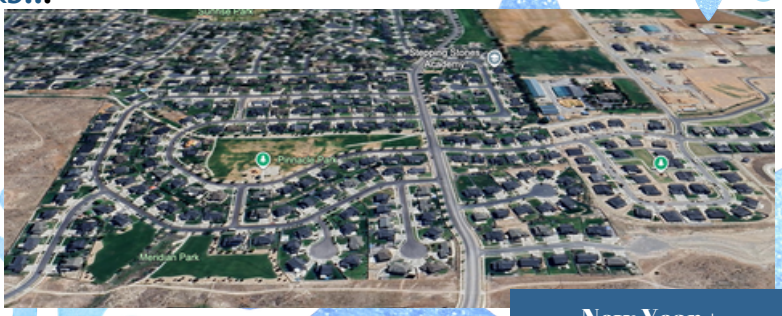
TALUS RIDGE NEWSLETTER

January 2026

2016 TEN YEARS!!! 2026





Talus Ridge

Active: 1
Under contract: 1
Sold: 1
Active Average price: $739,000
Average price sold: $675,000
Average DOM: 51
Median days on market-39
$ per sq ft: $182

Mount Saratoga/ The Ridge

Active: 5
Under contract: 1
Active Average price: $711,850
Average price sold: $675,000
Average DOM: 81
$ per sq ft: $200

Quail Hill/ Lexington Green

Active: 5
Under contract: 2
Sold: 3
Active Average price: $601,278
Average price sold: $675,000
Average DOM: 87
$ per sq ft: $181

New Year + Real Estate Fun Facts

- January is one of the most common months people decide to move, even if they don't list until spring. New year, new goals, new house.
- Roughly 1 in 5 homeowners sets a housing goal at the start of the year—selling, buying, or renovating.
- Many buyers start browsing homes online before January 15, even if they don't plan to move until summer.
- Homes listed early in the year often face less competition than spring listings.
- Buyers in January and February tend to be more serious and financially prepared than peak-season shoppers.
- Sellers who prep in January (declutter, repairs, photos) are often ready to list faster and stronger when spring hits.
- The tradition of New Year's resolutions dates back 4,000 years, and "a better home" has always been a top life goal.
- The average homeowner stays in their home 8–13 years, which means a LOT of people quietly hit a "New Year, new house?" moment each January.
- Many homeowners use tax refunds as down payment supplements or renovation funds.
- January is one of the most popular months to review home equity and explore refinance or HELOC options.
- Even small home upgrades completed early in the year can boost perceived value before peak listing season.
- The most Googled real estate phrase every January? "How much is my home worth?"
- The #1 New Year home resolution? Getting organized (closets beat kitchens!).
- Many buyers say they fall in love with a home within the first 8 seconds of walking in.

How I Do the Math: Understanding My CMA Reports & Neighborhood Groupings

Every month, I share a neighborhood-level CMA to give a clear snapshot of how our local market is actually performing. If you've ever wondered why my numbers may look different from online estimates or other reports, it comes down to one thing: how the data is grouped and compared.

Not All Nearby Homes Compete in the Same Market
Homes that sit close to each other geographically don't always compete for the same buyers. When pricing or evaluating a home, what matters most is lot size, home style, layout, and buyer pool — not just proximity. For my CMA reports, I group Mount Saratoga and The Ridge together, including a small upper portion of Quail Hill. These homes share similar characteristics: larger lot sizes, single-family layouts, and home sizes that align closely with Ridge properties. To keep the data accurate, I only use single-family home sales in these comparisons. Condos and townhomes operate in a different market and do not reflect value trends for single-family homes.

Why Quail Hill Is Split Into Two Markets
Although the upper and lower portions of Quail Hill sit on the same side of the mountain, they function as two distinct markets. The lower Quail Hill area, closer to Pony Express, typically features smaller lots and attracts a different buyer pool. Because of this, lower Quail Hill homes don't always compete directly with homes in the upper portion — even when square footage appears similar on paper.

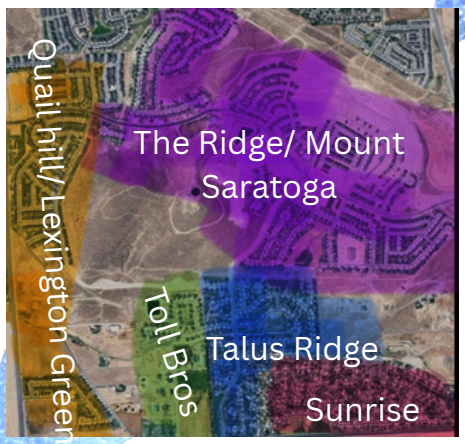
Where Talus Ridge Fits
Talus Ridge, the original Edge Homes neighborhood in the area, provides a strong and consistent comparison set. With moderate lot sizes, similar layouts, and consistent year-built ranges, Talus Ridge is especially useful for tracking broader market trends month over month.

Why the Math Matters
Over the years, I've seen homes priced using the wrong neighborhood groupings, often because broader trends were applied without fully understanding the micro-markets within our community. When homes from one neighborhood segment are priced using comparables from another, it can unintentionally undercut value and bring pricing down — not just for one home, but for surrounding homes as well.
If a property that fits the Mount Saratoga / Ridge profile is priced using lower Quail Hill comparables, the result is often underpricing, leaving money on the table and misrepresenting where that specific market segment is actually trending.

Seeing the Market From the Inside
To help visualize this, I've included a labeled map showing how I group neighborhoods when preparing my CMA reports. This monthly CMA is a general market snapshot, designed to track pricing movement, days on market, and buyer behavior across neighborhoods that truly compete with one another.

I've lived in this neighborhood for nine years, watching Saratoga Springs grow from open fields into thriving communities. I've also witnessed firsthand how pricing decisions impact neighborhood values over time. I don't just study the market — I've lived it and continue to track these trends closely as they evolve.

If you're curious about where your home truly fits in today's market, want a property-specific CMA, or simply need a sanity check on pricing, I'm always happy to help.



New Neighbors? Yes!



Many of you have noticed the recent clearing, excavation, and increased activity behind Sunrise Meadows and our Talus Ridge neighborhood. I can confirm that **Arive Homes** is developing a new subdivision planned to be called **Hidden Landing.** This new community is still in the early stages, but excitement is already building. More details will be shared as they become available, and early indications suggest pricing may be released as soon as May. If you're interested, let me know and I'll make sure you're the first to know.



Just wanted to say- Thank you for reading!
This newsletter is truly a labor of love and I have appreciated all of the positive feedback I have received over the past few months of producing our neighborhood newsletter! I hope that by reading you feel alittle more connected as a community and a little more informed about the newness and randomness of our surroundings. Thank you all for your continued support - I am excited for what 2026 has in store for us! I have had several reach out for their home value or personal CMA- So much so that I have a CMA booklet for a handful of edge models in Talus and Quail Hill at the moment. If you are interested in what your home is currently valued at- Let me know!

-Kyra Durfey

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TALUS RIDGE HAPPENINGS

January 2026



Meet the Jacobs family

Hi Neighbors! We're the Jacobs family, and we're so happy to be part of the Talus Ridge community. Lee weeks in procurement and Melanie works as a fitness instructor and pediatric occupational therapist and is passionate about health, movement, and helping kids (and families) build strong routines. We have 3 kids, Owen (17), Calvin (15) and Cora (12).

When we're not working, we love spending time together, exploring the area, and finding little ways to make everyday life more fun - including recently celebrating our 20-year anniversary with a vow renewal in Vegas... officiated by Elvis. Some of you probably already know our Samoyed, Luka - he's hard to miss and almost always along for our frequent neighborhood walks.

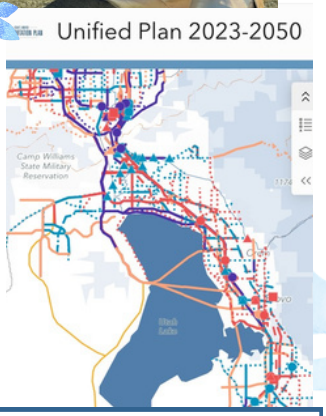
The New Year always feels like a fresh start for our family — a time to reset routines, focus on movement and health, and set simple, realistic goals that support both our bodies and our mindset. We both love going to the gym everyday and January is a reminder that small, consistent habits can make a big difference over time.

We were drawn to Talus Ridge for its welcoming neighborhood feel and the sense that it's a place where families really put down roots. We're grateful to call it home and love being part of such a supportive, friendly community.

** Melanie is a fitness instructor at Vasa! you can join her for pump on Tuesdays 5am-6 am Wednesdays 5 am- 6 am And sudio red 9:30-10:30 Click here to see Saratoga springs Vasa's full class schedule and work outs with Melanie!

Contratulations on 20 years of marriage- and the most epic vow renewal ever!





In a plan proposed by 2050- a bridge from Saratoga Springs to Provo? What are your thoughts?

Real Estate Q & A

Should I finish my basement before selling?
This one surprises many sellers.
If most homes in your neighborhood have finished basements and yours does not, your home will likely be priced lower because the comps reflect what buyers can choose from.
However:

- Finished basements often cost $45,000–$90,000+
- You usually do not get that money back dollar-for-dollar
- Finishing a basement *right before selling* often results in losing money

In most cases, it's better to price the home correctly as-is and let the buyer finish it to their taste.

If a home is being sold during a divorce, who does the agent represent?
In the fortunate or unfortunate situation of a divorce, it's important to understand how representation works.
When you hire a real estate agent, that agent has a fiduciary responsibility to the sellers and the home — which means both spouses equally.

A real estate agent:

- Represents the property as a whole
- Owes fiduciary duties to both parties
- Does not take sides
- Works to achieve top dollar for the home

The division of proceeds or equity is handled through attorneys or the court system and is outside of the agent's control.

Will I get more money for my home if I have solar?
Sometimes — but not always.
Solar can add value if the system is owned, easily transferable, and the benefits are clear to buyers.
Leased solar can complicate a sale and does not always increase value.
Every solar situation is different, so it's important to review the details before assuming it will add to your price.
If solar is paid off and saving you on your electric bill- that would be a desirable selling point to buyers that we may want to emphasize.

Can a real estate agent help me find a rental?
In Utah, real estate agents typically do not place tenants into rental units the way we do with buying or selling homes.
That said, we do have connections.
We sometimes know of ADUs or temporary rental options, especially for clients who need housing while their home is being built or finished.

For most rentals, the best resource in Utah is **Rentler.com**

Real estate is nuanced, regulated, and highly situational. Having someone who understands both the rules and the market makes all the difference.

If you have questions about your specific situation, I'm always happy to walk through it with you.



WESTLAKE BASKETBALL: WORTH THE HYPE!

The Westlake Thunder are having an impressive season, currently holding a 16–1 record, built on unselfish play, strong chemistry, and disciplined execution on both ends of the court. This is a team that shares the ball, trusts one another, and plays with purpose — and it shows every time they step on the floor.

Rather than relying on one standout, Westlake's success comes from the entire roster buying in. Smart shot selection, solid defense, and a true "team-first" mentality have set them apart and made them one of the most exciting groups to watch this season.

Adding to the excitement, three varsity players on this team live right here in our neighborhood, making this run even more meaningful for our community. Be sure to come out and support the team at their upcoming games — pack the stands, cheer loud, and show your Thunder pride. This season is one to watch. Go Thunder!



Q:What do you love most about playing on this team?
A: What I love most abut this team are my teammates. I've played with most of he for seven years so we are really close. -Lincoln Anderson #10



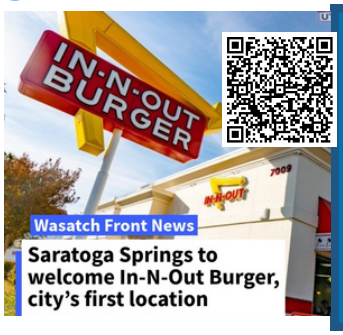
Q: What has been the biggest key to your undefeated season so far?
The key to success was all of the preparation that went into it before the season even started.

One word that describes your team:
Cohesive

What is something that people don't see behind the scenes that make this team so special? We all enjoy spending time with each other not just in basketball - playing for my teammates motivates me to show up every game. - Lincoln Norwood #1



Q: What has been the biggest key to your undefeated season so far?
A: The biggest key has been out discipline and our togetherness. We trust each other on the court and the coaches every game. We aren't worried about individual stats, just winning as a team- Malik Sika #0



In-N-Out Is Coming to Saratoga Springs!

While we're all buzzing about In-N-Out finally landing here, you might not realize that 2025 was a huge year for Utah's food scene. Dozens of new restaurants, bars, and drink spots opened across the state—especially in Salt Lake City—and some are already becoming local favorites.
So the real question is... how many have you tried?
Scan the QR code to see the full list of notable food and drink openings from Gastronomic SLC and stay in the know on what's new (and what's worth trying next)
credit/ Stuart Melling, GastronomicSLC.com

Local Dance Classes for the Little Ones



If you are looking for a ballet program for your little one, check out Hannah Hurd Ballet located in Lexington Green Neighborhood of Saratoga Springs! Hannah is a certified ballet instructor with over 17 years or experience and currently teaches ballet at BYU! Hannah is excited to offer several ballet class options!
Classes:
Ballet 1 (5-7yr old) Tuesday 4-5pm
Pre ballet age 3 Wednesday 9:15-10am
Pre Ballet age 4 Wednesday 10:05-11:05am

Scan for more info