

# REAL ESTATE SECTION



Outstanding, one-of-a-kind ranch property sitting on 129.8 +/- acres in Sky Rock Ranch. Gorgeous lodge style home with every comfort you would want.

There are three bedrooms and three full baths. The kitchen displays cherry cabinets, an island with a sink and additional cabinet space. The living room, kitchen and dining areas are open and very spacious. The master

bedroom suite is downstairs and has an enormous closet. The master bath has a jacuzzi tub, and a separate shower stall. There are two charming upstairs bedrooms.

The living room features a big, rocked wood-burning fireplace, and cathedral ceilings. There is a tall living room window that shows expansive views of the sky, mountains and pastures.

The property also has a large 40-foot by 60-foot barn with a loft for hay, and storage for vehicles and equipment. There are two horse stalls on one side and for additional horses, there is another barn with hay storage and open walk-in covered shelter with mats.

The detached shop is 20-foot by 30-foot with a concrete floor, and work counter. This parcel borders the year-round Rock Tree Creek.



## Property Feature 7001 Hearst Road, Willits

MLS: 321019358

Offered for sale at:  
\$2,155,000

Listed by:

**Ruth Weston**  
of Summit Realty  
707-459-4961

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*May 10th, 2021:*  
Close-in, Brooktrails home on 1.47 Acres. 3 bedroom, 2 bath home includes an attached, 2-car garage. \$369,000.

*May 15th, 2021:*  
Brooktrails Beauty: 2 bedrooms, 2 baths, 1865+ square feet; merged, double lot with fabulous, westerly views! \$375,000.

*June 1st, 2021:*  
4 bedroom, 2 bath home tucked on the west foothills within City limits! The home has 2200+/- square feet of living space and sits on a 0.46+/- acre lot. \$380,000

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**1816 Buckeye Road Willits \$305,000**

Recently remodeled and vast improvements, this 1144 sq. ft. is nestled in Redwoods and mixed trees of Brooktrails and features 3 bedrooms, 2 bathrooms and a detached 2 car garage. Manufactured in 2003, the updated home featured freshly painted rooms, new carpet and linoleum with hardwood flooring in the living room (walked designs), an open concept living area with spacious kitchen including refrigerator and gas stove, central heating, detached roomy 2 car garage. Master suite with separate laundry room (washer/dryer included). Previous occupant used the excellent internet for online college classes with success! Located on a quiet street less than 15 minutes to town in the picturesque Brooktrails Subdivision which has its own community center, golf course, airport, and fire department.

**COLDWELL BANKER MENDO REALTY**

**Karena Jolley**  
 License #01482063  
 707-354-2999

**Kelsi Ryan**  
 License #01932829  
 707-621-1818

mendorealestate@gmail.com

Chana Eisenstein, DVM  
 Celina Borucki-Gibson, DVM "Dr. BG"

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Runs on the second Thursday of the month.

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COLUMN | Journal  
**Liquid gold**

Like life itself, Richard Wagner's epic operas known as The Ring Cycle begins in the water. The Rhinemaidens guard a magical lump of gold. Anyone who forms the gold into a ring and puts it on while renouncing love will have unlimited powers. The characters in Wagner's operas and Scandinavian myth are the sources of every Marvel adventure movie character. Water symbolically represents, among other things, creativity as in birth. What is arguably the primary purpose of NASA's Perseverance Mars Rover? To find evidence of water on Earth's neighboring planet.

Life on Earth and water are inseparable. There can be no life without water. Clean water is more valuable than gold. One can live without gold but not without water. Sixty percent of the human body is made up of water. Given the choice, which is the real treasure?

The eventual cooling of ancient Earth and the formation of water enabled life to gestate on this planet. Thus water becomes not only a symbol of life but quite literally the environment in which birth itself is nurtured. The human womb is an environment of amniotic fluid, water-based, in which the fetus grows until the mother's water breaks, signaling the beginning of the birth of a child. Water is essential to life.

Earth is protected from the Sun's ultraviolet radiation by its stratosphere, one important layer of which is ozone, which absorbs much of the Sun's radiation, thus protecting Earth from overheating and becoming hostile to life. This stratosphere holds air in Earth's atmosphere in addition to its UV-filtering properties. Too much UV exposure is why you get a sunburn, a major cause of skin cancer and other immune-system damage.

Widespread use by humans of hydrofluorocarbons and fossil fuels have done widespread damage to the ozone layer, exposing Earth's life to more harmful UV exposure and warming the atmosphere which, among other things, disrupts the cycle of rain, which is how nature distributes clean water over the planet.

The average American uses, depending on what source you look at, between 80 to 178 gallons of water per day. The city of Portland, Oregon claims to use around 47 GPD per person. In a small town like Willits, with a population of approximately 5,000 people, if each person averaged 50 gallons per day, Willits would require about 250,000 GPD. A football field 1 foot deep in water would be about 430,848 gallons of water. Just two days of Willits water use would fill that football field with close to 2 feet of water. That's a lot of water. Clean

potable water is a finite resource and it costs a lot of money to purify it for human use.

If you still have an old-fashioned toilet that uses about 3.5 gallons per flush or more, instead of a modern low-flush toilet that uses 1.28 to 1.6 gallons per flush, you are spending more than twice as much for toilet-flushing water with the old toilet. Replace it and save money and water. Toilets are cheap. Water isn't.

A shower with a low-flow head uses about 2 gallons per minute. I've gotten my showers down to about 3 gallons of water. An 8-minute shower uses about 16 to 17 gallons. A low-flow shower head costs a few dollars. If you are using a high-flow head, change it. A bath uses 30 to 50 gallons.



**Bill Barksdale**  
 Columnist

Dishwashers normally use less water than hand washing, about 1/4 to 1/2 the amount of water. If you're washing by hand, use a small tub and rinse quickly. A top-loading clothes washer uses about 20 to 40 gallons of water per load. A front-loader uses about 14 gallons per load.

Although outdated health regulations sometimes make it difficult, you should be using graywater for outdoor landscape watering – shower and bathtub water only. Government agencies are waking up to the valuable resource of graywater. A simple valve on your shower drain can switch drainage to an outdoor spigot in the dry season and back to the sewer line in the wet season. A plumber can easily do this. Washing machine water often has detergents and bleach that can be harmful to plants. Never water animals with graywater. Toilet water is dangerous and is never used for landscape watering. It should always go into the sewer or septic system.

We need to be looking at ways to replenish our groundwater during our drought-ridden times, not keep extracting it. The geology of Mendocino County requires rain to fill it up again. The Franciscan geology of most of Mendocino County depends on underground pits of fractured rock that get filled each year with rainfall for ground water. Springs are simply areas that are lower than one or more water-filled natural pits so the water "springs" out of the ground. Little Lake Valley has its own limited underground waterways that are also replenished with rainfall and snowmelt. No well or spring is limitless without enough yearly rainfall.

Pumping out of creeks and rivers is destroying our fish populations, many of which are already endangered species. Large agriculture operations, in which chemical fertilizers, nitrates and manures are used, run off to pollute and kill the fish, while draining the waterways at the same time. Poorly designed grading and road building and poor logging practices silt up the waterways, destroying essential fish habitat. Over-pumping of wells drains sewage water and unwanted minerals like boron and iron, which naturally occur in the geologic structure, into existing wells.

Outdated statistic models that depend on "October rain" are foolish and unrealistic. It hasn't rained regularly in October in Northern California for 50 years. We need to make water conservation and replenishment a number-one priority if we expect to have our liquid gold here for the future. As in Wagner's mythical tale, the evil chunk of gold – greed – doesn't support life.

Bill Barksdale was a 2016 inductee into the Realtor® Hall of Fame. He is a referral agent for Coldwell Banker Mendo Realty Inc. 707-489-2232. CADRE# 01106662. Read more of his columns at his blog at BBarksdale.com

**61.62+/- Acres Just North of Fort Bragg**

There is a level meadow with the remainder of property wooded and very gentle, offering good building sites. Redwood, Fir and Madrone trees. Zoned 20 acre minimums. **\$785,000**

**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 rock fireplace, office and many other features. Large barn, horse barn, shop, fenced pastures and well water. Borders Rocktree Creek. **Reduced to \$2,295,000**

**203+/- Acres Gorgeous Branscomb Property**

166 +/- acres zoned TP. 37+/- acres zoned RRS. There are approximately 96 acres of level land with close to 3/4's of a mile of the Eel River running through the middle of the property. Gorgeous property with many building sites. There is paved road access, power and phone on the parcel. Lots of redwood timber and an active harvest plan. There is an old large timbered barn on the property with PG&E. **\$1,495,000**

**Rare Find in Town**

.68+/- acre really nice R2 building lot. Water, sewer, power and phone are available. Convenient location, great site for a home. **\$78,500**

For information or an appointment to view please call:  
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COLUMN | Numbers by Nick

**Keep money local**

Neighbors,

Another tax deadline is approaching. I am so excited to be in Mendocino after May 17. Although I love what I do, I've just about had it with Zoom, tax forms, and office walls.

The pandemic restrictions are lessening, yet our business community has been gravely impacted. Many within our community need our financial support. The vitality of our redwood mountain town is directly dependent on the strength of the small businesses that serve us.

For every \$100 spent locally, \$68 goes back into the local economy (Andersonville Study of Retail Economics).

\$68 pays local employees' salaries, funds schools and other public entities, and supports other local vendors.

Local businesses generate as much as 70 percent more local economic activity per square foot than big retailers (Andersonville Study of Retail Economics).

We have many unique local businesses, but here and now, I am calling out the Noyo Theatre – an extraordinary gem that opened in 1940! We are so fortunate to have an independently operated theater in our community with a thoughtful mix of new releases and classics. There are many movies that must be seen on the big screen in a dark theater versus streaming at home with a buffering connection!

Lois and Jeff Hoover are resilient owners who have



**Nicholas Casagrande**  
 Columnist

reopened the Noyo. Their team is back and they are investing in improvements so our movie experiences will be scarier, funnier, more exciting, tenser, more romantic. A GoFundMe has been set up to raise money for a new projector to enhance the experience: www.GoFundMe.com/save-the-noyo-theatre.

For many of us, the Noyo holds a special place: first date, first job, first

Please support local and keep money local.

I'll see you at the Noyo after May 17!

Best,  
 Nick

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

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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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COLUMN | How's the Market?

## Rent to own

First-time homebuyers or people with poor credit and limited cash can ease into home ownership with a rent-to-own (or lease) option. While the idea of rent-to-own sounds simple and straightforward, legally the agreements are complex and require significant expertise to navigate.

Unlike a conventional transaction in which a sale price is agreed upon, and within 30 to 90 days the entire transaction is complete, in a lease option, the title transfer generally doesn't take place for years. During that time, the property will likely require maintenance and repairs, suffer depreciation, may get some improvements, and will almost certainly change in value.

The advantages to the buyer are fairly obvious: the buyer takes occupancy of a property today as a renter with the right to become the owner at some point in the future. The benefits for the seller can also be significant. The seller obtains a tenant for a vacant property – hopefully one that will take care of the property well compared to someone who never plans to own it. In addition, the seller will likely receive additional compensation, either cash up front or higher rent.

When it comes to the agreement, the amount of rent

paid should be negotiated to include a clear determination of how much (if any) of the rent will be applied to the purchase price. If fair market rent is \$1,000 per month and no up-front option money is paid, the seller would be foolish to grant an option, especially if the option is based on today's values.

Why would the seller obligate himself to sell the property five years from now at the same price he could get today unless he is getting compensated for the potential change in value? While the option is in effect, the seller cannot sell to someone else.

Most rent-to-buy (options) are written at a specific sales price, but some change over time, either at a predetermined rate or cost-of-living adjustment – or on occasion, based on an appraisal of fair market value at the time the option is exercised (when the sale takes place).

These provisions will dramatically affect the amount a buyer is willing to pay for the option and the amount a seller is willing to accept. The critical issue is that all parties understand and agree to the three required contracts.

This type of agreement requires a rental agreement, a purchase agreement, and an option agreement. The rental agreement outlines the rights and responsibilities of the landlord and tenant. The purchase agreement outlines the price, financing terms, what personal property is included in the sale, what inspections the buyer is entitled to, and what repairs the seller is obligated to perform. The

option agreement ties the other agreements together and specifies the time frame for the option.

The stickiest issues arise around inspections. Clearly, before escrow closes, the buyer should have all standard inspections. The question is, when should the inspections take place: when the option agreement is written, or closer to the transfer of title?

Few people want to take on unnecessary expenses any sooner than they have to, but I strongly recommend getting the inspections up front, prior to taking possession of the home and committing non-refundable option money to the transaction.

When it comes time to execute the option and purchase the home, the amount of money paid for the option is not relevant. The decision to purchase the home should be made solely on the basis of whether the property is worth the purchase price to you. The option money paid is irrelevant. Do not throw good money after bad. If the house isn't worth the purchase price, walk away. You are under no legal obligation to exercise the purchase option.

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.*



**Richard Selzer**  
Columnist



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**Presented at \$1,299,000**



2 Bedroom 2 Bathroom 1676 sq ft +/- entertainment sized living room with wood stove, overlooking the deck. This home has a formal dining room and an office for today's work from home professional. Complete with a two car garage and a paved driveway. Recently refreshed and ready for you to move in.  
**Presented at \$379,000**



Downtown Willits storefront. Front office space, Plenty of downtown parking surrounds this property. Second unit in the back is currently rented as a Salon.  
**Presented at \$250,000**



3 bedroom 2 bath 1975 Mobile home, front porch, garden and vineyard views. Just under 3/4 of an acre with mature fruit trees and raised garden beds. Detached shop that has radiant heat flooring. This is a property you won't want to miss!  
**Presented at \$395,000**



20+/- acre parcel with a cabin in Pine Mountain off of Old Boy Scout Road. Beautiful view of Willits Reservoir from ridge top. Well maintained 1/2 mi gravel road from Old Boy Scout Road to cabin. 2500 gallon water tank. Generators. Sheds. Come build your forever home.  
**Presented at \$265,000**



Property features 2 homes — 3376+/- sqft main house and a 2nd residence that is 660 sq ft, 418+/- Acres 20 min to downtown Willits, in addition to a barn, several outbuildings and a detached garage with covered RV storage. Must see!  
**Presented at \$995,000**



**Tara Moratti**  
CalBRE #01420657  
707-367-0389  
[livinmendo@gmail.com](mailto:livinmendo@gmail.com)



**Roxanne Lemos-Neese**  
CalBRE #01712217  
707-484-6489  
[roxanne@getmendohomes.com](mailto:roxanne@getmendohomes.com)



**Kelsi Ryan**  
CalBRE #01932829  
707-621-1818  
[mendorealestate@gmail.com](mailto:mendorealestate@gmail.com)



**Lee Persico**  
CalBRE #00446837  
707-459-5389  
[coldwellbankerwillits@gmail.com](mailto:coldwellbankerwillits@gmail.com)



**Dara Collicott**  
CalBRE #01932844  
707-354-2301  
[daradrealty@gmail.com](mailto:daradrealty@gmail.com)



**Randa Craighead**  
CalBRE #01971901  
707-841-7778  
[randa.craighead@coldwellbanker.com](mailto:randa.craighead@coldwellbanker.com)



**Karena Jolley**  
CalBRE #01482063  
707-354-2999  
[karena.jolley@gmail.com](mailto:karena.jolley@gmail.com)



**Nicole Flamer**  
CalBRE #01932844  
707-354-2301  
[nicf707@gmail.com](mailto:nicf707@gmail.com)



**Audrey Low**  
CalBRE #02074437  
707-972-0524  
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