

# REAL ESTATE SECTION



Far left: Beverly Sanders stands with Eric Garbocci outside her realty company in Ukiah. Garbocci will be continuing Sanders' legacy. At left: The sign on the lawn welcomes clients to the Beverly Sanders office.

Photos by Danya Davis

## 'Big shoes to fill'

Eric Carbocci is buying Beverly Sanders Realty, but longtime owner will stay to help

Whether you're a longtime local resident or new to the area, chances are you've seen Beverly Sanders Realty Company signs in your neighborhood. Locally owned and operated, they have proudly served and supported the community for decades. Beverly Sanders and Eric Garbocci are delighted to announce that the realty company will be under new ownership as of October 1.

**Danya Davis**  
Features Writer  
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Sanders worked for John Maudlin Realty before starting her own brokerage. At one point, Beverly Sanders Realty Company had three offices: in Potter Valley, Willits and Ukiah. Sanders purchased the current office location approximately 25 years ago. She then restored the historic Carnegie building, which originally opened in 1914 as

a library. The statuesque landmark is an asset to the company.

When asked if she has a favorite aspect of real estate, Sanders said, "I love real estate, every action and every inch of it." Sanders has seen the real estate market change tremendously since obtaining her license and making her first sale (a furnished cabin on Lake Pillsbury Ranch that the customer paid for in all cash) nearly 44 years ago. The average home price in the mid- to late-1970s was close to \$8,000 to \$10,000.

In the past, the MLS listings were thick paper booklets, versus the convenient online listings and smartphone apps of today.

Read the rest of **Sanders Realty** | Over on Page 5

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At right: Beverly Sanders Realty, located at 320 South State Street in Ukiah, has been providing real estate services to the area for 25 years. Far right: A Beverly Sanders / Eric Carbocci sign on a home for sale on Holly Street in Willits.



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## Three tips for avoiding legal hassles in real estate transactions

Sometimes life goes in a direction you don't expect. With that in mind, I'm about to share some information about liquidated damages, specific performance, arbitration and mediation. Before you put the paper down from unbearable boredom, let me put this another way. Here's how to save yourself expensive court fees and legal hassles, and protect your investment.

Liquidated damages, as it pertains to real estate, works like this: If someone breaks a promise that results in your losing money, they owe you. More specifically, let's say the Smiths agree to buy your house. They put down a deposit and sign an agreement that includes a liquidated damages clause, so you take the house off the market and decline an offer from another potential buyer.

Then the Smiths back out, and the real estate market takes a hit. Your home is no longer worth what it was. Because of the liquidated damages clause in your contract, you get to keep the Smiths' deposit or 3 percent of the purchase price – whichever is less.

The flip side of the liquidated damages coin is called specific performance. It comes into play when money cannot fix a problem. The determining factor is whether, in equity and good conscience, the court should specifically enforce a contract because the legal remedy of monetary damages wouldn't adequately compensate the plaintiff for the loss.

For example, let's say the Smiths sign a contract to purchase that same home, but the sellers want to back out. The Smiths cannot simply go find another house because this one is directly next door to Mrs. Smith's ailing mother who needs constant care.

What's the takeaway? If you're a seller, consider a liquidated damages stipulation in your sales agreement: If the buyer backs out, at least you get to keep the deposit or up to 3 percent of the purchase price. If you're a buyer, the specific performance principle says there are circumstances under which a seller cannot back out of a transaction, but this is unrelated to liquidated damages.

If legal wrangling ensues, either about liquidated damages, specific performance, or any other legal issue, it may be worth considering arbitration or mediation. Arbitration and mediation are close cousins, and are both far better dispute-resolution alternatives than a court battle.

Arbitration occurs when two parties agree to settle a dispute with the help of an unbiased third party, an arbitrator. Both parties agree in advance to comply with the arbitrator's award. Rather than going to court, they participate in a hearing where both sides can present evidence and testimony. Even though the rules of evidence are not as strict as in a court case, the arbitrator's decision is usually final and courts rarely reexamine it. Arbitration is typically faster and cheaper than litigation.

Mediation is similar to arbitration, but is non-binding. In mediation, both parties agree to have an independent third party help settle a dispute; however, the mediator does not present a ruling or finding. Rather, he or she goes back and forth between the parties to share information and help everyone reach an agreement. The mediator impresses on both parties the benefits of compromise rather than the time, expense and risk of a court case.

Although most people go into a real estate transaction with good intentions, things happen. It's best to hope for



Richard Selzer  
Columnist

the best but plan for the worst.

If you have questions about real estate or property management, please contact me at [rselzer@selzerrealty.com](mailto:rselzer@selzerrealty.com) or visit [www.realtyworldselzer.com](http://www.realtyworldselzer.com). If I use your suggestion in a column, I'll send you a \$5 gift card to Roland's Bakery. If you'd like to read previous articles, visit my blog at [www.richardselzer.com](http://www.richardselzer.com).

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



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161 West Commercial Street built in 1915

The Craftsman Bungalow at 161 W. Commercial Street is an excellent example of the popular style in Willits after the railroad to Eureka was completed. Built entirely of redwood for the first owner, El Doris Eberhardt, for his family in 1915, it reflects the craftsman emphasis on quality workmanship and on the mixing of nature in the construction.

This house is a one and a half story Craftsman Bungalow. It has a high gable roof that is parallel to the street. In the middle of the roof and facing Commercial Street, is a shed-roof dormer window. The front entrance to the house is through an open recessed veranda.

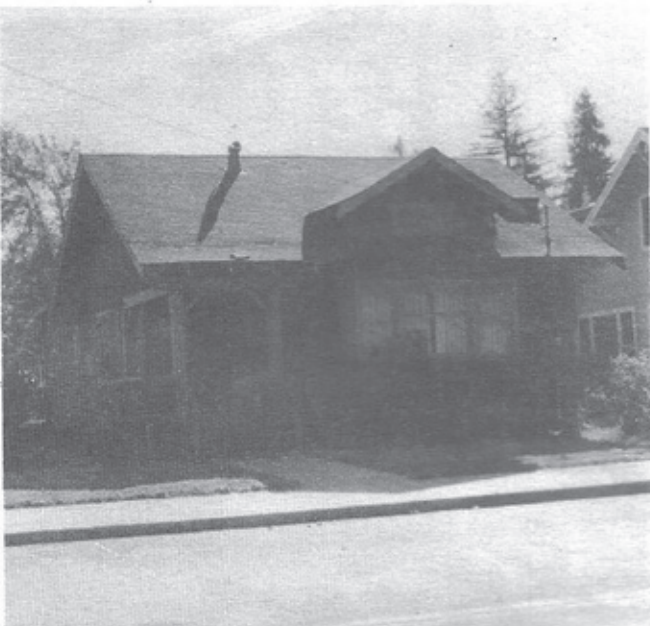
Reprinted with permission from the 1988 book "The Architectural Heritage of Willits," by Nelson A. Streib and Susan Pritchard, commissioned by the City of Willits.



## Now & Then

161 West Commercial Street

(Listed on the market by Tara Moratti of Coldwell Banker for \$435,000 and currently in escrow)



Current photos from MLS listing #21821540

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**Bill Barksdale**

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The rest of Sanders Realty | From Page 1

Sanders mentions that real estate processes have changed "200 percent" over the years. Computerized systems and the internet have made buying and selling real estate more accessible to both real estate agents and consumers. A tip from Sanders: "Be sure you're comfortable with your realtor."

Garbocci will be continuing the legacy of Beverly Sanders Realty Company. He's looking forward to new challenges while maintaining the successful business. Garbocci has been selling real estate for nearly 28 years, everything from apartment complexes to ranch acreage and everything in between. He worked for Beverly Sanders Realty Company for several years early on in his career and has been back with the company for the past four years.

Sanders joked with Garbocci for many years telling him: "You'll buy my business someday." That vision has now become reality. The business name will remain the same, and there are no plans to open additional offices at this time.

Garbocci plans to grow and improve the property management aspect of the business as well as upgrade the sales department, where they are always looking for new talent to join their team. He wants the community to know that Beverly Sanders Realty Company is "here to stay."

Sanders will stay on to help Garbocci as coordinator and will also be stepping back into sales. As Garbocci said about Sanders: "She's the hardest working woman in real estate.... I know I have big shoes to fill."

While Sanders' role is changing, she'll still be very much involved in the company. They both see this transition as an exciting new opportunity and look forward to continuing to serve the community.



Beverly Sanders stands with Eric Garbocci outside her realty company in Ukiah.

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COLUMN | Numbers by Nick

## Hello Fall...

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I've justified a purchase, or two, by whispering in my ear ... if I get this, I'll get miles ... and a free something. My math tells me, I'm clever – I buy what I covet and down the road I'll get a free airline ticket, hotel room or rental car....

I've done this a lot ... and I can't remember the last time I flew on a miles airline ticket or used my miles for a rental car. I find myself sitting on a lot of miles, some even expiring – this is a waste.

Each year, \$50 billion of loyalty points are distributed to reward card holders and members – 30 percent of those are never used.

If this is you, too ... here are some good options to put those miles/points to work, for good!

If you have an American Express card, go to their website and find the "Members Give" section (see link below). You can donate your points to a variety of non-profits via a "Charity Certificate" – 1 million nonprofits participate in this program. See the steps and search for your charity at [www.americanexpress.com/us/content/members-give.html](http://www.americanexpress.com/us/content/members-give.html)

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Citi cards has the ThankYou program <https://rewards.thankyou.com/b2r/ProductListing.htm?type=ACH&category=charitable-gifts>

Most airlines & hotels have programs where you can donate points to non-profits – you can help organizations transport people for medical reasons or disaster volunteer assignments, etc.

Check out these programs:

- American, Alaska, Delta, Frontier, Hawaiian, JetBlue, Southwest, United
- Choice Privileges, Hilton, Intercontinental, Marriott, Ritz Carlton, Starwood, Wyndham

Another approach is to use PointWorthy.com – a one-stop "shop" where you can donate most reward card and loyalty program points to a vast and diverse group of charities.

Keep in mind – you can get a tax write-off if you donate cash back bonuses ... you can't get a tax write-off for



Nicholas Casagrande  
Columnist

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@ceterafs.com](mailto:nicholas@ceterafs.com) (investments) for more information.



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# What is 'home'?

My cat Rudi jumped up on the bed next to me and nuzzled his head into the palm of my hand, gently waking me up. I rubbed his ears and scratched his back. He purred. Then he wanted to eat. I had one of those numinous moments, realizing that most people want what Rudi wants – love, food, a nice place to live and friends close.

There's a lot of research confirming that babies grow up healthier and happier when they are lovingly, gently touched and talked to. Their brains actually grow in a healthier way in these conditions.



**Bill Barksdale**  
Columnist, GRI Realtor®

Young people, even in the midst of sometimes challenging behavior changes, want acceptance, guidance, love and home.

As one grows older, the mutual support and caring of others helps people to live longer and get sick less. I was chatting with my mother yesterday and asked her how she and her husband are doing. "Oh fine," she said. "We're doing pretty well for a couple of old people." At 97 she still doesn't use a cane or walker to get around. She and her husband have managed to navigate the often turbulent ocean of aging with a kind of grace and humor, despite health issues.

Lately, I've been sitting in with a group of people who are creating what they are calling an "intentional community." That can mean different things to different people. This group is working closely with Diana Leafe Christian's wonderful book "Creating A Life Together – Ecovillages and Intentional Communities." This book has practical step-by-step advice from people who have actually done it successfully.

Each type of more affordable housing grows out of a shared desire, to live well. There's co-housing (getting increasingly popular all around the world), condominiums where you share the building and its upkeep but have your own apartment; and cluster housing (an idea I love), where you have your own smaller house on a smaller lot that is part of a larger plot of land, often with a common parking area and sometimes other shared facilities.

Each of these types of housing share some common features more or less. A major factor is mutual support, sharing the cost and often the work of maintaining the housing. Whether you rent or own, these are important responsibilities. But these new paradigms also take into consideration knowing your neighbors and figuring out ways to get along and work things out. Susan Pinker's book "The Village Effect" talks about how face-to-face contact helps us to live healthier and happier lives. Friendship is healthy!

As our modern lifestyle becomes more centered around computers and cell phones, we often lose genuine contact. We become more susceptible to media brainwashing. People lose important basic social skills like the enjoyment of interacting with other people. Add to that the fact that our democracy is being dismantled, and we are faced with a dilemma, or challenge depending on how you view it. We need to retake

our country from corporations, and at the same time, get more inventive about creating affordable housing, decent everyday living, and jobs paying a living wage.

Change is unavoidable, so choosing where you want to go is much healthier than just letting life happen. As humans we are goal-oriented, so identify inspiring goals. As always, it's your choice.

Marc Freedman, in his book "The Big Shift – Navigating the New Stage Beyond Midlife," posits that retirement for many may no longer be possible and we can count on working into our '70s, '80s and beyond. Perhaps a change in career can make life more satisfying for some. Recalling what really inspires you may be your guide to a new life.

Smaller homes on less land, sharing friendship, food, utilities, parking, transportation, leisure activities, learned life skills – even health care, child care and much, much more – can make life richer than we ever considered under the old paradigm of work-retire-grow old-and-die. By sharing resources we save money! Some jobs provided great retirement benefits, but for most people it's another story. Learning to live on less is a necessity, so making "home" affordable and happy is the only way forward to a good life.

It's becoming important for us to rediscover and pursue ways to pool limited resources as the cost of living rises and wages remain stagnant. One revolutionary idea: Don't buy what you don't need!

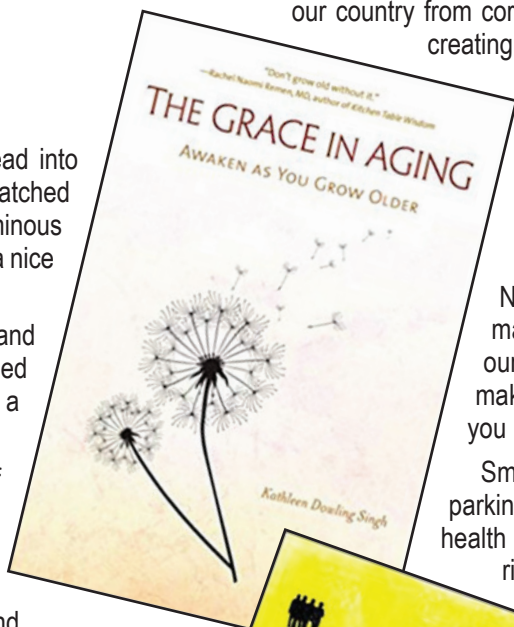
My friend Nan recently turned me on to a book "The Grace in Aging – Awaken as You Grow Older" by Kathleen Dowling Singh. She starts right out by saying it's healthy to admit that each of us will die – so let's get that out of the way and live till that happens. "Life is waiting for us," she exclaims!

When the internet and cell phones and Wi-Fi break down (they have and will again), will you have a supportive community surrounding you? A major cell phone provider recently slowed their service down to first-responder firefighters, in order to make a bigger profit because our federal government recently got rid of "net neutrality" (equal internet speed for everyone), as corporations demanded. People died in those fires. Don't count on often corrupt government officials and corporations to look out for you.

My advice, start creating functional, life-affirming community *now*. Talk with friends or start a discussion group to figure out how you can pool resources, make agreements, learn how to develop housing, and live better on less money. Don't trap yourself in "lonely" when we can create something better.

Willits is on the verge of a promising renewal. Let's show ourselves and others how a small town can lead the way by creating an affordable, wonderful place to call home.

Bill Barksdale was a 2016 inductee into the Realtor® Hall of Fame. He can be reached at Coldwell Banker Mendo Realty Inc. at 707-489-2232 or [bark@pacific.net](mailto:bark@pacific.net)



# REALTY WORLD®

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 Sal Madrigal  
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Presented by: Jake McFadden

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