

REAL ESTATE SECTION



WILLITS WEEKLY'S
SELECTED PROPERTY FEATURE

909 Exley Lane, Willits

MLS: 325022833

Offered for sale at:
\$769,000

by Carey Pinson
of Coldwell Banker Mendo Realty
(707) 513-8687 - DRE# 01967973



Discover a secluded artist's retreat just minutes from the heart of Willits! Nestled on 16.65 acres behind a locked gate, this stunning 3-bed, 2-bath home offers approximately 2,216 sqft of light-filled living space with soaring wood-beamed ceilings, clerestory windows, and Saltillo tile floors. The open floor plan features a stylish kitchen with granite countertops, an office with built-in storage, and a primary suite with a library wall, walk-in closet, and private balcony. Below, a versatile ground floor boasts 2 bedrooms one that is currently used as a studio apartment with a kitchenette and full bath, plus an additional bedroom with a walk-in closet and French doors leading outside. A spacious 2-car garage includes a workbench and storage. Enjoy the parklike setting from the expansive deck. The garden features 30+ raised beds, a large rustic redwood water tank turned into an outdoor kitchen, a large year-round spring-fed pond, plus a smaller seasonal pond all within walking distance to town while offering total privacy and tranquility.

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NC Financial Group 2025 awarded Gold in categories Accounting Firm, Financial Advisor (non prior to 2024), and Tax Prep. The Best of Lake and Mendocino presented by Bicoastal Media is a vote-based contest for individuals and businesses that serve Lake County, CA, and Mendocino County, CA. Nominations are provided by the community and after the nomination period is completed, the names of nominated businesses in each of the categories are finalized and make up the official Best of Lake and Mendocino voting ballot. The audience can then vote on one choice in each category. Voters are allowed to nominate without limits and once the voting period has begun, one vote per category per 24-hour period is allowed. Listing in this publication and/or award is not a guarantee of future investment success. This recognition should not be construed as an endorsement of the advisor by any client. No compensation was provided directly or indirectly by the recipient for participation or in connection with obtaining or using the third-party rating or award.

EA #105394 | CA DRE #01854336 | CA Insurance Lic. # 0H68496

412 Grove Street, Willits - \$720,000

Zillow MLS # C1-10987



This stunning four-bedroom, three-bath home in Haehl Creek Subdivision which offers modern living near the hospital. Enjoy a spacious fenced backyard, upgraded appliances, and charming hardwood floors with two plush-carpeted bedrooms. Features include a built-in wine cooler, three car garage, and a low-maintenance front yard with full automatic sprinklers. Perfect for families!



Tom Allman, REALTOR®
Pamela Hudson Real Estate
(707) 272-4924
DRE #02208752



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Call today for more information!



Presented at \$349,500

- Built in 1980
- 3 Bed / 2 Bath
- 2,344± Sq. Ft.
- .3338± acres
- Rustic with practical updates
- Bonus room for hobbies or gym
- Recently installed new roof



Presented at \$435,000

- Built in 1978
- 3 Bed / 2 Bath
- 1476± Sq. Ft.
- .1745± acres
- New roof
- Walk-in jetted tub
- Raised garden beds

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Disclose now to prevent headaches later

A few months back, I received an offer on a ranch property in Redwood Valley. It's an unusual property. In addition to a 7,300-square-foot residence and several outbuildings, it includes 1,700 acres of cattle grazing, springs, ponds, and wells. Although I welcomed the offer, I knew it meant the time had come to create a long list of disclosures.

Any time real property is sold in California, the seller must disclose information about a whole host of topics, revealing details that could influence a buyer's desire to purchase. This includes property-specific, proximity-specific, and regulatory disclosures.



Richard Selzer
Columnist

Property-specific disclosures include items such as a leaky roof, a well that runs dry in the fall, a septic system with damp patches over it, or an addition for which there is no building permit. Proximity-specific issues include whether a property is at the bottom of a hill with erosion problems or within earshot of a popular shooting range.

And regulatory disclosures include zoning and other issues. For example, is the property zoned for its current use or within 300 feet of land zoned for agriculture? These issues can affect how the property can be used and the owner's quiet enjoyment of it.

In the case of the ranch property, the list of disclosures came to 17 pages (not the disclosures themselves, just the list naming the disclosures that would be forthcoming). Each type of property comes with required disclosures, and if the property includes multiple uses, then it includes more required disclosures. In this case, the ranch property included residential, raw land, and

farming, plus other disclosure-worthy elements such as streams and wells.

As a seller, when you complete a disclosure questionnaire, there may be questions you simply don't know the answer to. That's OK. Disclosure questions often begin with "Are you aware of...." If you are not aware, say no.

However, to comply with the law, you must disclose information you know or *should reasonably be expected to know*. For example, if the question is, "Are you aware of any stains on the ceiling?," refusing to look up doesn't give you the right to say no.

Not only does the seller have to disclose what they know, REALTORS must also disclose information they discover during their visual inspection of the property or find out from other sources.

Common disclosures include a seller property questionnaire, raw land questionnaire, lead paint and asbestos, natural hazards (including military ordinance, earthquake, fire hazard, flood hazard, among others), right-to-farm ordinance, right-to-industry ordinance, agent visual inspection, and a transfer disclosure statement. You must also share the results of any inspections you have access to. This is by no means a complete list. Talk with your REALTOR for details about your specific property.

Decades ago, a REALTOR who worked for me listed a 100-year-old property. The seller disclosed the presence of a buried tank in the back yard. (Any residence more than 100 years old in this area likely has or had a buried tank, but that is not common knowledge outside of the real estate industry.) This REALTOR died 15 years ago, and the property has sold twice since then. Now the property is up for sale again, and the REALTOR who listed the property works for me. Because we keep good records, the current listing agent must disclose the buried tank, even though it was never disclosed to the current owner.

Here's the thing with disclosures: If a disclosure dissuades a potential buyer from moving forward with the sale, it's better to know that up front. If the information is not disclosed and is discovered later, the seller will end up buying the house back or paying for remediation of whatever was not disclosed. It's better to have everything out in the open from the start.

If there's any question about whether to disclose something, the answer should always be yes. To be sure you can disclose all relevant details, I recommend keeping receipts, permits, and notes about any home repairs and upgrades.

And if you're a buyer, please read the disclosure information. Make sure you understand what's being disclosed. If something doesn't look right, question it. Although you can always take legal action after the close of escrow, that can be time-consuming and expensive. Life is too short to buy problems. Slow down and take the time to address potential issues before the transaction is complete.

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 Loose Caboose! If you'd like to read previous articles, visit 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 45 years. The opinions expressed here are his and do not necessarily represent his affiliated organizations.

KLLG 97.9 is Willits Hometown Radio

Here's a riddle: What's around you all the time, 24/7, but you never see it? Answer: If you live in the Willits area, it's KLLG Radio. Technically it's KLLG LP for "low-power" radio. It's our own local radio station. It's packed full of a very eclectic collection of music, talk shows, and all kinds of interesting stuff. It's yours for as simple as tuning your radio dial to 97.9 FM.



Bill Barksdale
Columnist

I suggested. "I like that," he said, and so began my latest hobby, being a radio show programmer and host.

I've been on a learning curve as I was taught how to engineer a radio show, something I'm still learning but getting better at. Liam and Jeff are my constant mentors. Music has always been an important part of my life, from boy soprano in church to playing the saxophone in school, to singing in musicals – and the shower. Now I can share that music in a different way. I once heard speaker Wayne Dyer say "Don't die with your music still inside you." That stuck with me. Now I have a way to at least try to let that music out in some way.

In preparing to write this column I spoke with three key people involved with KLLG. Executive Director of the station, Pat Collins, recently said to me "It's my way of staying in touch with the community. I have many beautiful letters from the Fire Department and the City of Willits for the emergency services we provide." Indeed, I recall a few years ago when wildfires were rapidly approaching Willits and no other radio station was reporting on what was happening. I tuned into 97.9 FM and there on KLLG was a woman informing our community what was happening and advising locals to be prepared to evacuate if the fires got closer, which fortunately didn't happen.

I spoke with the station's Engineer, Liam UiCearbhaill (pronounced O'Carroll), about his history with the station. He became involved in 2016. Lanny Cotler, the station's first General Manager that per pretty much everyone said was the driving force behind the station happening – had invited Liam to get involved. For years Liam was the computer "go-to" fix-it guy for many of us in the area. Liam began with an hour-long show of spoken word and music. He still does such a show called "It's What I Like," heard Tuesdays at 7 pm, Wednesdays at 10 am and Saturdays at 6 pm. In the Willits tradition he says: "It's what I feel like at the moment."

Liam recalled that during the Redwood Complex Fire storm in 2017, a series of 250 to 300 fires that covered much of Sonoma and Mendocino counties, radio reporting was concentrated almost exclusively on areas south of Willits, but KLLG gave up-to-the-minute emergency reports on what was happening locally in the Willits area. Pat said, that's when she realized how important KLLG is.

As both Liam and Pat Collins informed me, KLLG has an emergency generator that can keep the station on the air even if natural gas and electricity are cut off, thanks to a grant from The Community Foundation of Mendocino County. Our thanks once again to CFMC for always being there.

"We're here for fires, earthquakes, and any other emergency that affects our community," Pat reminded me. If you're not familiar with KLLG at 97.9 LP (low power) FM, I strongly urge you to at least locate it on your radio. It could be your lifeline in an emergency.

"Management style has changed over the years," Liam mentioned. Lanny Cotler, who was instrumental in starting the station, left about 2018. A successive executive director filled in for a while but then left and was succeeded by Pat Collins who still serves in that

capacity. "Things leveled out after Pat came along. She does a good job," Liam said. "We don't have drama now. We have a radio station," he added.

Pat, who chairs the station's meetings, humorously expressed "It was a lot like herding cats" when she first began to chair the meetings. "It's an incredibly wonderful group of people, but they needed to let each other talk. That's my skill." In addition to studying physics, she went back to school at age 63 and graduated with a degree in psychology from Sonoma State. "I'm an old learner" she laughed. Those skills helped to set operations on the right track.

Regarding the station Pat mentioned: "Our plan is to be on air the first 15 minutes of every hour in an emergency. It may be the only source of information you can get."

All three of the people I interviewed reminded me that, although KLLG operates on a very small budget it still has bills to pay like rent, electricity, royalties, keeping equipment operating including replacing worn-out parts.

Pat said: "Sometimes we don't have the money for a part but often someone may have the part we need and donates it. Liam is great at networking and finding what we need." But as she and Liam both reminded me, Liam won't be around forever and the station needs new people to get involved who have the technical skills to learn the technical engineering. If you think you might like to get involved go onto the station's website at KLLG.org and send in a message expressing your interest.

There's a whole potpourri of greatly varied programming on KLLG, what Liam called "an eclectic mega mix" of programming, expressing all points of view. There's just about every kind of music you can think of including jazz, reggae, blues, classical and more – plus talk shows expressing points of view from left to right. As long as you follow FCC guidelines, you're likely to hear it on the station.

Just a sampling of the programming includes: "Baby Talk" – women talking about birth experience. There are currently no new shows being produced but the information is still relevant and being broadcast Sundays at 11 am, and Thursdays 11 am. "BiPolar Express" – Willits Train Singer Greg Schindel's 1 hp studio show of music, guests and stories, Greg left about 250 shows by the time he passed away - Sundays 8 pm, Thursday 10 am, Saturday 10 pm. "Kosmic Blues" - Sunday 5 pm, Monday 5 pm, Wednesday 1 pm. "Nice And Easy" - (my show of smooth easy music) Monday 11 am, Wednesday 2 pm, Friday 7 pm. "Classical Music" – every day at 6 am.

"Genre Jazz" Monday – Thursday 6 pm. "News" - almost every day at 12 noon. "MendoMoney" - Sunday 9 am, Monday 6 pm, Wednesday 3 pm. "Sleep Shiptastic" Jeff Shipp's sounds to fall asleep by – every night at 3 am. "Radio Curious," interviews with Barry Vogel about all kinds of topics and people – Sunday 8:30 am, Friday 5:30 pm. "Gnostic Connection" with Damian Sebouhian exploring other dimensions – Monday 10 am, Saturday 11 am.

"Willits Community Theatre Variety" – Thursday 6 pm, Saturday 8 pm. "Children's Story Hour" – Saturday 4 pm. "River Running Rhythm" with Dan Roberts – Monday 7 pm. "Tubby Tunes" with Long John – Thursday 4 pm. "Blues Piano Orgy" – Tuesday 8 pm, Wednesday 4 pm, Thursday 7 am. "The Roots Hour" with Big Jim – Wednesday 8 pm.

There are many more music and spoken-word shows that run on the station 24/7, with new shows being added. Got an idea for a show? Contact the station, KLLG.org.

By the way, you can donate to KLLG in any amount that's comfortable for you, to keep it on the air. It's an important community resource for both entertainment and information. In emergencies it may be your only real-time source of important local information. Just go to KLLG.org and tap on the DONATE button. Or send a check to KLLG, 291 School St, room 10, Willits, CA 95490. You can also become an underwriter by emailing the station at Underwriting@KLLG.org. You or your organization will be mentioned at least three times per day, so email the station to talk about a plan that works for you. Pat mentioned that PayPal is an important way for people to donate to the station.

Virtually everyone at KLLG FM 97.9 is a volunteer so your money will help pay for important operations to keep the station on the air. It's Willits Hometown Radio. And, I repeat, it's important to remember that in an emergency it may be your only source of real time local information. "Thanks for listening!"

Bill Barksdale has served on the County of Mendocino Tax Assessment Appeals Board, the Board of Realtors, its Legal Affairs Committee and Multiple Listing Service, and a number of other boards and nonprofits. DRE# 01106662, 707-489-2232.



Above: KLLG Radio Engineer Liam UiCearbhaill. Photo by Bill Barksdale. Below: Bill Barksdale in the KLLG Radio studio. Photo by Veronica Hamelback



An individual, stand-alone and independent print piece

WILLITS WEEKLY IS PROUD TO CONTINUE THE

REAL ESTATE SECTION

IN LOCAL PRINT MEDIA

Runs Second Week Each Month

Relevant Local Editorial Content

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Available Buyer's & Seller's Agents

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\$75 on one-run basis

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Runs on the second Thursday of the month.

Create Your 'Go Bag'

Be proactive with a well-prepared emergency supply kit

Posted by CAL FIRE

Get your emergency supply kit ready well before any wildfire or disaster. CAL FIRE advises at its website, www.ready.gov. Make sure your "Go Bag" is accessible for quick evacuation and prepare for the possibility of being away from home for a while.

Your Go Bag should be easy to carry and to access. Use backpacks to store items like essentials and personal documents. For food and water, consider a wheeled tub or chest for easier transport. Keep your bag light enough for comfortable lifting into your vehicle.

Ensure your wildfire Go Bag includes:

- A 3-day supply of non-perishable food & 3 gallons of water per person
- A map with at least 2 evacuation routes
- Necessary prescriptions or medications
- A change of clothes & extra eyeglasses/

- contact lenses
- Extra car keys, credit cards, cash, or traveler's checks
- A first aid kit & sanitation supplies
- A flashlight & battery-powered radio with extra batteries
- Copies of important documents (birth certificates, passports, etc.)
- Pet food & water

Always have sturdy shoes and a flashlight near your bed, ready for sudden night evacuations.

If time allows, consider adding:

- Valuables that are easy to carry
- Family photos and irreplaceable items
- Personal computer data on hard drives and disks
- Chargers for cell phones and laptops

For more information on emergency supplies, visit www.ready.gov

Chana Eisenstein, DVM

Celina Borucki-Gibson, DVM "Dr. BG"

Jamie Conner, DVM

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EMERGENCY PREPAREDNESS CHECKLIST

TAKE STEPS NOW TO BE PREPARED. HERE ARE THINGS TO HAVE AND DO:

☐

Food and Water

☐

Extra Batteries

☐

Personal Protective Equipment (PPE)

☐

Hazard Awareness

☐

Cash

☐

Sign-Up for Local Emergency Alerts

☐

Fuel

☐

Have an Emergency/ Evacuation Plan Ready

☐

Charge Phones

☐

Battery-Operated Radio

☐

Have an Emergency / First Aid Kit

For more preparedness resources, visit the California Governor's Office of Emergency Services (Cal OES) website at www.caloes.ca.gov

Pg. RE2 Willits Weekly's Real Estate Section - Edition #104 - Publishes on the second Thursday of the month Willits Weekly | June 12, 2025 Willits Weekly | June 12, 2025 Willits Weekly's Real Estate Section - Edition #104 - Publishes on the second Thursday of the month Pg. RE3



COLUMN | Numbers by Nick

A better way to deal with money

Hello neighbors.... Every day I meet with clients and potential clients to discuss a mix of topics across their financial resources and life – taxes, family, savings/debt, wants/needs, investments, fears, insurance, one's partner – all the elements that are impacted by “money” decisions.

And every day, I'm told how they do not want to deal with these topics around “money.” It causes fear, procrastination, and avoidance ... and that can often lead to stress, bad decisions, costly mistakes, missed opportunities – it's a terrible cycle and an awful mindset.

Often after our meetings, my clients feel “better” – more informed, less fearful, and less stressed. I am energized by helping people understand and plan and be less avoiding of their finances. I greatly enjoy facilitating a healthier understanding and new direction with my clients.

THIS interaction, and relationship, is my calling – it is why I love my profession.

My clients are neighbors – real people with jobs, businesses, property to protect, health to monitor, family

members with unique needs, kids to care for, futures to visualize and secure.

I want everyone to have a healthy and positive relationship with their “money” ... and that means understanding where you are today and where you want to go – having a budget and a short- and long-term plan.

I want you to have all the pieces of your financial lives working together in the most efficient way. Taxes, investments, insurance, retirement, real estate need to be considered together. You may not have all of these, but it's so important to discuss and understand how they all work together – to protect you and yours, to be tax efficient, to secure your future, etc.

One does not need to be “wealthy” to work with a Financial Advisor or Tax Planner.

As we approach this year's halfway point, it is an excellent time to establish a relationship with a “money” person or schedule a meeting with your existing advisor.

As always - please reach out.

Nicholas Casagrande 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. Office is located at 675 South Main Street, call 855-240-6606 or 414-480-3669; Nicholas@ncfinancialgroup.com EA# 00105394 DRE# 01854336 CA Insurance License # 0H68496

Nicholas Casagrande
Columnist

98 HARMS LANE - \$349,900



Recently remodeled bungalow on the Westside of Willits offering a perfect blend of modern updates and classic charm. New wiring & electrical panel, new paint inside/out, 2 bedrooms plus an office/bonus room, brand new bathroom & kitchen, and hardwood living room floor. RV parking spot on a good-sized, corner lot.



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MendoHomes.com



34000 SHIMMINS RIDGE ROAD \$350,000



Quaint 2 bedroom 1 bathroom cottage nestled on 46 acres and only 10 minutes to Hwy 101. Off-grid country homestead offers all of the amenities for simple living. Detached studio provides an extra living space, room for guests or a shop. The main house is well built and perfect for a primary residence, or a rural weekend getaway. Complete solar system, abundant spring water, ample water storage and fire hoses with valves in place. Enjoy a dip in the pond on hot summer days or a soak in the wood fired hot tub on cool winter nights. The land offers beautiful views, garden beds, mature fruit trees and carved-in trails for your evening walks. Come experience the peace and solitude this property has to offer.

LISTED BY: ALICIA KEPPLER, REALTOR®

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760 +/- Acres, Mountain top views in Branscomb
many building sites, excellent water at Headwaters to
Cahto Creek; Forested property. **\$500,000**

**10 +/- ACRES
WITH A DARLING,
LITTLE COTTAGE
in COVELO \$275,000**



1 BD, 1 BA home features real wood floors, covered porch, metal roof, a stove, refrigerator, wood fireplace and electric wall heater. Excellent, well water, level land, and is fenced for livestock. Could be hayed for your animals. Beautiful valley setting with large oak trees.

Level Commercial Lot on Main Street - Hwy. 101

Great visibility for a business. It may be possible to have a residence as well as a business location. All utilities are available.
\$110,000



20+/- Acres With a Beautiful Custom Ranch Home

Spacious with 2,180 sq.ft. comfortable and lovely interior, 3 bedrooms and 3 tiled baths. Features a living room and family room. The kitchen counters are tiled, and there is a breakfast area. There are great views from the deck. The large barn has storage for equipment and hay. There are many amenities to see.

\$699,000



3.3+/- Level Acres

Great opportunity for a commercial business or investment property. There is a 1,700+/- sq. ft. office building with 4 separate offices and 2,646+/- storage attached. The metal shop is 4,608+/- sq. ft. with drive thru bays and roll up doors. Approximately 3 acres are paved. There is a new septic system and city water. Used previously for years as a truck shop business. Many more details call for information.

\$660,000

For information or an appointment to view please call:

Randy and Ruth Weston

707-459-4961 • 707-489-3333

CalBRE: 00990817

ruthweston@pacific.net

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2 bed, 1 bath home with attached single car garage plus a separate space for an art studio or room for guests. Large deck to relax and enjoy the outdoor spaces. 2nd lot also included. Close to desirable hiking trails for more outdoor enjoyment.
PRESENTED AT: \$275,000



Off-grid 83-acre retreat. Well-maintained 2BD/2BA modular home on a permanent foundation. Stunning views and total privacy. Wood stove, solar with a backup propane generator, private well, seasonal streams, large multi-use shed, and a sunny garden area.
PRESENTED AT: \$315,000

2 bed, 1 bath cottage on 46 acres. Detached studio provides an extra living space, room for guests or a shop. Complete solar system, abundant spring water, ample water storage and fire hoses with valves in place. Enjoy a dip in the pond or a soak in the wood fired hot tub.
PRESENTED AT: \$399,000



5-bed, 3-bath, 2,772 sq. ft. home on two lots. Living room and family room each features its own cozy fireplace. Formal dining room with a butler's pantry make hosting elegant dinners a breeze. 2-car garage, and an additional room ideal for a home office or gym.
PRESENTED AT: \$569,500

Custom-designed 3 bed, 2 bath home on 32 pristine acres. The kitchen boasts a spacious island and custom pine cabinetry. Outdoors, a gated entry leads to your country oasis, complete with fruit trees, grape-lined driveways, a new pad ready for a shop or second home.
IMPROVED PRICE: \$599,000



An artist's retreat just minutes from the heart of Willits! Stunning 3-bed, 2-bath, 2,216 sqft home on 1.665 acres behind a locked gate. Granite countertops in the kitchen, an office with built-in storage, and a primary suite with a library wall, walk-in closet, and private balcony.
PRESENTED AT: \$769,000



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