify:



neighborhoodalerts.com

- Crime
- Registered Offender
- Real Estate Building Permits
- Missing Pets
- Restaurants, Bars, Coffee Shops
- Community
- Weather

De-cluttering and Downsizing

In 2012 I decided to de-clutter and downsize so I could sell my home and easily move to a smaller home in two years, when my daughter would go off to college. That gave me time to go through the three stages of letting go and move into the fourth stage: euphoria of a light load.

Stage one was relatively easy. I diligently went through room by room, drawer by drawer, closet by closet, pulling out items that had no emotional attachment. There were plenty of resalable items to put on a big garage sale. I organized the sale by category: tools, toys, furniture, house hold items etc. There were three aisles and I did my best to display everything in the best light.

Stage two was a challenge. Now I was sorting through items with emotional attachments, such as gifts from people I loved. Some items were used and some were still new in the box. Selling or giving away those items felt a little like betrayal.

Then there were the clothes I thought would never come back in style, like my bell bottom jeans from the 1970's, and

also the clothes less appropriate to wear as I aged. LOL.

The hardest of all to let go of were the photographs my parents left behind, and the photographs I would be leaving behind for my daughter to some day agonize over. I was surrounded by these boxes in an otherwise empty room. I allowed myself time to sift through and relish the hundred or so years of memories before placing most of them into the throwaway pile. The process was scary because superstition told me the photographs were connected to peoples' wellbeing.



Stage three was liberating. It included the final garage sale after which I took all the unsold items to the Salvation Army, and never looked back. By the time I was done, with the exception of clothing, toiletries and office equipment, everything fit into a 5'x5' storage unit. That is extreme for most people, but the point is, it was a three-stage effort, with each stage preparing me for the next positive emotional and downsizing breakthrough.

South West Reno Luxury Market Overview Northern Nevada Regional MLS 12/31/25

\$1,250,000+ • Single Family Residence

St James Village

<u>Address</u>	<u>Built</u>	<u>Contract Date</u>	<u>Original Price</u>	<u>Current Price</u>	<u>Close Price</u>	<u>Close Date</u>	<u>Sq Ft</u>	<u>Bed</u>	<u>Bath</u>	<u>Garage</u>
4660 W Pinewild Road	2005	4/11/2025	\$2,795,000	\$2,795,000			5,680	5	5	3
235 Timbercreek Court	2006	5/27/2025	\$3,400,000	\$2,950,000			5,160	4	4	3
29 Bennington Court	2021	5/30/2025	\$6,950,000	\$6,950,000			4,831	3	4	4
370 Timberlake Court	2005	8/28/2025	\$3,600,000	\$3,600,000			4,978	4	5	4
4810 W Pinewild Road	2006	10/3/2025	\$3,200,000	\$2,900,000			5,297	4	5	4
54 Bennington Court	1998	12/20/2024	\$2,399,000	\$1,949,900			4,733	4	4	3
4635 Joy Lake Road	2022	3/25/2025	\$3,300,000		\$2,950,000	5/21/2025	4,026	5	6	4
120 W Willis Lane	1997	4/22/2025	\$3,850,000		\$3,800,000	6/18/2025	5,315	4	4	4
135 Keaton Court	2004	4/17/2025	\$3,650,000		\$3,313,000	6/12/2025	5,089	5	5	8
180 Nottingham Court	2000	4/10/2025	\$1,999,000		\$1,900,000	7/11/2025	5,588	5	4	4
202 Paddington Court	2006	5/5/2025	\$2,490,000		\$2,350,000	11/5/2025	5,455	6	5	6
193 N Argyle Court	2004	5/21/2025	\$1,850,000		\$1,700,000	8/18/2025	3,282	4	4	3
186 Carleton Court	2005	6/26/2025	\$3,195,000		\$2,975,000	9/2/2025	3,840	5	4	4

St James Village Vacant Land - Active on January 1, 2026

<u>Address</u>	<u>Listing Date</u>	<u>Original Price</u>	<u>Current Price</u>	<u>Lot Size</u>	<u>Days on Market</u>
178 Nottingham Ct	3/27/2024	\$349,000	\$329,000	1.01	645
229 S Earham Ct	12/27/2024	\$550,000	\$500,000	1.17	370
4690 W Pinewild Rd	4/22/2025	\$335,000	\$335,000	1.03	254
4720 W Pinewild Rd	4/26/2025	\$345,000	\$345,000	1.03	250
600 Sand Cherry Ct	4/29/2025	\$280,000	\$265,000	1.16	247
205 Timbercreek Ct	7/23/2025	\$390,000	\$390,000	1.64	162
485 Mt Mahogany Ct	8/13/2025	\$275,000	\$275,000	1.01	141
203 S Argyle Ct	8/13/2025	\$420,000	\$420,000	1.53	141
605 Sand Cherry Ct	8/16/2025	\$299,900	\$299,900	1.07	138
32 Bennington Ct	10/1/2025	\$350,000	\$350,000	1.63	92
95 330 Bennington Ct	10/13/2025	\$375,000	\$375,000	1.36	80
177 Nottingham Ct	10/16/2025	\$320,000	\$320,000	1.02	77
205 Paddington Ct	11/11/2025	\$375,000	\$375,000	1	51
206 Paddington Ct	11/11/2025	\$375,000	\$375,000	1.01	51
515 Mount Mahogany	5/17/2025	\$332,000	\$298,000	1.05	229 Under Contract

Median Sales Price Single Family Residence

	<u>November 2025</u>	<u>December 2025</u>
Reno	\$660,000	\$690,000
Sparks	\$545,000	\$516,950
Sp. Springs	\$732,750	\$590,000
	<u>December 2024</u>	<u>December 2025</u>
Reno	\$644,500	\$690,000
Sparks	\$549,168	\$516,950
Sp. Sp.	~*\$689,000	\$590,000

* No MLS Data - This is from A.I. Data

89511:	Oct 2025	\$1,525,000
89511	Nov 2025	\$1,675,000
89511	Dec 2025	\$1,150,000

MLS Statistic pulled January 2, 2026

Galena Forest Neighborhoods

<u>Address</u>	<u>Built</u>	<u>Contract Date</u>	<u>Original Price</u>	<u>Current Price</u>	<u>Close Price</u>	<u>Close Date</u>	<u>Sq Ft</u>	<u>Bed</u>	<u>Bath</u>	<u>Garage</u>
805 Yellow Pine Road	1991	4/29/2025	\$2,000,000	\$1,250,000			4,322	3	3	2
16555 Evergreen Hills	2006	6/30/2025	\$2,250,000	\$1,950,000			3,638	3	3	3
1745 Green Ash Road	1993	8/15/2025	\$2,750,000	\$2,600,000			6,858	6	7	4
1445 Austrian Pine Rd	2000	9/16/2025	\$1,950,000	\$1,950,000			4,293	4	4	3
355 Blue Spruce Road	2000	9/18/2025	\$2,200,000	\$2,000,000			5,257	4	4	4
16435 Snow Flower Dr	1995	9/25/2025	\$1,695,000	\$1,645,000			3,564	5	4	2
25 Winterberry Court	1992	11/6/2025	\$1,149,500	\$1,149,500			2,129	3	2	3
900 Douglas Fir Drive	1985	7/19/2024	\$1,595,000		\$1,380,000	7/22/2025	3,496	4	5	3
1155 Austrian Pine Rd	1994	1/29/2025	\$1,250,000		\$1,199,000	6/5/2025	2,667	4	3	3
6140 Philoree Lane	2016	1/31/2025	\$1,400,000		\$1,400,000	11/3/2025	3,074	4	3	5
32 Rose Creek Lane	1999	3/5/2025	\$2,870,000		\$2,870,000	6/4/2025	5,795	4	6	4
205 Scotch Pine Road	1982	3/28/2025	\$2,300,000		\$1,400,000	12/5/2025	5,372	4	5	3
17215 Big Pine Drive	1996	10/24/2024	\$2,599,000		\$1,949,499	12/15/2025	5,495	6	5	10
115 W Jeffrey Pine Rd	2005	4/18/2025	\$2,999,995		\$2,555,000	12/29/2025	4,658	4	4	3
1495 Austrian Pine	1993	5/8/2025	\$1,650,000		\$1,600,000	6/30/2025	4,298	4	4	4
790 Piney Creek Road	2016	5/8/2025	\$2,800,000		\$2,222,000	11/17/2025	3,812	4	4	3
16760 Big Pine Drive	1999	5/15/2025	\$1,200,000		\$965,000	9/25/2025	2,718	3	3	3
25 Yellow Pine Circle	1984	6/19/2025	\$835,000		\$800,000	10/14/2025	1,980	3	3	2
6195 Philoree Lane	1995	6/27/2025	\$1,440,000		\$1,283,500	9/10/2025	2,918	3	3	3
1705 Blue Spruce Road	1990	6/30/2025	\$1,350,000		\$1,225,000	12/11/2025	2,552	4	3	3
135 Yellow Pine Circle	2023	7/17/2025	\$2,090,000		\$2,090,000	10/17/2025	2,458	3	3	6

Deer Repellent Update

My Arborvitae isn't a symmetrical prime specimen. It actually looks pretty beat up. This spring it was bare except for the tear-drop growth at the top. I tried putting packets of Vamoose within the branches this summer. One day I witnessed 5 deer hovering around the plant, just staring at it. They were inches away but none of them were nibbling at it. The Vamoose has a very potent odor they apparently don't like. I replace the packet every couple weeks. So far so good.

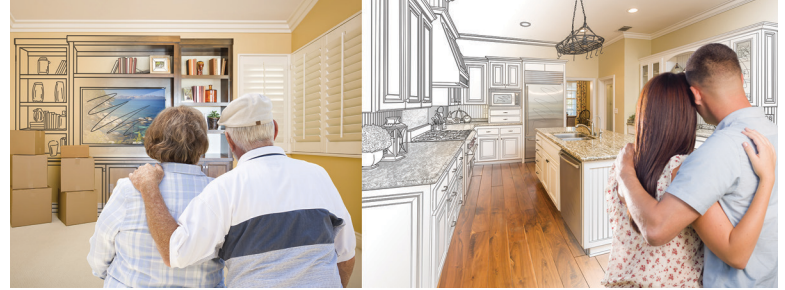
Mouse repellent works great on mice too!



Targeted Marketing ...Continued

The objective was to attract the attention of certain buyers that were known to use the product or service. Demographic information was key. With more advanced technology, the logistics of communicating to the right audience has gotten much easier.

I now use my skills to recognize a home's unique features and value, and convey those attributes to potential buyers. Every house or home has a story or two to be told. If you are considering selling, give me a call and let's work together to get the best most relevant information out utilizing a smart marketing campaign.



Living in a Staged Home ...Continued

- 2. Eliminate** personalized color schemes; convert to a neutral color scheme as much as possible;
- 3. De-clutter:** rent a storage unit if need be; utilize high storage areas and under-bed storage; remove over-crowded furniture; clear counter-tops with exceptions of one or two items or vignettes; use wall decor sparingly;
- 4. Deep clean and deodorize:** hire a professional right before the first open house;
- 5. Maximize light and brightness:** open blinds before showings; use sheer curtains; utilize mirrors to reflect light;
- 6. Give each room a clear purpose:** use rugs, strategic furniture, and minimal relevant decor;
- 7. Stash pet items** when possible; keep the fur vacuumed;
- 8. Reduce** clothing and linen in closets and shelves to show that there 'is a lot of room for the Buyers' things';
- 9. Secure** valuables and medications;
- 10. Create hide-able "Showing Bins"** for toiletries and cleaning supplies;
- 11. Kitchen:** limit counter-top items; utilize vignettes;
- 12. Living room:** coordinate colors; use decor sparingly;
- 13. Primary bedroom:** make the bed when you get up; use coordinated bedding and pillows;
- 14. Bathrooms:** make them appear spa-like (fluffy towels); keep toilet seat down; store cleaning supplies and bath mats;
- 15. Take care of small repairs** like leaky faucets and squeaky doors; replace items like sink stoppers/drainers and mismatched light bulbs;
- 16. Trim, prune and mow** the landscape;
- 17. Power wash** the exterior and front walk way, leaving no cob webs, leaves or debris;
- 18. Paint, stain** and or polish the front door.



Sierra Reflections Update

By Beverly Silva

The Planning Commission will be hearing the Planning Departments recommendation to accept the Sierra Reflections (SR) Project on January 6th at the County Commission Chambers at 6 P.M. The accepted SR application has many components that the developer had to address. The Washoe Valley Alliance group has worked tirelessly on investigating the claims within the application to address them at the upcoming Planning Commission meeting. If the Planning Commissioners pass the Sierra Reflections Project at the January 6th meeting, the project will advance to the County Commissioners. This is where the public can make the most difference. Since the County Commissioners are voted in and represent the public as their constituents your voice will have the most weight at the meeting. Help preserve Pleasant and Washoe Valley as the peaceful, scenic rural area it was intended to be.

