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September 2016

DISCOVER A NEW HOME WHERE THERE'S NO STATE TAX [THE NEW NEVADA](#)

Dear,

We have seen quite a few homes in the luxury market lower their prices in the past month. In any market, even in strong seller markets, there will always be some number of properties that will decrease their listing price. These may include sellers that drastically overpriced their homes just "to see what they could get" or homes that simply entered the market at a price level above what the market will bear.

Even in strong seller markets, the Percent Price Decreased will be 10-12%, so some repricing of individual properties is common in any market. In weaker markets, this value begins to rise into the teens, 20%, 30%, and sometimes higher. Percent Price Decreased is an incredibly insightful gauge of demand levels in the residential housing market. This statistic illustrates how many listed properties may be behind the "price curve" - listed at a price above what the market is willing to pay for similar properties.

As we near the fall months, it's a good time to look at the Percentage of Sales by price range in Reno. Nearly 95% percent of all sales since the beginning of this year have been under \$600,000, with 56% of sales occurring below \$300,000. Over 38% of sales occurred between \$300,000 and \$600,000 and only 3.9% of sales this year have been between \$600,000 and \$900,000. The remaining 1.7% of sales were over \$900,000.

Events around the area can be seen at this link:



[Reno/Tahoe Events](#)

HOMES FOR SALE

MONTREUX

\$1,299,000

MLS # 160004716

3,699 sq ft, 4 bedrooms, 4 1/2 bathrooms, single story, Office/Den 3 garage

This luxurious custom built home within the exclusive private gated community of Montreux Golf & Country club has a Signature Jack Nicklaus golf course plus 4 practice holes. 24 hour security. Open floor plan is perfect for ease of living and elegant entertaining. Formal dining room. Wide Plank European white oak flooring, maple and knotty alder cabinets, solid quartzite and marble on all kitchen & bath counter tops. Thermador appliances & beautiful light fixtures.



6105 Lake Geneva

\$2,395,000 **REDUCED \$100,000**

MLS #150009615

5,094 sq ft 4 bed & bath, study, wine cellar, 3 car garage.

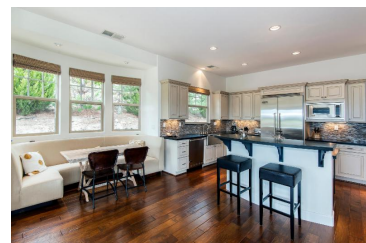
This elegant custom home within the exclusive gated community of Montreux sits on a ridge above the Jack Nicklaus Signature 17th hole overlooking Galena Creek and features panoramic views of Mt. Rose, Slide Mountain and the Virginia Foothills. Enjoy the lifestyle on the beautifully landscaped terraced patios perfect for outdoor entertaining.

and featuring a sunken hot tub and outdoor kitchen. The floor plan is perfect for ease of living and elegant entertaining. Equity golf membership included in price.



5920 Cartier
\$1,374,000
MLS #150009616
3,500 sq ft.

Huge upgrades in this home. All Viking appliances, all custom tiles in bathrooms and kitchen. Upgraded cabinets throughout home. 2 master suites and hard wood floors in most areas. Upgraded tiles in all bathrooms. The home faces South on the back end of the driving range with magnificent views of Mount Rose and Slide Mountain. Huge patio with upgraded pavers and a beautiful fire pit. Instant hot water installed. Equity golf membership included in price.



1000 Douglas Fir Drive **PENDING**
\$825,000
MLS # 160010040
4 bedroom 3 bathrooms, 2 story, 1.16 acre in Galena Forest
3,095 sq feet.



Montreux Lot for Sale

16920 Salut Court

Lot 819 \$225,000

MLS # 140014573

Custom homesite 0.49 acre located in a private gated community, Montreux Golf & Country club, which boast a Jack Nicklaus Signature Golf Course and its own PGA tournament. Magnificent mountain views of both Mt Rose and Slide Mountain. On a Cul-de-sac. HOA are \$250 a month which includes, 24/7 manned gate and includes roving patrols, maintenance of all common areas and snow removal. All utilities are underground, no time limit required to build. A sports golf membership comes with the lot.

SIGNATURE EXECUTIVE ESTATE

6667 Windy Hill Way: 6.42 acres \$1,799,000



Signature executive estate acreage commanding expansive, magnificent 360 degree views - moon rises over city lights, sunsets amid mountain peaks, green meadows below, and blue skies above. Family held since 1959, this large exclusive lot is located on a private road and offers remarkable seclusion. Situated above, yet near the city, it is amazingly accessible - 15 minutes to the airport and 45 minutes to Lake Tahoe. Large trees, rock wall terraces and partial irrigation await a landscape architect's touch .A 40 x 80 (3200 SF) outbuilding easily accommodates 12 cars. February 2016 ALTA Survey indicated current zoning HDR, possibly allowing subdivision. The property has two wells. Owner offers a portion of the total water rights appurtenant to the land: 12 AF of Truckee River rights, three shares in The Last Chance Irrigation Co., and 12 AF of supplemental groundwater rights. More primary and supplemental rights and ditch shares are available for additional consideration. One of a kind.

Montreux Memberships

Membership has increased, as follows:

Full Golf Equity -increase from \$27,500 to \$32,500
Sports -increase from \$21,500 to \$24,000
Clubhouse -increase from \$ 3,500 to \$ 5,000

Please contact Linda Beatty at Linda@montreuxgolf.com
Membership Relations, at 775-849-1090 regarding Executive and
Corporate pricing.

MY CONTACT INFORMATION

If you would like a complete updated sales list please email me at louise@montreuxreno.com, or contact me on my cell phone at 775 750-1901. I am also available to show property outside of Montrêux. Please contact me if you need any help in purchasing your dream home. Send me what you are looking for and I will get back to you with details. You can also search the MLS from my website. I would be happy to list your home or property if you are in the market to sell: www.montreuxreno.com.

I look forward to hearing from you.

Sincerely,
Louise Simpson



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Although the information above is deemed reliable, Dickson Realty does not guarantee its accuracy. If your property is currently listed for sale, this is not intended to be a solicitation.

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