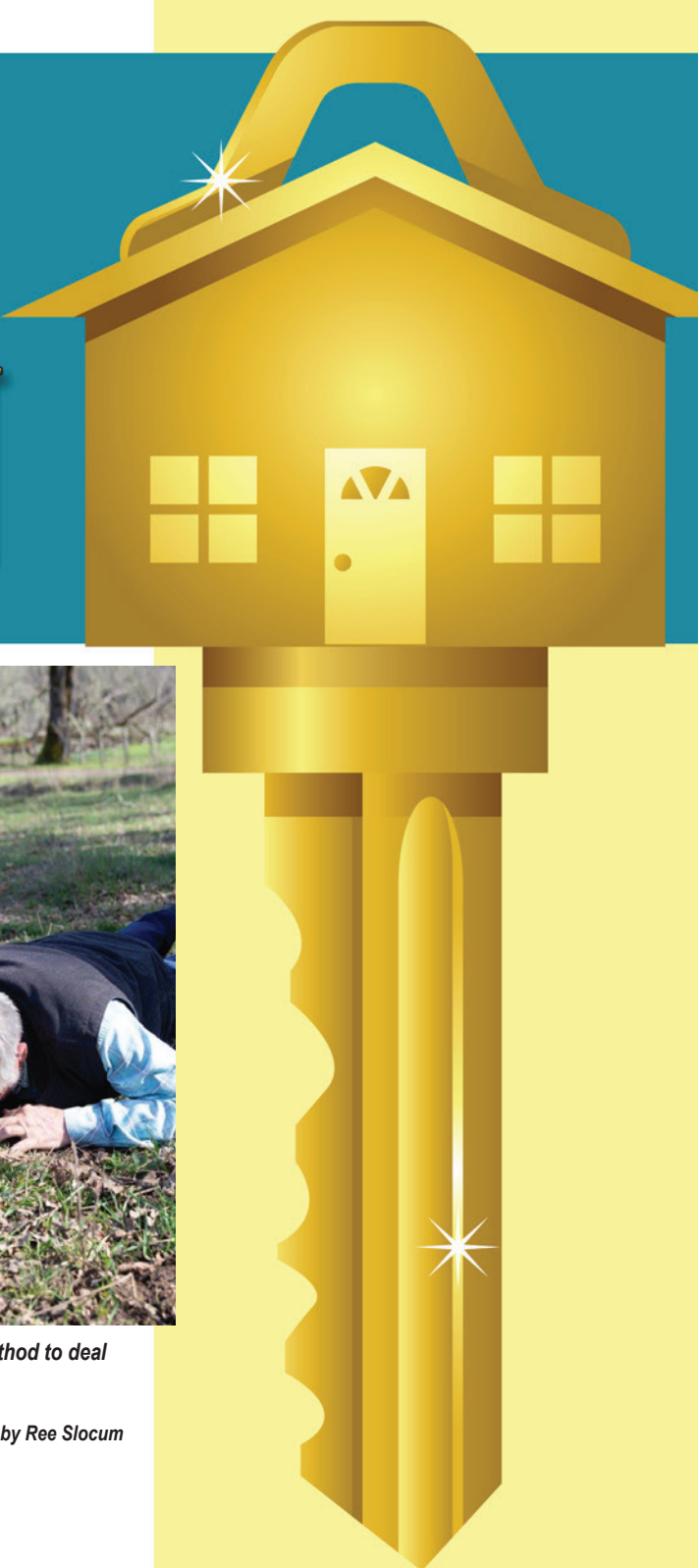


# REAL ESTATE SECTION



Above, left: People at the soils workshop listen to Brian Bartholomew, pointing, as he describes using a high-density grazing method to deal with an invasion of star thistle. Above, right: Peter Donovan uses a hand lens to look closely at the earth and see what's there.

## Healthy Soils

Photos by Ree Slocum

Farmers and ranchers learn about growing 'living soil' during free workshop at Ridgewood Ranch

Ranchers and farmers from near and far warmed themselves in the sun under a large oak tree at Ridgewood Ranch on a recent Saturday morning. They were there for "Growing Healthy Soils on Ranches and Farms," a free event on February 1 sponsored by the ranch and the School of Adaptive Agriculture. The presenters, Richard King from Petaluma, and Peter Donovan from Oregon, introduced the participants to the wonders of sustainably growing living soil and how to observe and visualize what could be done on their own land.

The two presenters have kept current with "new" soil science around plant and microbial relationships and discoveries about rainwater's effect on the land. Much of the information is not actually new to humans. A lot has been known for millennia by those who observe nature and work with it because they need food, among other things. Modern agricultural practices truncated some of that learning.

The workshop provided a wealth of information to try new things. As Brian Bartholomew pointed out, "The definition of insanity is doing the same thing over and over again and expecting different results."

King and Donovan brought a way of thinking along with demonstrations and participant involvement. Everything was geared toward how to observe and think about soil and the elements that affect this precious resource. There were many questions asked by participants and presenters, adding to a deeply rich and exciting experience.

"I like to enable learning. The purpose of these workshops is not necessarily to increase people's knowledge, but to increase the quality and range of their ignorance. Questions

are more powerful than answers," Donovan stated. "Answers frequently suppress people's creativity and imagination and sense of possibility." The two men facilitated that way of thinking throughout the day.

A picnic table was set up with a variety of demonstration materials. King talked about "Five Principles for Soil Health," while he and Donovan incorporated a rainwater simulator into their talk. The simulator demonstrated what happens to three different soil compactions during rain.

It became clear that compacted soil with no growing plants – think roads – created more water runoff and evaporation than soil with healthy annual and perennial plant populations. Water runoff can create erosion. It prohibits groundwater recharging and disturbs waterways, which, in turn, affects other living things in the ecosystem. Evaporation is one of the components of the greenhouse effect which was pointed out by Cathy Monroe from Potter Valley.

Woven into all discussions were the "Five Principles for Soil Health": soil cover, living roots, disturbance, diversity, and animals. Each weighs in with equal importance and was discussed. The two presenters emphasized that these are important to keep in mind while looking at land you're trying to manage.

The following are some quotes from the day to emphasize key points:

"The flyer for the workshop talked about 'Growing Soil,' the ability to not just manage soil better, but to actually grow new topsoil and take old, worn-out topsoil and renew its productivity, its vigor, its functions," presenter King emphasized. "It's pretty fun stuff. It's pretty exciting! Whether you have a square foot of soil or a zillion acres, it's how we manage it that matters," he said. "Wouldn't it make sense to pay attention to those five soil health principles?"

Later King said: "We talked about energy flowing from sunlight through plant roots to feeding the soil microbes, and the captured sun that feeds animal life and insects. So basically, we've got energy flowing from the sun where it becomes biologically useful through photosynthesis to support the whole web of life. Life above the soil surface and life below it. At the same time, there are other life processes going on like the water cycles in the environment. How effectively are we capturing the rain that falls so we can build more life instead of accelerating run-off?" King queried.

"I knew you could transform ecosystems with reforestation,"

Read the rest of **Soils** | Over on Page RE6



Below, left: John Roche, who raises goats with his wife on a piece of land they steward in Point Reyes Station, said: "I came to this workshop with a completely open mind, and I'll see what questions it generates on my way home." Below, right: Peter Donovan from Soil Carbon Coalition stands next to a rainwater simulator that shows what happens when rain falls on compacted soil, soil with some living vegetation, and soil with a healthy plant community.



Above: Richard King, a rancher, ecologist, holistic management instructor, and mentor from Petaluma, discusses "Growing Healthy Soils" at the free event sponsored by Ridgewood Ranch and the School of Adaptive Agriculture.

Below: Marie Hoff, owner of Full Circle Wool, a company that makes climate beneficial wool products using "carbon farming" practices, gives away wool sponge seconds that her company makes.

At left: Scott Morgan inspects this living soil.





# NAR study shows increased demand for commercial properties where marijuana use is legal

Submitted by the National Association of Realtors®

Washington, D.C. (February 11, 2020) – A new definition for “hot property” has emerged within the real estate market. The recent string of state-level marijuana legalization continues to impact commercial property demand and residential housing decisions throughout the United States.

These findings are according to the latest study from the National Association of Realtors®, “Marijuana and Real Estate: A Budding Issue,” <https://www.nar.realtor/reports/marijuana-and-real-estate-a-budding-issue>, which found that in states where prescription and recreational marijuana use is legal, more than a third of those polled said they saw an increase in requests for warehouses or properties used for storage. In those same states, up to one-quarter of members said the demand for storefronts grew, while one-fifth said there was a greater demand for land.

The NAR report examines how marijuana is grown, harvested, stored, sold and consumed within states where the product is legal. Because each law and the duration of time when which the product has been legal varies by state, the study is summarized by legal for medical use, legal for both medical and recreational use after 2016 and legal for medical and recreational use before 2016. The states where marijuana has been legal for the most amount of time have seen the largest impact on both commercial and residential real estate.

manufacturers, to those who simply want to engage for leisure – it all touches real estate in some form.”

## Commercial real estate

NAR surveyed its membership regarding their interactions with marijuana and the real estate sector in states where the product is permissible. The study finds that commercial practitioners are facing an increased demand for land, warehouses and store fronts that are intended for marijuana.

“When the business of marijuana is discussed, some have a tendency to focus on only the buyers and sellers of the product,” said Lautz. “However, these numbers show that marijuana has been a boon to commercial real estate.”

Marijuana as a business has prospered for more than a decade, and that growth continues to evolve. In the states where medical and recreational marijuana have been legalized for three years or more, each saw increases in the demands for commercial properties.

Moreover, some commercial properties near marijuana dispensaries experienced rises in property values. In states where marijuana is legal for both recreational and medical use, more than one in five saw an increase in property values near dispensaries – a smaller share saw a decline in values.

Although real estate has seen gains by its connection with marijuana, property owners and the commercial real estate industry have had to make accommodations to fine tune the partnership. For example, half of those in states that legalized medical and recreational marijuana before 2016 said they saw addendums added to leases that restrict growing on properties.

Additionally, in situations where a tenant was permitted to grow marijuana in their rental property, it

Read the rest of Legal | Over on Page RE4

**BUD GARMAN**  
CONSTRUCTION SERVICES, INC.  
707-459-5859  
Environmental Restoration - Ponds  
Septic & Water Systems - Site Development  
Roads - Water, Soil & Rock Delivery  
24900 N. HWY 101 IN WILLITS GARMANCONST@GMAIL.COM

**“Your Vintage Home Expert”**  
When your home is unique it deserves an agent who understands what makes it special.  
  
Peter Smith, REALTOR® (707) 570-6138  
peter@sasin.com | DRE# 01705926  
Luxe Places International Realty | DRE#01822323  
LUXE PLACES INTERNATIONAL REALTY

Taxes\* | Investments | Insurance  
Real Estate\* | Payroll & Bookkeeping\*  
  
Nicholas Casagrande, EA  
855.240.6606  
675 S Main St, Willits, CA 95490  
105 W Clay St, Ukiah, CA 95482  
nicholas@ncfinancialgroup.com  
nicholas.casagrande@ceterafs.com\*\*  
NC Financial Group  
EA #01019514 • CA DRE #01824336 • CA Insurance LIC #01808496  
Advisory services offered through Cetera Investment Advisers LLC. Securities offered through Cetera Financial Specialists LLC (doing insurance business in CA as CFP® Insurance Agency), member FINRA/SIPC. Cetera is under separate ownership from any other named entity. \*These services are not offered through Cetera Financial Specialists LLC \*\*Investment email

**1659 Padula Drive Willits**  
Don't miss out on this 3 bedroom, 2 bathroom home on a large sunny lot! 1056 sq. ft., central heat, open living area with a pellet stove, master suite with a sunken tub and tile floors. Large shed/workshop in the backyard, covered boat parking, fenced garden area, Asian pear and apple trees and a deck perfect for entertaining! Lots of parking, storage throughout the house and only 10 minutes to downtown Willits.  
**\$209,000**  
  
COLDWELL BANKER  
MENDO REALTY, INC.  
Karena Jolley  
License #01482063  
707-354-2999  
Kelsi Ryan  
License #01932829  
707-621-1818  
mendorealestate@gmail.com

# Help Save Willits Weekly by becoming a Street Subscriber

- No delivery cost to WW
- Get your paper on Thursdays
- Count as an annual subscriber
- Support local journalism

Keep picking up our free weekly publication from news boxes, businesses and other outlets around town, but consider yourself an official Willits Weekly Street Subscriber and supporter.

**Contribute \$25, \$50 (the cost of a year's home delivery, or \$1 per edition), or \$100.**

Send to Willits Weekly, PO Box 1698, Willits CA 95490 or use the "Pay or Donate" button at [www.willitsweekly.com](http://www.willitsweekly.com) to use a card with our PayPal account.

**Fill out and send with payment:**

**Willits Weekly**  
EST. 2013  
A Nostalgic & Modern Record of Community and Life in Willits  
SUBSCRIPTION FORM  
NAME: \_\_\_\_\_  
ADDRESS: \_\_\_\_\_  
PHONE: \_\_\_\_\_ EMAIL: \_\_\_\_\_  
**Yes! I want to be a Willits Weekly street subscriber!**  
I am donating/enclosing \$ \_\_\_\_\_ for one year of papers I will pick up myself around town  
Please make checks payable to Willits Weekly | P.O. Box 1698 in Willits, CA 95490  
Locally Owned | Independent | Editions Every Thursday | Online & In Print  
**QUESTIONS: 707-459-2633 | 707-972-7047**  
Web: [www.willitsweekly.com](http://www.willitsweekly.com) Facebook: [www.facebook.com/willitsweekly](https://www.facebook.com/willitsweekly) Email: [willitsweekly@gmail.com](mailto:willitsweekly@gmail.com)



COLUMN | How's the Market?

## Who pays for what: renters vs. landlords?

Before I jump into the topic of who pays for what on a rental property, let me say that contracts trump all. If you sign an agreement that gives away your rights or requires you to pay for uncommon expenses, it doesn't matter what's common in a lease agreement. You must comply with whatever's in your contract.

When you own a rental property, you are expected to pay for upkeep resulting from general wear and tear, for example, repainting every few years and replacing carpet every several years. You are also expected to take care of safety hazards and problems that make the house uninhabitable, such as faulty electrical wiring, a malfunctioning sewer system, broken appliances, or inadequate heating. And of course, you are expected to patch the roof if it leaks and call the gas company if there's a funny smell coming from the propane tank.

Renters, on the other hand, are expected to fix things they break (or that break as a result of actions by people they invite to the house). They are also expected to maintain cleanliness inside and out, which may include yard work.

Although this sounds wonderfully black and white, it isn't. That's why it can be nice, as a property owner, to hire a property management company and let them deal with the details. Property managers typically provide a wide range of services, including the following:

- Marketing (to attract a qualified tenant)
- Thorough application processing
- Rent collection
- Preparation and posting of notices
- Property inspections
- Management of inquiries, service calls, and complaints
- 24-hour emergency service
- Itemized monthly statements
- Expense management (ensuring taxes, mortgage payments, and insurance are paid on time)
- Property maintenance

One not-so-black-and-white area in the landlord/renter relationship can be the definition of “emergency.” On behalf of landlords, property managers must address emergencies immediately, but property managers and renters sometimes define emergency quite differently. True emergencies affect the safety or habitability of a property, like a burst water pipe, a plugged sewer main, or no electricity or heat in winter. Inconvenient non-emergencies include a dripping faucet that's driving you crazy, one burner on the stovetop that isn't working, or an air conditioner that will only cool the house down to 90 degrees on a 110-degree day.

Property managers often oversee repairs for property owners, too. Landlords who choose not to employ property

managers and do not care to deal with maintenance issues will sometimes allow the renter to coordinate a repair and deduct the cost of the repair from the monthly rent. While this may seem like an equitable arrangement, you have to ask yourself: is it fair that the renter was not compensated for the time it took to coordinate the repair? Another gray area.

Here are some of the more common questions from renters and typical answers from their landlord or property manager:

### Q: I locked myself out. Can you come and let me in?

A: Yes, the property manager will let you in. If you require assistance on the weekend, there's often a bigger service charge than there would be during the week when the office is open. If someone must be paid overtime to let you in, you'll probably be on the hook for that expense, rather than simply paying for the cost of a key replacement.

### Q: My smoke alarm is chirping; is it broken?

A: No, your smoke alarm's not broken, but it does need attention. The battery is likely low and letting you know it's time for a replacement.

### Q: My electrical outlets aren't working. Can you come right now?

A: Yes. It's likely a tripped breaker, but if you don't want to mess with the circuit breaker, the property management's maintenance team can.

The best advice I can give on maintaining good landlord/renter relations is to start with a detailed lease agreement that everyone reads and agrees to.

Quick note: I've changed franchises. We are now Selzer Realty & Associates, RE/MAX Gold. Look for signs with the red, white and blue hot air balloon!

If you have questions about real estate or property management, contact me at [rselzer@selzerrealty.com](mailto:rselzer@selzerrealty.com). If you have ideas for this column, let me know. (If I use your suggestion in a column, I'll send you a \$25 gift card to Roland's Bakery!) If you'd like to read previous articles, visit [www.selzerrealty.com](http://www.selzerrealty.com) and click on “How's the Market.”

Dick Selzer is a real estate broker who has been in the business for more than 40 years.

**CAPABILITY BROWN LANDSCAPING**  
— Stonework a Specialty —  
  
Patio • Walkways • Walls • Planters  
Planting and Irrigation  
Louis Rohlicek • (707) 459-2237 • CL 542392

## Help Save Willits Weekly!

Thank you for those who have already donated!

# Selzer Realty expands to ‘Selzer Realty & Associates RE/MAX GOLD’

Submitted by Selzer Realty & Associates RE/MAX GOLD

Richard Selzer recently announced the expansion of his real estate company. “We are now Selzer Realty & Associates RE/MAX GOLD,” he said.

Selzer says he plans to take full advantage of RE/MAX's extensive digital marketing tools to continue “to provide our local clients with the exceptional service they've come to expect from us.” RE/MAX GOLD is the biggest independently owned real estate franchise in California, and by aligning with RE/MAX GOLD, Selzer will have access to a network of more than 1,600 Realtors.

Affiliating with such a large network, Selzer explained, means his agents will not only be able to provide excellent local service, they will also be better able to assist clients who want to move out of the area. “Sometimes clients moving out of Mendocino County want a Realtor familiar with their new location. Now, we can easily refer them to a trusted partner,” he said.

Selzer said he and his Realtors remain focused on the local communities they serve, and the decision to affiliate with RE/MAX GOLD simply allows them to provide their service with more resources. Selzer Realty & Associates RE/MAX GOLD remains independently owned and operated and Selzer Realty agents will continue to work out of their offices in Ukiah, Willits and Laytonville.

Beginning in February, Selzer Realty & Associates powered by RE/MAX GOLD will be represented by signs featuring red, white and blue hot air balloons instead of the old red globe. Selzer noted that the local real estate office previously associated with RE/MAX is not affiliated with his company in any way.

He said, “I'm grateful to all of our clients for making Selzer Realty the most successful real estate company in Mendocino County.”

  
**COLDWELL BANKER**  
**MENDO REALTY, INC.**  
MENDOCINO COUNTY'S PREMIER REAL ESTATE COMPANY  
1460 South Main Street, Willits • (707) 459-5389  

 Feels like a villa, elegant doors and windows that stream light with panoramic views. This 5 bedroom 3.5 bathroom custom home is made for entertaining both inside and outside. Acreage, circular driveway, oversized garage and tasteful landscape. Presented at \$799,500	 Located on the desirable west side 3 bedrooms and 2 1/2 bathrooms along with the 2 car garage on a large corner lot. There is a separate two story apartment that has 2 bedrooms and 1 bathroom. This home has it all! Presented at \$650,000
 3 bedroom, 2 bath cabin has a chalet feel. A third bedroom opens up to a covered porch and more views. Come see it soon before it is gone! Reduced Price \$475,000	 Formerly used as a medical hospital complex the building is 30,566 sq. ft. on 3.17 acres and Currently zoned PF (public facility). Easy access to and from Hwy 101 and Hwy 20. Presented at \$2,100,000
 Custom Built off the grid, skylights throughout, open floor plan, hardwood and tile flooring. There is a second building behind that features a loft for sleeping. Just over 31 acres with three springs on the property. Presented at \$325,000	 Clean and cozy 2 bedroom 1.5 bath home on two lots in Brooklands. Fresh paint throughout and new carpet upstairs. Just minutes from town and the Brooklands golf course. Presented at \$250,500

 Lee Persico CALBRE #0046837 707-459-5389 cbmrwillits@pacifi.net	 Roxanne Lemos-Neese CALBRE #0171217 707-484-6489 roxanne@getmendohomes.com	 Bill Barksdale CALBRE #01106662 707-489-2232 bark@pacifi.net
 Tara Moratti CALBRE #0106955 707-367-0389 livinmendo@gmail.com	 Dara Collicott CALBRE #0106955 707-513-7825 daradrealty@gmail.com	 Randa Craighead CALBRE #0106955 707-841-7778 randa.craighead@coldwellbanker.com
 Karena Jolley CALBRE #01482063 707-354-2999 karena.jolley@gmail.com	 Nicole Flamer CALBRE #01932844 707-354-2301 nic707@gmail.com	 Audrey Low CALBRE #02074437 707-972-0524 norcalhomes@yahoo.com

Contact one of our experienced agents to find homes for sale in Willits or Mendocino County.  
[mendocinocountyproperties.com](http://mendocinocountyproperties.com) • [coldwellbanker.com](http://coldwellbanker.com)



# Ethics – in real estate and beyond

In the 1960s Aretha Franklin wrote her million-seller hit, "Think": "Think about what you're tryin' to do to me." Aretha was rockin' out about ethics. Yeah, no kidding.

In California, always the leader in real estate business practice, ethics, that is to say ethical behavior, is considered so important that real estate agents are required to take a course and be tested on this important topic every time they renew their license. Ethical behavior sometimes even exceeds legal standards. Gosh, don't you wish politicians were required to practice ethical behavior?

So what is ethical behavior anyway? The Greeks had a word for it, *ethos*, which is commonly understood to mean moral behavior, good character, fairness. In real estate there's something called a fiduciary duty, which requires the agent to always act in the best interest of their client – no misrepresentation, or concealment of the truth or facts. The client has the right to trust their agent.

The "Golden Rule" really applies here – Do unto others as you would have others do unto you.

Other professions that require a business person to be a fiduciary to their client are attorneys, accountants and CPAs, doctors, trustees of trusts – there are others. Although real estate agents are required to treat even parties they don't represent in a transaction with "honesty and fair dealing," the agent's fiduciary duty is to their client(s). Not the same with some attorneys who sometimes twist and bend the law to get the best advantage for their client, damaging the other party – my opinion.

I wish I could say that I've always observed ethical behavior in all real estate agents, but there have been times when that's not so. When an agent grossly misleads their client or the other party, that agent can be disciplined, even lose their license if the Department of Real Estate decides the violation was bad enough. Client before self-interest.

Ethical behavior isn't only for business practice though.



Bill Barksdale  
Columnist, GRI Realtor®

Think about it. Is it ethical to kill or injure someone because you don't like their race, religion, sexuality, sex, disability, age, or something else about that person that doesn't harm you – you just don't like them? Pretty much always the answer is "No."

Is it ethical to beat a spouse or partner, lock a child or someone escaping from a dangerous situation in a cage, mistreat or torture an animal, misbehave in a classroom and deprive other students from learning, prevent someone from buying a house because you don't like their race, religion or disability, overcharge a customer during a disaster, use substandard materials in a construction job when you don't think your client will find out, drink or text while driving, lie about being on the internet, steal something that doesn't belong to you? The list goes on and on.

How do you decide what's unethical? That's sometimes a subjective question but one way you can find guidance is, as I said before: Is what you are doing something you would want "others to do unto you"?

Ethics walks side-by-side with us throughout our lives. Children learn from the behavior of those older than them, adults and parents, older siblings, TV and movies, games. Is it ethical for a child to be given a game where they "pretend" to kill another human being? Is it ethical to kill for pleasure? That's a dangerous question because some people think it is.

Stephen Sondheim wrote a song called "Children Will Listen." You may not think a child is paying attention, but they are. Their young brains are soaking up everything they see and hear and experience. They're learning. A mistreated child, or one that witnesses repeated arguing or substance abuse, is learning. They often grow up into disturbed adults.

Can you always be a perfect model? That's unlikely, but

we can try to do our best. We all have those experiences that have influenced us and made us who we are. Some experiences and those we've learned from, have made us better people. Some have challenged us or even damaged us.

We can each try to live our life in an ethical way. Although religions often stray from the path, isn't it the ethical path that underlies the intention? When we go to that quiet, still place within, we discover intuition – that sometimes elusive voice that says: "This is good. This is not harmful. This is loving." This is ethics.

Bill Barksdale, GRI Realtor®, was a 2016 inductee into the Realtor® Hall of Fame. He is an agent at Coldwell Banker Mendo Realty Inc., CaDRE #01106662. Visit his blog at [www.bbarksdale.com](http://www.bbarksdale.com) to read more of his columns.

**Willits Rental Center & Auto Repair**



— Full Line Auto Repair and Service —  
— Contractor and Homeowner Tool Rental —

Monday - Friday 8:00 A.M. - 5:00 P.M.  
**315 Robert Drive • Willits • (707) 456-1123**



## Property Feature 17741 Shafer Ranch Road

MLS: 22001739

Offered for sale at: \$799,500

Hard-to-find 18-acre parcel with beautiful custom, 5-bedroom, 4-bathroom, 3,018-square-foot home. Feels like a villa; elegant doors and windows that stream light with panoramic views to amaze. Enjoy company around the kitchen bar or dinner in the formal dining room. This home is made for entertaining both inside and outside. Two fireplaces, beautiful kitchen, living room, family room, five bedrooms, and 3.5 bathrooms equal perfection. Acreage, circular driveway, oversize garage and tasteful landscape.

Co-Listed by:  
**Roxanne Lemos-Neese**

(Lic: 01712217)

707-484-6489

and

**Lee Persico**

(Lic: 00446837)

707-459-5389

Agents of:

Coldwell Banker  
Mendo Realty

(Lic: 01141891)

707-484-6489



### The rest of Legal

From Page RE2

was most common for the renter to pay utility costs. In fact, when a tenant regularly smokes marijuana in their rental property, nearly nine out of 10 tenants take on the costs of utilities.

#### Residential real estate

Marijuana also has a rapidly growing presence within residential real estate, with no signs of decelerating. The demand for housing and residential properties has also intensified as more states relax marijuana laws. Of the states were marijuana is legal in some form, between 9 percent and 23 percent of members who were polled there said they believe inventory is scarce for multiple reasons, including all-cash purchases from the marijuana industry.

In addition, while the majority of NAR members said they have not seen any changes in residential property values near dispensaries, between 7 percent and 12 percent answered that they have indeed seen an increase in values. Conversely, 8 percent to 27 percent said they have observed a decrease in residential property values near dispensaries.

"Residential practitioners are getting used to the new

normal of having marijuana legally used within rental properties, while homeowner associations are tasked with setting new rules to address consumption and growth," said Lautz.

The majority of respondents reported that homeowner associations have rules that place certain restrictions on smoking and growing marijuana in homes or common areas. Only around 3 percent answered that specific homeowner associations do allow growing or smoking in home or common areas.

In the states with legal medical marijuana or recently legalized recreational marijuana, three-quarters of members had never tried selling a grow house. Among residential members who have sold a grow house, 29 percent said they had a difficult time doing so. Twenty-seven percent of members in recently legalized states had difficulty selling a grow house, compared to 25 percent in states that legalized before 2016.

Because marijuana is often an all-cash business, earnings from those who profit are frequently cash proceeds. About one-fifth to a quarter of landlords said they were unwilling to accept cash for rent in any instance,

while about 10 percent said they will not take cash from an illegal federal activity for rent. Still, 42 percent of those in states where medical marijuana is legal answered that they would accept cash payments for rent. Among those renting where marijuana is legal for both prescription and recreational use, two-fifths said they would accept cash for rent.

Finally, about half of NAR members in states where medical marijuana is legal said they had no issues leasing a property after it was previously occupied by a tenant who legally grew marijuana. Thirty-five percent to 49 percent of those in states where both medical and recreational marijuana are legal said they had no difficulty leasing the property to a new occupant. That said, the most common problem among these properties were lingering odors, followed by moisture issues. Both matters were more common in areas where recreational marijuana has been legal for a longer period of time.

#### Methodology

The 2019 Marijuana and Real Estate survey was sent through email in September 2019 to a random sample of 76,000 NAR members who practice residential real estate and 76,000 NAR members who practice commercial real estate. The survey received 3,062 responses from residential members and 611 responses from commercial members for an overall response rate of 2.4 percent.

The National Association of Realtors® is America's largest trade association, representing more than 1.4 million members involved in all aspects of the residential and commercial real estate industries.

Information about NAR is available at [www.nar.realtor](http://www.nar.realtor). This and other news releases are posted in the newsroom under the "About NAR" tab. Statistical data in this release, as well as other tables and surveys, are posted in the "Research and Statistics" tab.

**Roxanne Lemos-Neese**  
REALTOR®, GRI

Cell: 707.484.6489  
Office: 707.459.5389  
[www.getmendohomes.com](http://www.getmendohomes.com)  
CoBRE # 1712217





Brittany Kessler, DVM  
Chana Eisenstein, DVM



**East Hill Veterinary Clinic**

1200 East Hill Road Willits, CA 95490

web: [www.easthillvet.com](http://www.easthillvet.com) Tel: 707-459-5236 Fax: 707-459-9048



**Willits Property Management**

*Caring for People and Property*

Realtor®  
CalBRE #01888600  
(707) 459-5975  
[wpm@instawave.net](mailto:wpm@instawave.net)

**Douglas Johnson**  
President

New Location!  
(across from post office)  
284 S. Main St.  
Willits, CA 95490



**Willits Furniture Center**  
Successful business located in a high traffic area. Expansive 8,140 sq. ft. building is ideal for an open show room. **Reduced to \$849,000**



**Very Nice 3 Bedroom, 2 Bath Home**

1529 +/- sq.ft., granite counters, tile and bamboo floors, custom lighting fixtures. The master bedroom has a private bath with tile floor and granite counter. New paint inside and out, new furnace, Decks, low maintenance yard, private. **\$259,900**



**Quality Custom Built 2200 Sq. Ft. Home**

- Redwood sided, 3 bdrm., 2.5 baths.
- Multi-level, huge brick fireplace, cedar ceilings.
- Large game room, new 30-year roof.
- Pest clearance, deck, large fenced lot.

**\$373,000**



**129+/- Acres Sky Rock Ranch**

This is an outstanding one-of-a-kind ranch property. Gorgeous 3,700 sq. ft. custom lodge-style home with every comfort you would want. There are 3 bedrooms and 3 full baths, a custom kitchen, a huge river rocked fireplace, office and many other features. Large barn, horse barn, shop, fenced pastures and well water. Borders Rocktree Creek. **\$2,495,000**

For information or an appointment to view please call:

**Randy and Ruth Weston**  
707-459-4961 • 707-489-3333  
CalBRE: 00990817  
[ruthweston@pacfic.net](mailto:ruthweston@pacfic.net)  
557 South Main Street • Willits




## Remodeling? Showing Your Home? Need Extra Space?

Safe & Easy Access  
14 Sizes: 5x5 to 12x40  
Call for Availability & Rates




**Willits Mini Storage**  
261 Franklin Ave. • Willits • 459-2529



**Redwood Mortgage**

**Hard Money Loans**  
(707) 459-2330

**Investor opportunities**  
(707) 462-8622



**Independently Owned & Operated**  
CalBRE # 01219546; NML # 366784

PO Box 1089 or 218 S. Humboldt Street. Willits, CA 95490  
[redwoodmortgage@att.net](mailto:redwoodmortgage@att.net) (707) 459-1038 Fax



# Tax season is upon us

Good neighbors, tax season is upon us.

It is my sincere hope that you are already getting your tax paperwork organized. I can't tell you how helpful it is to you *and* to your favorite accountant to *not* wait until the deadlines – March (business taxes) or April (personal taxes). OK, I'll stop.

I wanted to share some of the most common changes to the tax laws for individuals (not businesses) ushered in by the Trump administration's Tax Cuts & Jobs Act. These are important to keep in mind as you get your paperwork together.

**Increase in charitable deduction percent** – the percent of charitable deductions you can take against your adjusted gross income is now 60 percent, up from 50 percent – please keep giving so our non-profits can continue their important work in our communities.

**A ceiling on mortgage interest deduction** – if you have a loan for *more than* \$750K that was secured in 2018 or later ... you can deduct that loan interest up to \$750K.

**Lower tax rate** – depending on your tax bracket (out of seven total) – the tax rate on your income may have been lowered by 1 percent to 4 percent.

**Higher standard deduction** – taxpayers can still choose between itemizing or claiming a standard deduction (e.g. IRA contribution, loan interest). A standard deduction for 2019 will be approximately double what you could claim as a standard deduction for 2018. Note: Approximately 70 percent of individuals use a standard deduction versus itemize.

**No more personal exemption** – personal exemptions were amounts one could subtract from their taxable income for dependent children and spouses.

**Increase in child tax credit** – for each child – your potential tax credit has doubled up to \$2,000 can be claimed depending on your filing status. Note: A credit is applied directly to the amount of taxes you might owe.

**More uses for 529 Education Savings Plan** – this state-sponsored tax-advantaged account was previously only used for college expenses – now savings can be used for any level (elementary, high school, trade school, etc.) of education expenses – tuition, books, fees, etc. Remember: You fund this account with after-tax dollars, your investment grows tax-free and you are not taxed when you withdraw funds.

Again, the above are the “biggies” from the Trump Administration's Tax Cuts & Jobs Act – there are others that may be relevant to you. The Tax Cuts & Jobs Act is being discussed and debated as I type ... so things will continue to evolve.

Speaking of evolution, I just want to flag California's new Assembly Bill 5 (AB5) law – which extends employee classification to gig workers. It is well-intentioned but is having unintended impacts across businesses. I am closely monitoring the discussions and changes that are set to be voted on in Sacramento.

Never dull. Please give me a call or email if I may be of service.

Thank you. Wishing you a great February!

*This information is for general purposes only. Please consult a financial professional for your own situation. Individual circumstances do vary.*

Nicholas Casagrande, EA, is an accountant and a financial advisor. His firm, NC Financial Group, is a wealth management firm serving individual clients as well as small-to-medium-sized businesses. Client work includes personal and corporate taxes, investment planning, insurance, and real estate. NC Financial Group's Willits office is located at 675 South Main Street; contact 855-240-6606 or [nicholas@ncfinancialgroup.com](mailto:nicholas@ncfinancialgroup.com) (taxes) or [Nicholas.Casagrande@Ceterafs.com](mailto:Nicholas.Casagrande@Ceterafs.com) (investments) for more information.



Nicholas Casagrande  
*Columnist*



The rest of  
**Soils** | *From Page RE1*

commented Rachel Britton, a grains farmer. “The trees bring more humidity there, creating more rainfall. But what I didn't realize is there are actual bacteria that are released from the stoma of deciduous trees which creates a zone of nucleation or what the water drop can attach to.”

Britton continued to explain that the bacterial particulate makes nutrients at the same time. It accumulates in the water droplets that adhere to the leaves or needles and creates rain. “So you can actually transform totally dead areas by planting trees. There's a bacterial grain of hope there,” she laughed.

After talking about and looking at one of the fields Bartholomew manages on Ridgewood Ranch for his cattle for soil health, King asked these questions: “How effective is the energy flow here? How effective is the water cycle?

Nutrient cycle?

“And what's the situation,” he continued, “for the [plant, animal, and insect] community dynamics here? Can it be a more complex community of living organisms, or is it a simple community? I think those four processes and those five soil health principles are very, very powerful to help you ask questions [about the land you manage] when you go home.”

“And don't forget the water-holding capacity of the soil,” added Donovan.

*Richard King is a rancher, ecologist, holistic management instructor and mentor. He can be reached at [rking1675@gmail.com](mailto:rking1675@gmail.com).*

*Peter Donovan is part of the Soil Carbon Coalition ([www.soilcarboncoalition.org](http://www.soilcarboncoalition.org)) and can be reached at [managingwholes.com@gmail.com](mailto:managingwholes.com@gmail.com).*



Photos by Ree Slocum

**PACIFIC BLUE**

VACATION RENTALS  
VACATION RENTAL MANAGEMENT

707.357.2520  
[carlon@pacificblue.biz](mailto:carlon@pacificblue.biz)  
[www.pacificblue.biz](http://www.pacificblue.biz)

**COAST HARDWARE**

*Willits Most General Store*

See us for all your kitchen needs!

101 E. Barbara Ln.  
Willits, California  
**459-2201**  
Store Open Daily:  
8:30 am to 6:30 pm

AMERICAN EXPRESS DISCOVER True Value VISA

Start right. Start here.

At top: Leaning on a tree-planting shovel, Richard King listens to a participant's question.

Above: Peter Donovan, center, is creating a way to demonstrate how differently compacted soil in the same area acts to water.

Below: People enjoy talking together and networking during lunch.



**WESTWOOD REAL ESTATE**

**Kent Westwood, Broker**  
CalBRE #01293875  
**(707) 984-7078**

**Joe Morf, Agent**  
CalBRE #02005443  
**(707) 496-1144**

*“Zillow Premier Agents”*

**COLDWELL BANKER**  
**MENDO REALTY, INC.**

Enjoy the privacy this remote property has to offer. Custom built home off the grid features skylights throughout, open floor plan, hardwood and tile flooring. In addition there is a rustic cabin with a loft on the property. Sitting on just over 31 acres lays this getaway surrounded by a gentle forest. There are three springs on the property, one developed and actively being used. Listen to the sound of the peaceful stream while sipping your morning coffee from the deck. This could be an excellent retreat style property or a great start to developing a New Homestead.

**\$325,000**

**Specializing in Mendocino County Real Estate**  
[www.LivInMendo.com](http://www.LivInMendo.com) • [tara.moratti@coldwellbanker.com](mailto:tara.moratti@coldwellbanker.com)

**Tara Moratti**  
Broker-Associate  
CalBRE #01420657  
**707-367-0389** - Cell