

REAL ESTATE SECTION



Listed by:
Clinton Hanks
 (707) 391-6000
 Agent of:
RE/MAX Gold Selzer and Associates

MLS: 322035641

Offered for sale at:
\$446,000

Property Feature

27009 Hawk Court, Brooktrails

Beautiful custom built home in Brooktrails. This gorgeous 4-bedroom, 3-bathroom, 2,200-square-foot home features a custom kitchen with Silestone counter tops, island, breakfast nook and tile floors. It also features a vaulted ceiling in the large master suite with a jetted tub and separate shower in the master bath. A free-standing wood stove, central heat and air keep you comfortable. Enjoy forest views from the second floor decking, relax on the expansive back deck, or soak away your cares in the custom hot tub. Large sunny yard for entertaining or to satisfy your green thumb, throw in a two-car garage and RV parking and you have a picture perfect home.



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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**

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Why here? Why now?

Sitting here in my comfortable chair on a chilly spring morning as I do virtually every morning, I miss the warming wintertime fire in the fireplace. This day will soon be warm, so there's no reason to heat the morning up, only to be too warm in a couple of hours. Our house stays cool on hot days if the windows and doors are open to the nighttime's coolness. Still, there are few things more comforting than a warm hearth on a chilly day. I'll have to wait months for that pleasure again. Something to look forward to – the simple pleasures of life.

As I was sitting here writing, which is my habit every morning, I saw a brilliant yellow butterfly skipping from flower to flower outside. It amazes me that these seemingly fragile creatures fly thousands of miles each year to breed in one place, then fly to Willits or some other far off land for the summer. Remarkable.

During my decades as a real estate agent I've often asked clients how they ended up in Willits. Sometimes it's to be near family. Sometimes to follow a dream to live in the country. But why here? I was often surprised when people told me that they had no idea how they ended up moving here. They just did. That was the case with my spouse and me.

We knew nothing about Willits when we followed some kind of feral call, the residue of a dream to live in "the country." Why Willits? We read a clever ad in the San Francisco Chronicle classifieds. There was no internet to peruse in those days. We were looking for a house to buy in SF, when one could buy a great house for less than \$200,000. Then one day, on a whim, we decided to look in the paper, and within three weeks bought a piece of land in the legendary redwoods with nothing but an unfinished cabin, no

electricity, no phone, not even windows – a different world, only once upon a time, fanaticized about.

During the '70s many people moved to Mendocino County from places like LA, SF, even other states and occasionally Europe. It wasn't the draw of family, but often friends. Sometimes just an almost-mystical attraction. For those who were born and raised here, us "newbies" were often not welcomed, but as decades passed, we became part of this place.



Bill Barksdale
Columnist

When you think about it, life itself is kind of like walking in the dark. We live moment to moment. I don't have to tell you that life can change in an instant. The events of these days let us know that life literally changes in a moment. Sometimes sending us on a great adventure, sometimes into a nightmare – all of it a new path, each path with its own challenges. We sometimes find ourselves wandering through life with its twists and turns, looking for – what? The meaning of life itself, I guess. I often muse about this.

At different stages of life we need different types of homes. As a child, a stable home is desired, but not always had. As we leave our parents' home, we often have a need for more flexible housing as we explore. Careers and mental health often require more permanent housing. As we get into older age, and often the disabilities that accompany older age, we require care and more stable housing. At all stages of life we need affordable health care, and affordable housing. Affordability has become a major element of life now.

My mother and stepfather are now over 100 years old. They lived and worked at a time when people got pensions and retirement plans. Even with those now increasingly rare financial securities, just a place to live and to have the care they need takes every bit of their income plus a good part of their savings, which will eventually run out. At the extraordinary cost of well over \$6,000 per month, they are among the few who can afford "old age," and then for only a limited time.

We have a great need for affordable housing

How to lose a bidding war

Lately, buyers have had to outbid competitors to purchase their dream homes. Before you find yourself in a financial hole, be aware that there are several ways to lose a bidding war. Here are a few things to consider before you inadvertently make a decision that could mean financial ruin.

Spending every penny

If you're in the market for a new home, consider how much you can afford and be aware that buying a new home includes costs in addition to the sale price. You don't want to put in the highest bid, only to end up without enough money to cover the inevitable expenses that come with home ownership.

Additional costs include everything from the fees associated with closing escrow to moving costs, utility hookup deposits, and maybe some minor repairs. Ideally, it's nice to have enough cash to cover a couple of months' worth of mortgage payments, too.

Bidding with contingencies

Since most people need a home loan to buy a house, you'll likely need a financing contingency when you submit an offer to buy a home. While I recommend leaving this contingency in place, I also suggest you get pre-approved for a loan – not just prequalified – so the seller knows you're a safe bet.

To assure a smooth transaction, secure your down payment early. Here's why: 1. You don't want to scramble around at the last minute to collect the money, because it may not be available. 2. Sellers are more likely to accept offers from buyers

who can prove they have the money. 3. Lenders require proof of funds, and they sometimes ask how long you've held those funds, so a recent gift from Great Aunt Mathilda may not fly. Recent deposits make lenders nervous because they assume you've borrowed the cash.



Richard Selzer
Columnist

To make your offer more attractive, it's best to remove any contingencies you can without damaging your position. The more contingencies you include, the less desirable your offer is to the seller. It's a poor idea to include unnecessary contingencies in any market, but in a market as competitive as this one, it is an especially bad call.

Bidding without contingencies

Of course, some contingencies are necessary. The last thing you want to do is make an offer without protecting yourself from unknowns. I recommend including contingencies based on the results from standard inspections, such as pest and fungus, septic, roof, well, and others. Also, if you need the proceeds from the sale of your current house to fund your new purchase, be sure to include a contingency about selling your current house.

If you list no contingencies and then something unexpected prevents you from completing the purchase, you'll most likely lose your deposit and ruin your reputation as a reliable buyer. As long as there is a liquidated damages clause in your offer that limits your liability, that's probably the worst of it. So, if you don't

mind losing tens of thousands of dollars, by all means, skip the contingencies.

Assuming the seller will negotiate

Another way to lose a bidding war is to assume the seller will counter your offer. Sometimes they do; sometimes they don't. If your offer is too low, the seller may be insulted and opt not to respond. If someone else comes in with a better offer, the seller may just take that one. If the seller understands this to be your "best and final offer," the seller may not counter with the small but essential concessions they need to make the transition work. Maybe they need two more weeks in the house before moving, but they believe you are not open to negotiation.

Not knowing a home's true value

Before you make an offer, decide what the home is worth to you. This can be a two-edged knife. First, you need to know the market value. Second, once you know what you can afford, you need to decide how much you are willing to pay. If the house is next door to your ailing mother, you may be willing to pay more. If it is next door to your annoying cousin, it may be worth less.

If you have questions about real estate or property management, contact me at 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.

An individual, stand-alone and independent print piece

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New Listing:

Take in the north eastern views from your perch. Located less than a mile out Highway 162 sits this 40 Acre Parcel. Property is in need of work and rehabilitation. There is a permitted house and septic on the property. There is no known developed water. Possible undeveloped springs on the property. Bring your imagination and tool bag and make this beauty shine again. **\$150,000.**

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

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670 South Main
Located in the heart of downtown Willits this 3 bedroom 2 bathroom home plus bonus room is zoned commercial. Great location on Main Street for a business, office space or a live/work situation. A separate 1000 sq ft 1 bedroom 1 bathroom unit needs minor finish work to be complete. This property offers a great rental income. Rear alley access and off-street parking. Come see the potential! **\$415,000**

26975 Hawk Drive
Completely remodeled turn-key home just 10 minutes from town. Located on a quiet street this 3 bedroom 2.5 bathroom home has high ceilings, open floor plan and beautiful wood flooring throughout. The kitchen is equipped with high-end stainless steel appliances, quartz countertops and breakfast bar. Everything has been remodeled with special touches, fixtures and lighting. One car garage, laundry room plus a large basement for storage. Includes 2nd lot which makes almost a half acre of wooded land plus bordering the greenbelt which creates more privacy. Enjoy the recreation Brooktrails has to offer with numerous hiking trails, fishing, mountain biking, and community garden. Offered at \$469,000

Alicia Kepple
Realtor
DRE #0118846
707-272-7782

AliciaMendoRealty@gmail.com • 1460 S. Main St., Willits

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MENDOCINO COUNTY'S PREMIER REAL ESTATE COMPANY
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West side location waiting for you! Open living concept in this 3 bedroom, 2 bath home. Details, details, add some TLC and make this home reflect your personality.
Presented at: \$235,000

3 bedroom 2 bathroom home plus bonus room is also zoned commercial. Great location on Main Street for a business, office space or use as residential. A separate 1000 sq ft 1 bedroom 1 bathroom unit needs finish work to be complete.
Presented at: \$415,000

Custom, 2 bedroom, 2 bath home. Beautiful wood cabinets and walls make this a peaceful cabin-like retreat. Enjoy a cocktail on the deck in the evening after working away the day in your home office. Out building to use for crafting, workshop or possible guest room.
Presented at: \$375,000

3 bed, 2 bath with a classic ranch floor plan, downstairs laundry room, central heating/air and an automatic backup generator, dual on-demand water heaters, and tons of storage. Roof less than 10 years old.
Presented at: \$475,000

Two homes on 5 acres just minutes to town. Main home is 2040sqft and 4 bedrooms, 2 baths and downstairs office. 2nd home on other side of the road for privacy with its own garage, 3/2 1200sqft with new roof, open concept and enclosed porch addition. **Presented at: \$649,000**

Presented at: \$485,000

Tara Moratti
CABRE #01420657
707-367-0389
livinmendo@gmail.com

Lee F. Persico
CABRE #00466837
707-459-5389
coldwellbankerwillits@gmail.com

Roxanne Lemos-Neese
CABRE #01722217
707-484-6489
roxanne@getmendohomes.com

Randa Craighead
CABRE #01973901
707-841-7778
randacraighead@coldwellbanker.com

Audrey Low
CABRE #02074437
707-972-0524
norcalhomes@yahoo.com

Dara Collicott
CABRE #02082954
707-513-1825
daradrealty@gmail.com

Kelsi Ryan
CABRE #01932829
707-354-2999
mendorealestate@gmail.com

Karena Jolley
CABRE #01420657
707-354-2999
karena.jolley@gmail.com

Alicia Kepple
CABRE #0118846
707-272-7782
AliciaMendoRealty@gmail.com

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PRICE REDUCTION \$325,000

3742 Primrose Dr., Willits

Thoughtfully maintained this 1377 sq. ft. 3 bedroom, 2 bathroom manufactured home built in 2003 is located in the subdivision of Brooktrails. 2 car detached garage as well as parking alongside the garage perfect for RV or toys. Central suite as well as a ductless heat/cool unit in the master bedroom. The master suite features a walk-in closet, 2 vanities, a stall shower and a soaking tub. Open concept living area with gas range, dishwasher, fridge, and ample storage. Designated laundry room, skylight in the hall bath, and a fenced in back yard. Fire abatement work done to the yard and home. A generator hookup installed in an enclosure attached to the garage. Close to and capable of connecting to the power panel.

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Karena Jolley
License #01482063
707-354-2999

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License #01932829
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Find the words hidden vertically, horizontally, diagonally, and backwards.

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| BLACKOUT | FEES | POLICY |
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Caltrans asks citizens to help stop stormwater pollution

Submitted by Caltrans

As part of its "Let's Change This to That" public-education campaign, Caltrans is sharing the top sources of stormwater pollution and ways to prevent them for contaminating California's waterways. As stormwater travels into storm drains, it captures pollutants from highways, streets, sidewalks and yards that flow into waterways.

The top six pollutants have an outsized impact on the water quality of lakes, rivers, streams, and the ocean, and many are preventable through small actions Californians can take. The following lists the top six pollutants and actions to stop them at the source:

- **Trash and litter:** Properly secure items in truck beds and put trash and recycling in the correct bin.
- **Sediments:** Prevent soil erosion by using mulch in the garden, planting trees and shrubs, and sweeping driveways instead of hosing them off.
- **Nutrients:** Avoid over-fertilizing lawns and plants and limit vegetation waste by keeping fallen leaves out of storm drains.
- **Bacteria:** Limit pet and RV waste by picking up after your pet and using appropriate RV dumping stations.
- **Metals:** Regularly check tire pressure, change oil and fluids, and use commercial car washes to prevent metals generated from vehicle, tire, and brake wear from ending up on highways.
- **Pesticides:** Use organic pesticides and properly dispose of unused portions.



Caltrans is tasked with managing stormwater runoff and mitigating pollution within its 350,000 acres of right of way, which includes more than 15,000 centerline miles of highways. This effort involves picking up roadside litter and clearing out storm drains to preserve roadway safety and drivability during all types of weather conditions.

Unlike water that goes down the sink or toilet in a home, stormwater is untreated and flows directly into lakes, rivers, and other waterways. Stopping pollutants at the source is critical Caltrans' efforts to keep stormwater runoff clean.

"Preventing stormwater pollution requires the help and support of every Californian, and it starts with keeping highways and roadways clean," said Steven Keck, acting director of Caltrans. "Californians must work together to take necessary steps to prevent pollution at the source and keep our waterways clean."

Summer is the peak season for recreation in and around local waterways. This year, as hot, dry weather is expected to intensify drought conditions throughout the state, Caltrans is amplifying water quality as a top priority.

During a drought, the state's lakes, rivers and streams have lower water levels, which lead to a higher concentration of pollutants. By preventing a buildup of metals, trash, and other pollutants on highways and roadways in dry conditions, Californians can help keep pollutants from traveling into local waterways during rainstorms.

The "Let's Change This to That" stormwater public-education campaign is calling on Californians to pledge to do their part to keep stormwater clean. Visit www.CleanWaterCA.com to take the pledge and learn more about the sources and pathways of stormwater pollution.

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\$825,000

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! \$1,924,975 to \$1,884,975

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.
PRICE REDUCTION \$119,000

Sweet Home in Brooktrails

With 1352 sq.ft., 3 bedrooms, 2 full baths. Open floor plan including living room, kitchen and dining. Recently purchased a new range, refrigerator and garbage disposal, plus a new 30 year roof. Pretty views, private, large yard for landscaping.
\$299,000

25+/- Acres

With a sturdy built cabin and gorgeous views. 1 bedroom 1 bath cabin needing some finishing work. Brooktrails water, permitted and installed septic system for a 5 bedroom home.
\$350,000

SUMMIT REALTY

For information or an appointment to view please call:

Randy and Ruth Weston

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