



**Berney**  
**Realty, Ltd.**  
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# Sage Landing Townhomes Fallon, NV



**Contact:**  
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# Executive Summary

**Sage Landing** is a 132-unit, new construction townhome development in Fallon, NV. Just minutes from the Navy's expanding Top Gun base, Sage Landing is positioned to capture explosive growth and offset a severe housing shortage for F-35 pilots. Strong rental performance for a BTR is bolstered by guaranteed military housing stipends available to prospective tenants. Townhomes offer an affordable alternative to SFR living and create flexibility for a buyer to sell, rent or mix the exit of the project.

The Sale Offering for this project includes **approved building plans**, **approved plat maps**, **approved improvement plans**, and a dry contracts with a licensed builder. The developer is experienced and seasoned in creating, platting, and executing BTR and for sale townhome communities, and has created a dynamic working relationship with the city of Fallon and the military base housing coordinators. Buyer's can change or modify building plans and obtain city approval and can bring in their own builder if desired.



**Sales Price:**  
\$2,200,000



**Built-in Execution:**  
Shovel Ready Plans  
Fully Bid  
Experienced Builder Available



**Exit Strategy:**  
Long-term Hold  
For Sale Exit



**Target Execution**  
18 months

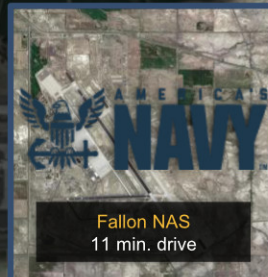
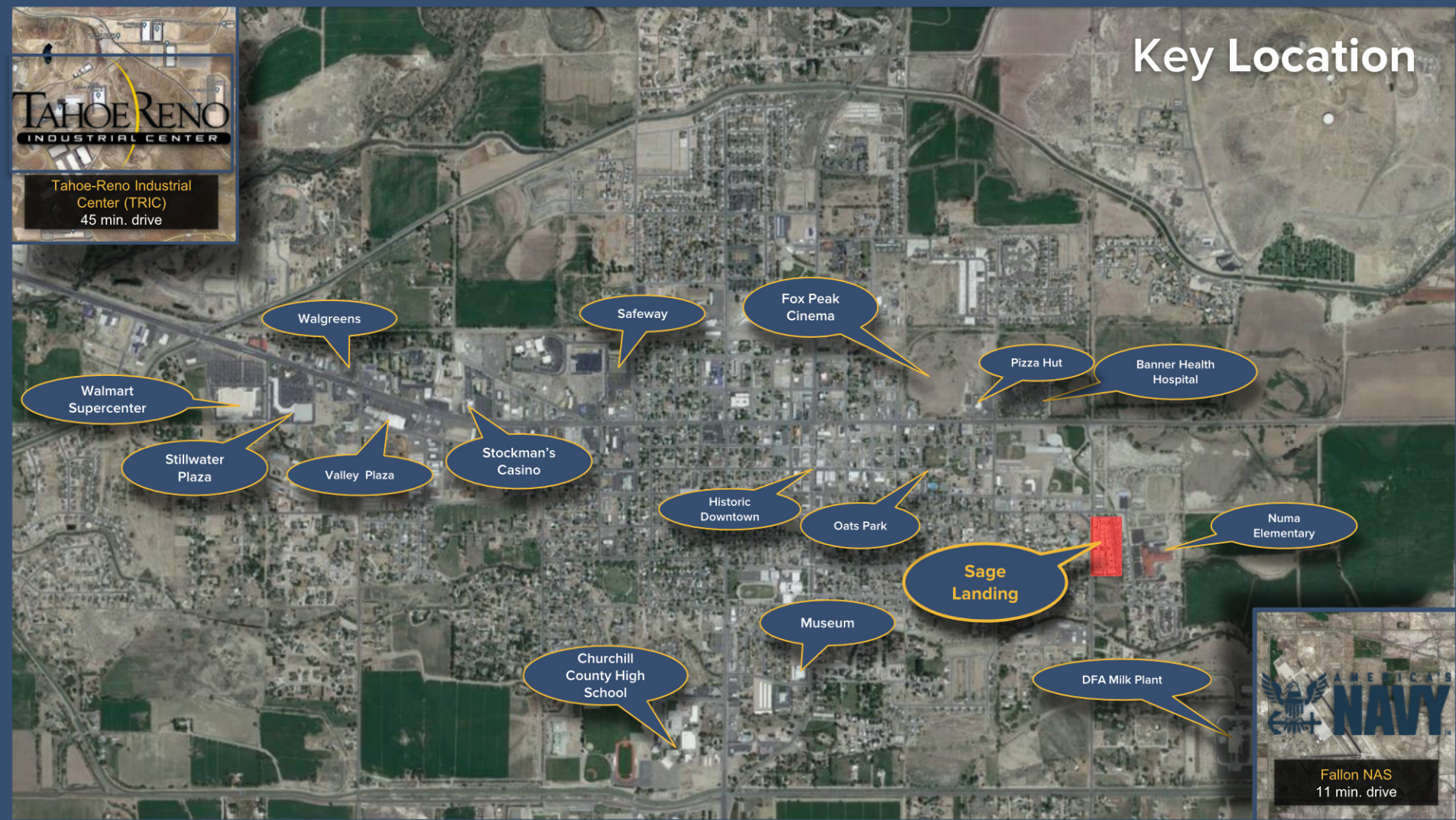


**Strong Investor Performance:**  
IRR can perform between 26-38%





# Key Location





# The Metrics and Market



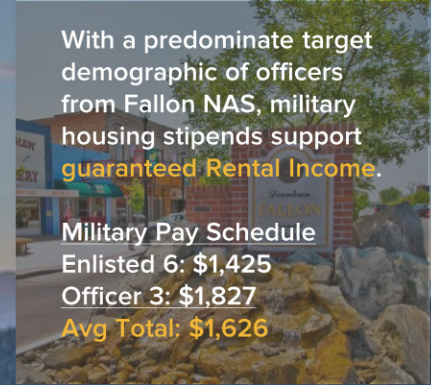
With an existing population base of 25,312 persons, Fallon will likely experience a **9% growth rate** over the next 5 years, totaling 2,257 people, including 1,166 persons from **Military Stimulated growth**.



Planned **expansion** of the Fallon Naval Air Station as well as planned and existing industrial and commercial developments will further lead to **growth in employment and population** in extremely stable industries.



According to a recent housing study, Churchill County is projecting a **shortage of 399 homes** per year for 5 years. Over the last 11 years, the market has only yielded **38 new units** each year.



With a predominate target demographic of officers from Fallon NAS, military housing stipends support **guaranteed Rental Income**.

**Military Pay Schedule**

Enlisted 6: \$1,425

Officer 3: \$1,827

**Avg Total: \$1,626**

Average Salaries for target military personnel and Sparks, NV overspill salaries range between **\$65K-\$90K** per year.

Expected growth in military pay and booming industrial growth anchor strong incomes for Churchill County residents.

A **growth rate of 23.5%** **jobs** over 5 years is projected for the Churchill County area.

Military-related: 1,166

Industrial: 250 -929

Non-industrial: 162

**Total Job Growth:**  
**1,577 - 2,257**



## Key Economic Sectors:

- Military (Fallon NAS),
- Manufacturing & Production Tech & Distribution (TRIC),
- Agriculture
- Medical Services & Research
- Professional Services
- Education

Compared to other Single Family Residential Products, Sage Landing will optimize affordability and undercut market rents by **\$65 - 150/month**.







**Prime Location:** The community is conveniently located minutes from schools, shopping and employment with immediate access to Northern Nevada's great outdoors



**Affordability:** Rent & resale rates will restore a viable housing option for over 75% of the population that has been strained by rising interest rates and heightened rents



**Convenience:** An economically priced HOA gives residence and investors back their time through complete snow removal, building exterior and ground maintenance



**Community:** Living among this 132 unit master plan offers individuals the private lifestyle of SFH living while providing access to a community people can truly connect to



**Fallon Station Base:** The community is a short drive from Fallon Station making it a perfect location for Naval personnel to reside. The above mentioned affordability will also allow them to utilize their housing stipends to afford the rent without coming out of pocket.

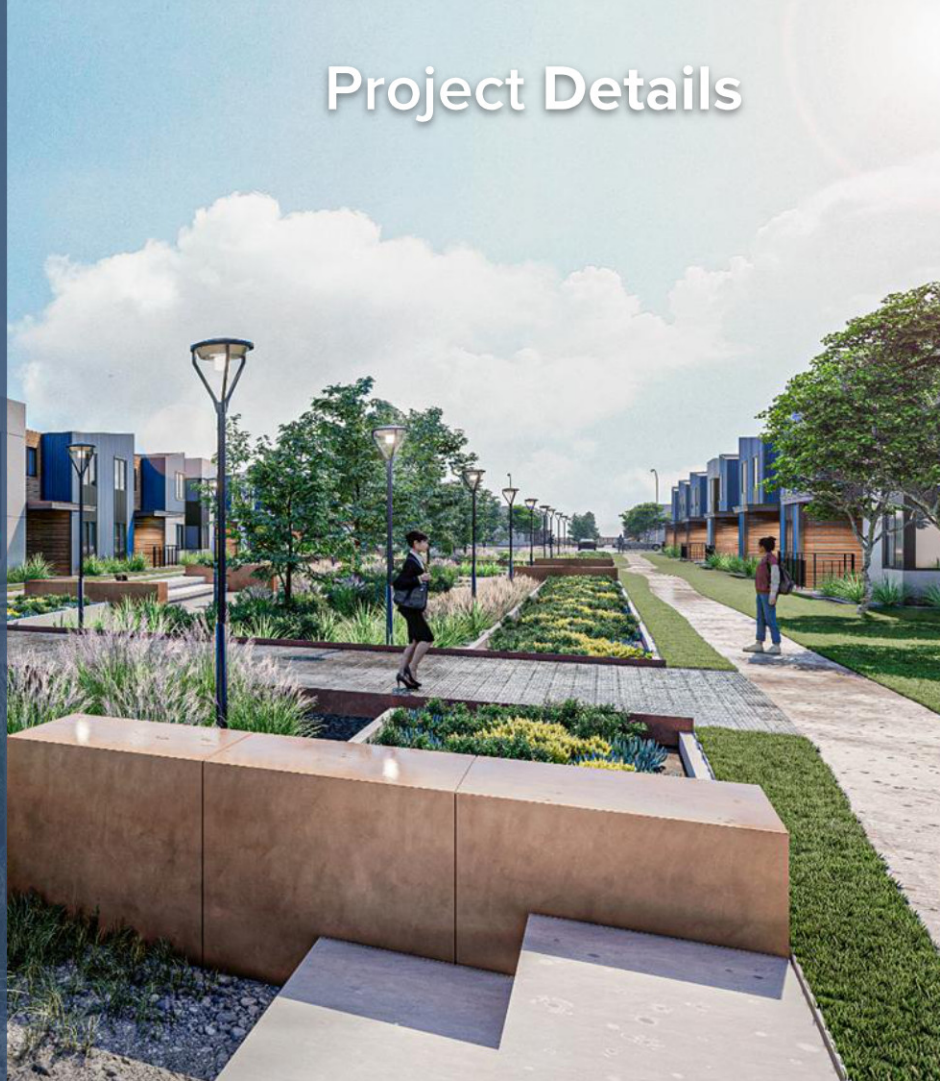


**Technology:** Advanced tech from remote access and smart lighting to mobile energy control make Sage Landing Townhomes the most appealing product for SFH residents



**The American Dream:** Sage Landing creates opportunity for investors to maximize returns while offering affordable homeownership to residents. This is what it means to do well while doing good.

## Project Details



# Projected Timeline







**Cari Norcutt**  
**Berney Realty**

Cari, Broker and Owner of **Berney Realty, Ltd.**, has been proudly serving Fallon and Churchill County for over 23 years. With Berney Realty's 50-year legacy in the community, Cari continues a tradition built on trust, integrity, and local expertise. Her deep knowledge of the Fallon market and passion for the area make her an invaluable part of the development team. Along with her residential success, Cari brings extensive experience in development projects, commercial properties, and ranch sales—helping guide every project with insight and care.



**Brandt Monette**  
**Founder & CEO**

Brandt currently oversees the operations of his development and construction teams. He has developed 7 communities, ranging from a 72 unit townhome community to a 1,285 unit master planned community. He previously managed a real estate investment portfolio in Houston, Texas where he realized 8 figure returns for the fund within the first year of managing the portfolio. Brandt enjoys teaching at adjunct at BYUI, traveling, hiking/backpacking, and - above all - spending time with his wife and two boys.



**Beau Keenan**  
**Executive Adviser**

As President and Partner of Dickson Realty, (Broker Lic. B144713) Beau leads the #1 brokerage in Northern, NV with over \$1.6B in annual sales. Beau has been named Real Trends' America's Best Real Estate Professional for 3 years. He has developed three local projects to final map: The Views, Reno (20 SFR Homes) - also taken vertical, Panther Heights, Reno (63 SFR homes, and Terrace Lofts (Student Housing). Beau is a Reno native, where he provides valuable religious and community service.

**The Development Team**



For more information Contact



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