

# REAL ESTATE SECTION



Simple flowers in a lovely vase can make a big impact.

COLUMN | How's the Market?

## Spring selling

The weather is heating up and spring is a wonderful time to sell your house. The sun is out. Flowers are blooming. And smart sellers are preparing to put their houses on the market. If you want your house to stand out from the others, here are some tips.

### Clean

Walk around your house as though you are a visitor. You would immediately be able to tell that someone has been cooking in the kitchen, eating in the dining room, and showering in the bathroom. What if that hair in the sink wasn't yours? That dust on the table wasn't yours? That grease on the range wasn't yours? Other people's dirt is gross. If you want people to see your house as one that could be theirs, make sure you do a deep clean. Remove spiderwebs from hard-to-reach spaces. Clean the grout between the tiles. Move the chairs and vacuum all the way under the table.

### Declutter

If your house is full of stuff – knickknacks perched on every available shelf, clothes crammed in all the closets, furniture filling every room – homebuyers will see a cramped house. They'll wonder how on earth their stuff will fit. If, on the other hand, you have empty shelves, gaps between clothes in your



Richard Selzer  
Columnist

closets, and wide-open spaces in several rooms, they'll be able to imagine their belongings filling the space beautifully. A good rule of thumb is to remove about a third of your furniture and a third of everything in your closets.

### Neutralize decor

For potential homebuyers to see themselves in your house, make it as neutral as possible. If you have a bright purple accent wall, paint it white, cream or gray. If you have a provocative piece of art, put it away. If your child has plastered their walls with posters of their favorite Pokémon or heavy-metal band, take them down.

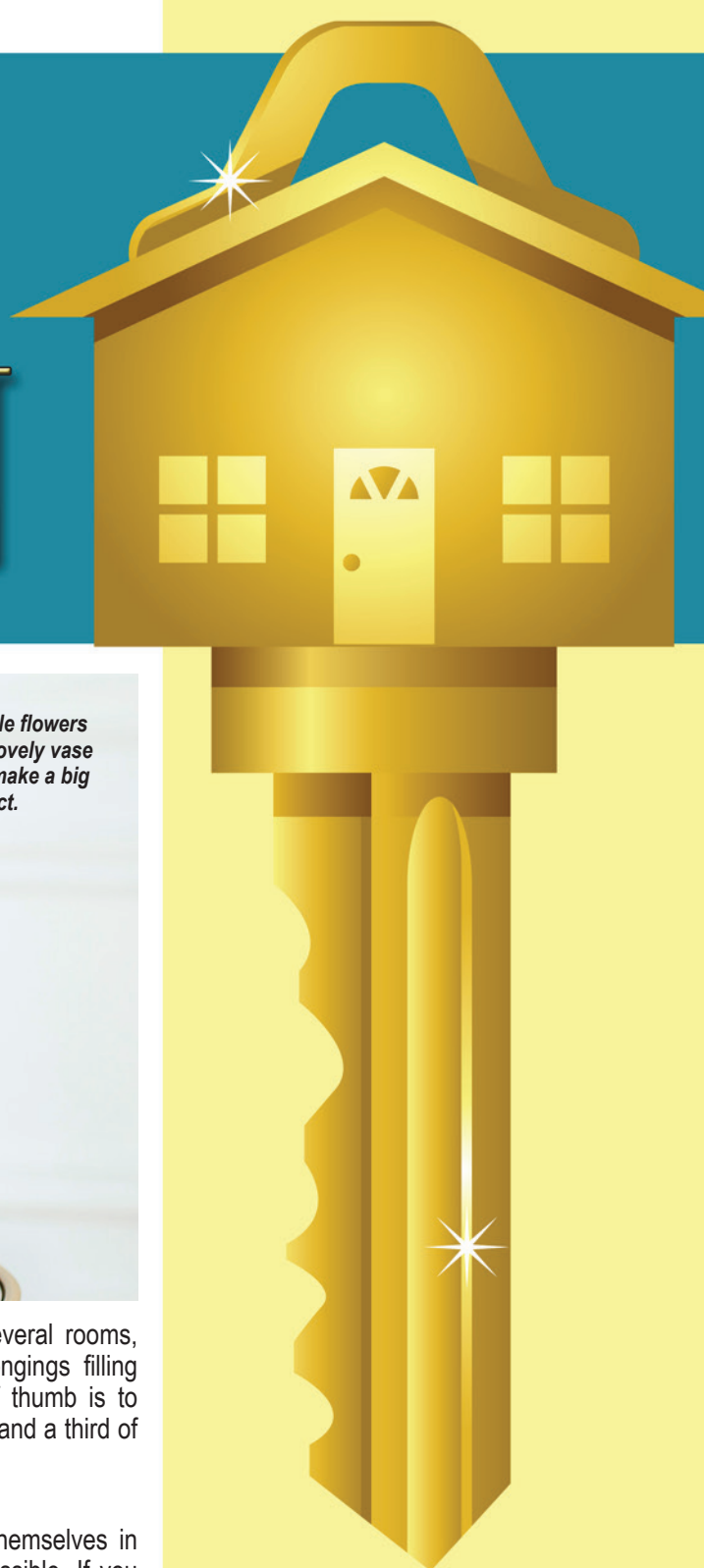
### Updates

Painting and replacing old flooring and / or appliances can make your house seem much newer and in better repair. If you can afford it, do it.

### Scent

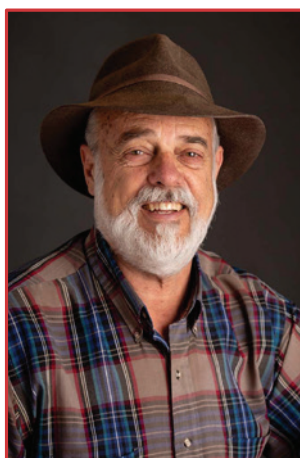
If your house smells like fast food, wet dog, or some other unpleasant odor, homebuyers generally don't respond well. To avoid this, open windows to air things out. Then, consider adding a pleasant smell by baking cookies, burning mildly fragrant candles, or dropping one drop of vanilla extract on select light bulbs throughout the house before a scheduled showing.

Read the rest of  
**Spring** |  
Over on Page RE4



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Photos by Ree Slocum

## Property Feature 77600 Crawford Road, Covelo

MLS: 322013281

Offered for sale at: \$469,000

Listed by: Summit Realty

CalBRE # 00688068 707-459-4961

### Covelo cottage on 5 acres near the Eel River

Artfully decorated 2BD 1BA cottage nestled beneath mature oaks on 5 acres. Zoned RR10 located on the valley floor. There is a separate structure which offers guest, office or studio space. The property also features four fenced pastures with rose hedges, spacious barn, chicken coop, and storage shed which complete this family farm.

For years there has been an emphasis on organic gardening which has created rich soil and a productive garden space with established herbs. Perennial flower beds, fruit trees and a small vineyard lend charm. Nearby, the Eel River beckons, along with a gorgeous drive leading to wine country, the Mendocino Coast and the redwoods. This beautiful place is waiting for you to enjoy!

#### Features

- Property Type: Single Family Home
- Sub Type: Single Family Residence
- Listing Status: Active
- County/Area: Mendocino County
- Zip Code: 95428
- Sq.Ft.: 920 sq ft
- Stories: 2 Story
- Bedrooms: 2
- Full Baths: 1
- # of Parking Spaces: 5.00

- Fireplace: Wood Burning 1

- Lot Size: 5 acres

- Baths: 1

- Area: Covelo

- 2nd Unit Approx SqFt: 220

- 2nd Unit Type: Detached

- Heating: Baseboard, Fireplace(S)

- Laundry Features: Dryer Included, Washer Included

- Lot Features: Garden

- Lot Size Source: Not Verified

- Lot Size Square Feet: 217800.00

- Main Level: Dining Room, Full Bath(S), Kitchen, Living Room

- Parking Features: Uncovered Parking Spaces 2+

- Roof: Metal

- Sewer: Septic System

- Square Footage Source: Owner

- Subtype Description: Custom, Detached

- Upper Level: Bedroom(S)

- Utilities: Electric

- Water Source: Well



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Tara Moratti  
Broker-Owner  
CalBRE #01420657  
707-367-0389 - Cell



Freshly painted and new carpet throughout the interior. Recently the homes windows were upgraded with dual pane vinyl. Sweet backyard oasis with a detached oversized garage includes a workbench and additional storage. All appliances are included! \$295,000

### Charming Home in Downtown Willits

Close to shopping and transportation. The living space of this home is in immaculate condition. Features Spanish tile in the laundry room, kitchen, dining area, and bathroom.



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COLUMN | Numbers by Nick

## Capital gains

Neighbors,

I'm sure you know it's tax time, an intense few months for those of us who are accountants and help people plan and make the most of their hard-earned income.

I trust you are tracking the MANY forms and statements you are receiving to help prepare your taxes, completely. I get a lot of questions on capital gains/capital loss taxes, so I wanted to get into it. Let's go!

**Definition** of capital gain: When you sell an asset for MORE than you paid for it, you are taxed on the profit or the difference between the purchase price and the sale price. And oh yes, there are capital losses too – when you sell an asset for less than you paid.

Assets like a boat, car, piece of land, a business, stock, bond, furniture, sporting equipment ... – yes, all tax events. Use Forms 1099 B and 1099-S. Record-keeping regarding buy and sell price, receipts, etc. is important.

**What is the capital gains tax rate for 2021 taxes?** That depends how long you held the asset and the cost of the asset. These numbers are based on an IRS



Nicholas Casagrande  
Columnist

single filer status.

Long term capital gain is 365 days or more

- 15% tax if asset valued between \$40,401 - \$445,850.
- 20% tax if asset valued above \$455,850.

Short term capital gain is 364 days or less. Your short-term capital gains percentage equals your ordinary income tax percentage.

During tax prep, you can use capital losses to offset capital gains. If your losses exceed your gains, you can deduct up to \$3K on your tax return. IRS Form 8949 is used to report sales and exchanges of capital assets.

Please note: There are conditions and rules when applying capital gains/losses – so please consult with a professional.

I hope you've already filed your taxes but if not – please don't hesitate to get in touch should you have questions.

My best,

Nick

*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 (taxes) or Nicholas.Casagrande@Ceterafs.com (investments) for more information.

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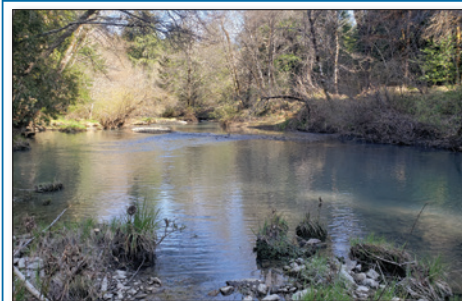
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**Great Residential Building Lot In Town**



The lot is 29 of an acre, mostly level and buildable. All city utilities are available at this convenient location. **\$140,000**

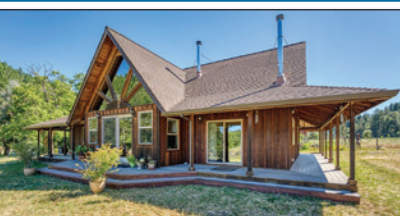


For information or an appointment to view please call:

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# Talk of the town

I don't know how many times I can say in this column how much I love Willits. I don't know why, but it's such a good fit for those of us it fits. It's the people really. Like this morning, I had just gotten up, was wearing my sweats and opening the blinds, when I saw my dear old friend Norma Hanson walking past. I opened the door and called out to her and she stopped and we chatted and laughed for quite a while. That's kind of the style of our friendship.

Years ago Norma and I decided to take a ceramics class at Mendocino College. As I recall it was two evenings a week. Our first teacher was the late, great Bob Kirkpatrick. Bob used to be the superintendent of schools, I think. He was a wonderful teacher. Once he taught us the basics, we were pretty much left on our own to create whatever we could. Norma and I became attracted to throwing pots on the wheel, so we each have lots of bowls in all shapes and sizes. This was back in 2001.

We would chatter all the way down to Ukiah, all through the class, and all the way home. The thing about throwing a pot on a wheel is you have to concentrate. That lump of clay has to be centered and stay centered as you delicately lift it and shape it into a bowl or vase or whatever. The problem Norma and I would have is sometimes we would start laughing over some story or person we were talking about and suddenly, in an instant, both partially formed pots would go wonky and sometimes even fly off the wheel. I still use the bowls and plates I made in those classes every day.

My first job in Willits, back in the '80s, was being the maintenance crew at Brooktrails Lodge along with Joe and with Bill Wilson, who eventually became the head of the city's maintenance department. We remained friends throughout Bill's life until his all-too-soon passing suddenly. Rosemary still managed the lodge but it was in transition and eventually she lost it. It was a favorite vacation destination for many people who would plan their yearly vacations there.

We met Verda Campbell there, who was a longtime waitress but also raised horses on the ranch with her husband, Peck. Joe and I would go to their ranch every spring to get horse manure. At the lodge, there was Don, whose hair remained an unnatural jet black despite his age, and his wife, Millie, who worked in the kitchen. All became friends like an extended family.

We met our beloved friends, Marilyn McNair and Jeanne Hargraves, at the lodge. They played bridge there on a regular basis. Joe and I started a deck-refinishing business called Deck Savers after we left the lodge. Marilyn was our first customer and Jeanne our second. We all became very close. Jeanne like a second mother, Marilyn like a sassy, flippant older sister. We went to Jeanne's house for dinner for almost every holiday or birthday. We often played poker together, for cash. Jeanne's mother was still alive at the time and was a shark of a poker player.

I learned real estate from my still-good-friend Lee Persico at Coldwell Banker. Well into his '80s, Lee is still at it. I've met almost every old rancher in Willits through Lee. His wife, Evelyn, taught me how to peel garlic. I only made the mistake of talking about politics with Evelyn once! She's a champion canner and I always enjoyed the jam I got from her every Christmas. Now I've become a pretty good canner myself and make way too much plum jam every year. This year I'm going to grow jalapenos and make some nice "hot" jam.

When we first came to Willits, the place to eat was Mom's Place, which became the second location for Ardella's, which Kathy Albright and Lori Dorholt owned. Now it's Cafe 77. Mom's Place was the most entertaining place in town. Always crowded. The most engrossing aspect was that the waitresses always had an ongoing conversation, completely oblivious to who was listening, as they gossiped about the most intimate details of the lives of anybody who they had a bit of dirt on, while they worked the room. After a meal at Mom's, you knew just about every salacious detail of the "life of the day" being discussed as they waited on tables, never stopping their very loud conversations.

One of my beloved friends is Emmy Good. At 84, Emmy is still my yoga teacher. She amazes me with what she can do! Much more flexible than me. Her stories about her first yoga teacher in Beverly Hills, who wore fishnet tights and had a very large bosom, are hysterical – especially when Emmy really does the unidentifiable accent. Emmy is a prize-winning raconteur. We can, and do, talk for hours with story after story. So glad those conversations have never been recorded.

I could go on and on about treasured friends. So much gossip. So much love and friendship.

Bill Barksdale was inducted into the 2016 Realtor® Hall of Fame, and served as chair of the County of Mendocino Assessment Appeals Board, settling property-tax disputes between the county assessor and citizens and businesses. Read more of Barksdale's columns on his blog at [www.bbarksdale.com](http://www.bbarksdale.com).



Bill Barksdale  
Columnist

The rest of  
Spring | From Page RE1

## Curb appeal

Once the inside of your house is ready for visitors, head outside and check the curb appeal. Try to create a picture-perfect image of the property, one without trash cans prominently featured on the side of the driveway, leaves cluttering the lawn, or children's bikes strewn across the walkway. Be sure to wind up hoses, mow the lawn, and place some colorful potted plants next to the front door. If you're wondering how much work you need to do, imagine you're about to meet your significant other's parents for the first time. Would you renovate your house? No, but you would clean and straighten things, maybe hide any clutter out of sight.

## Final notes

Finally, be sure to lock up or remove any valuables. This is good for you and everyone with access to your house, because if valuables go missing, all sorts of accusations can ensue. And find another house where your darling dog can stay for a while. Even if you have the sweetest dog in the world, pets distract from the business at hand – showing off the property.

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 Bistro!) If you'd like to read previous articles, visit <https://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 45 years.





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