

REAL ESTATE SECTION



Property Feature

95 West Valley Street, Willits

MLS: 321104589

Offered for sale at:

\$307,000

By: Roxanne Lemos-Neese
of Coldwell Banker Mendo Realty
Office Lic.: 02116789
707-459-5389 / 707-484-6489

This sweet, sunny, two-bedroom, one-bath, 1,138-square foot home. So charming, so vintage and located so close to everything. You will enjoy the location so much! Your shoes are made for walking - to dinner, movies, the Farmer's Market, the post office, and even the park! Kitchen includes a dishwasher and gas range, the layout includes a laundry room with gas and electric hookups, a breakfast area, arched pass throughs, built-ins, and lots of architectural details.

To advertise in this section, call April at:

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for ad info, pricing and sizes!



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Tara Moratti
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**Looking for a
Small Ranch Hidden
in the Valley?
\$599,000**

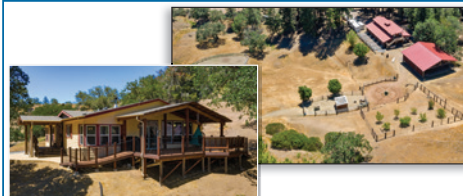
This home has spectacular views of the mountains to the east and a wraparound porch to sit and watch the fog roll in off the mountains to the west.

This custom built home, with character, was designed for expansion and with the simplicity of spending more time outside. The single story 2 bedroom, 2 bath home with a 2 car garage includes an antique claw foot tub and a wagon wheel that represents the heritage of one of first families that settled in the valley.

Just a mile from the new Willits hospital, you can enjoy the sounds of wildlife, the beautiful pond lilies in the spring, and pick blackberries in the summer. The property features a city water hook-up, well, septic and PG&E. Also included is a metal storage container, large metal carport, backhoe, stainless steel appliances, washer and dryer.

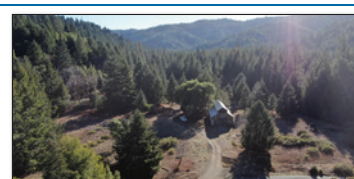


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40+/- Acre Ranch Located in a Desirable Community

The property was meticulously developed and maintained. The home has 1,920 sq. ft. 3 bedrooms and 2 baths. There are too many amenities to list. There is a sturdy 40'x60' barn with 6 stalls, a caretakers quarters, a 70'x100' arena and a covered 50' round pen. Around the subdivision, there are miles of riding trails and roads to explore. Abundance of wildlife, beautiful peaceful views, good well water and PG&E. This is a must see property. **\$850,000**



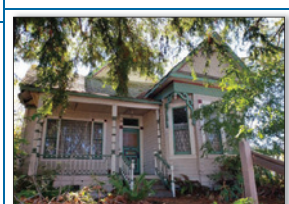
203+/- Acres Gorgeous Branscomb Property

166 +/- acres zoned TP. 37+/- acres zoned RR5. 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. Paved road access, power, phone, redwood timber & an active harvest plan. Old large, timbered barn with PG&E. **\$1,495,000**



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 rocked fireplace, office and many other features. Large barn, horse barn, shop, fenced pastures and well water. Borders Rocktree Creek. **Reduced to \$1,999,975**



Vintage Queen Anne Cottage

In need of restoration. This Victorian home was built around 1902. It is located in a convenient part of town. It will be a lovely showplace when it is brought back to its original condition. **\$269,000**

For information or an appointment to view please call:

Randy and Ruth Weston
707-459-4961 • 707-489-3333
CalBRE: 00990817
ruthweston@pacific.net
557 South Main Street • Willits

Below: For qualifying customers, a new super-efficient hot water heater costs zero dollars.

At bottom: Eileen Mitro has worked to reduce her carbon emissions for years, installing solar, driving an electric car, and buying electricity generated from 100 percent renewable energy.

At right: The toolkit offers free LED light bulbs, weather-stripping, and new showerheads, available for checkout from any Mendocino County library. David Harvey, Advanced Energy Center store manager, uses a magnet to verify the teapot has a magnetic bottom as he demos an induction stovetop. High school shop-class students take apart and construct this electric vehicle each year. Utility customers who join GridSavvy can get a free EV charger.



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How to cut carbon emissions at home Sonoma Clean Power can help

By Suzanne Pletcher, for SCP

If you are building a new home or purchasing new appliances for your existing home, you may qualify for significant local discounts and rebates. The deals are offered by Sonoma Clean Power, Mendocino County's default electricity provider, as part of its mission to help people cut their carbon footprint.

With a grant from the California Energy Commission, the utility built an Advanced Energy Center in downtown Santa Rosa that provides a showroom for energy-efficient products offered at unbeatable discounted prices. The utility then adds additional rebates to cut the cost of some products even more. For example, Sonoma Clean Power customers who are low income may qualify for a brand new hot water heater for zero dollars, and the cost of installation can be paid off over time on their monthly bill with zero-percent interest.

"Global climate change is so intense and on top of us already, and this is just the beginning," said Madge Strong, mayor of Willits who has served as an alternate member on the board of directors of Sonoma Clean Power. "If we don't cut our carbon emissions drastically – and quickly – we are in for more of this. There is no time to waste."

Perhaps most impactful, customers can pay an average \$13 monthly premium for Sonoma Clean Power's EverGreen service. EverGreen provides homes and businesses with electricity that is generated from 100 percent renewable geothermal and solar resources. "You really don't have to do anything because they provide your electricity without

using any fossil fuels. It's great," said Eileen Mitro, a Ukiah-area customer.

The utility offers many other options for action through the Advanced Energy Center. Opened in June, it's a 9,000-square-foot hub of energy-efficient home appliances, cooktops, backup batteries, heating and air-conditioning units, hot-water heaters, a meeting space and more. Anyone can visit the center Tuesday through Saturday, and tours can be booked online at <https://scpadvancedenergycenter.org/book-a-tour>.

"We wanted a place to educate customers about these products, help them find contractors who know how to properly install them, and ensure low-income customers of Sonoma Clean Power are able to afford these energy efficient appliances," said David Harvey, store manager.

In fact, Harvey said any Sonoma Clean Power utility customer with a good history of paying their bills can qualify for zero-percent financing on up to \$10,000 in purchases of energy-efficient products offered by the Advanced Energy Center.

When ready to purchase, anyone can browse and choose products on the Advanced Energy Center website, which lists discounts, rebates and installers.

A short list of our favorite offerings by Sonoma Clean Power:

1. Free do-it-yourself toolkit. Anyone can check out a toolkit from any Mendocino County library and install free LED light bulbs, weather-stripping, and showerheads. The kits come with a bi-lingual how-to

booklet and tools to help people reduce their energy and water use.

2. Heat recovery ventilation system. This ingenious machine brings outside air into a tightly-built home, filters it, and takes heat or cold from stale outgoing air so the heating and cooling system doesn't have to work hard to keep the inside temperature stable. Outfitted with a HEPA filter, it can purify smoky air for the whole house.

3. Induction stovetop. An induction stovetop is fire safe, can't burn fingers and hands, and eliminates indoor air pollution and excess heat from gas stoves. With induction, a magnetic field excites atoms directly in the cookware. A cook can quickly boil water or melt sugar at an ultra-low simmer. Sonoma Clean Power customers who purchase an induction stovetop through the center get a free set of quality cookware.

4. Commercial dishwasher. It uses only 15 quarts of water a day. The heat-recovery system takes heat from the previous load and uses it to heat water for the next load.

5. Whole house battery backup system. This supplies a house with electricity during peak demand when utility costs are highest and maintains a reserve for use during power outages. The battery can be controlled with an iPhone using Wi-Fi or cell service.

6. Heat pump water heater. Set like a bowlser hat atop the water heater, it pulls heat energy from the air to help heat water in the tank. Concurrently, it cools the garage it's in or can be vented to cool another space. It connects to the electric grid for remote control.

COLUMN | Journal

The art and joy of a community

Joe and I came upon a short documentary the other night on YouTube about a German man who became fascinated by the old rural architecture of Japanese country houses. After years of rescuing these architectural gems, largely abandoned by the booming Japanese culture as it "industrializes," he and his wife bought a small piece of land and its derelict old house in a remote village. He lovingly restored this historic house that was on the brink of being lost. It's now a remarkably beautiful home, a work of art, truly.

His passion for the art and craft of these old houses, some of them from the Edo period of Japan – a time of peace and art, has revived this village that was nearly abandoned. People, all Japanese except for this now elderly German couple, have come together as a mutually supportive, joyful small community to live in their mountainous village reviving derelict rice fields, creating beautiful gardens, raising food, enjoying each other's company, raising happy children where older people fill in as surrogate grandparents for the young children now being born to the young people who are choosing this simpler rural life to raise their families.

All of this made me think of our own town of Willits. I've loved Willits since we first moved here in the '80s. We too lived a rural life here in a remote cabin in the forest with kerosene lamps, an outhouse, no phone at first, just cold water and a garden where we followed the instructions of John Jeavons' book, "How to Grow More Vegetables." We revived an abandoned garden. That first crop of broccoli, Romaine lettuce, onions and garlic was so abundant that we literally hauled boxes of our abundant harvest to town and gave our produce away on the streets of town.

Now, years later, I've retired from a 30-year very active career and we live in town. We've restored or remodeled four houses, passing two of them along to others. I have a feeling of belonging in my adopted town after all these years. I had the city life of New York and San Francisco as a young man, but at this stage of my life, like the old German, I've come to treasure this small town with its slower pace and feeling of community.

COLUMN | How's the Market?

Making sure all offers are on the table

Every licensed real estate agent or broker in California must put their clients' needs before their own. They have what's called a fiduciary responsibility, which means they are legally required to do what is in the best interest of the client. If an agent or broker puts their own needs above their clients' needs, they can (and should) lose their license.

When a real estate agent represents a buyer, it is the agent's job to find appropriate properties for the buyer to see, and once the buyer decides to make an offer, the agent is responsible for



Richard Selzer
Columnist

negotiating a purchase agreement favorable to the buyer with regard to price, terms, any repair work, etc. When an agent represents a seller, it is the agent's job to attract qualified buyers and to assure that all offers are presented to the seller, and then to negotiate a purchase agreement favorable to the seller.

Just like in every industry, real estate has some unscrupulous characters. One way unethical agents try to game the system so they can make more money is to neglect certain offers that come in on a listing they hold, so they can get the commission that comes with representing both the sellers and the buyers in a single transaction.

Here's what happens. The unscrupulous agent (we'll call him the "shyster") has a listing and an ethical real estate agent has buyers who want to make an offer. The ethical agent calls the shyster and says, "Can we come over this afternoon to present an offer?" The shyster says, "Um,

Read the rest of
Offers | Over on Page RE4

We have our own appreciator of the old houses in Willits. Steve Marston has restored several beautiful old Craftsman houses on Commercial Street. One, in particular, was in danger of being torn down because it had been so neglected. Now, thanks to Steve, it has been restored to its original pristine beauty – an emblematic example of this beloved architectural style. Steve's affection for this style and his own craftsmanship has given our community the gift of new life for nearly lost homes that are gems of their kind.

We struggle with our own '60s vintage house, to discover what possibilities its uninteresting styling can reveal to us. A house transforms once it becomes a home. When it is loved as a place to nurture the ones who live there, is cared about – it begins to reveal hidden possibilities. Tom and Sara Mann have also restored a once-dilapidated Craftsman to its former beauty. I watched as Matt and Tara Moratti carefully renovated their simple cottage in town, lifting it from its deteriorating foundation in the mud and lovingly restoring it to a simple, yet elegant, home for their family.

The town of Willits is a kind of wonderful mix of different kinds of people. It extends far beyond the city limits and is the "town" for thousands of people in rural subdivisions, ranches and farms, individual homes in the unincorporated areas of Mendocino County that surround the town. This expanded population has given the town the resources and community to create one of the newest hospitals in the country, a beautiful fire station, a vibrant arts community.

Yes, our community still has work to do, like all towns, cities, villages. There are schools to improve. There's poverty, and substance abuse and mental health issues, people struggling to just live day to day. There's the unfolding effort to understand how to figure out the cannabis business – like it or not – that is a part of this community. Our lush forests once provided many jobs here, before giant corporations primarily from the South, invaded our region with a "cut-and-run" profit motive that has left hard feelings and lost jobs that still linger, still hurt.

These, and other issues, need solutions. I feel hope
Read the rest of
Community | Over on Page RE4

1816 Buckeye Road Willits \$299,900

Recently remodeled and vast improvements, this 1,144 sq. ft. home is nestled in Redwoods and mixed trees of Brooktrails and features 3 bedroom, 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 (vaulted ceilings), 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

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

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the seller is really busy today. Let's meet this Friday." By the time Friday rolls around, the shyster has pushed through an offer from clients he represents, so he calls the ethical agent and says, "Gee, I'm really sorry, but the house already sold."

A couple of years ago, I heard about just such a shyster right here in Mendocino County. This guy neglected to present a good offer from another agent, which is both unethical and illegal. Instead, the shyster presented an offer from buyers he represented, even though it wasn't as good as the offer from the other agent's buyers, because the shyster wanted commission from both sides of the sale. His offer fell through and the buyers represented by the ethical agent were able to buy the house.

Unless a seller specifically says, "I don't want to see any offers for less than \$500,000," (or whatever their threshold is) then the seller's agent must present all offers unless they are patently frivolous, like, "Hey, I'll give you five bucks for your million-dollar house." This is true even after an offer has been accepted and an active escrow is underway. Until the transaction closes and ownership changes hands, all offers must be presented.

You may notice that some real estate agents are also Realtors. This means they belong to a professional association that requires a higher standard of ethics. At Selzer Realty & Associates RE/MAX Gold, any time we receive a complaint, we investigate and would immediately dismiss anyone who did not adhere to the National Association of Realtors' code of ethics.

We live in a small town. Word gets around. I tell my Realtors that if they suspect foul play, they should call the sellers after an escrow closes and ask why the seller didn't accept their offer. If the seller says, "What offer?!" it is reportable to the Department of Real Estate. If you are a seller who discovers you did not have an opportunity to choose from all the offers on the table, visit www.dre.ca.gov and report the incident. Let's get the bad actors out of the business.

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.

as I see people stepping up to discover ways to solve our challenges. Big cities have their own concerns as they deal with their ever-expanding populations of more people occupying finite space and resources. Our own small town has limited resources such as infrastructure, sewer, water, money to pay for what's needed. And just as important, discovering what's not necessarily needed. As new technologies evolve that help us escape from the stranglehold of fossil fuels and that industry's often toxic cousin – plastic.

All of humanity has the huge concern of how to deal with things like over-population, the urgent problem of waste. We can't survive as a part of the ecosystem of this planet if we continue on the dead-end path of "the disposable society." We must prioritize clean air and water. We must take on authoritarian government that robs the financial resources of the many and deposits them into the bank accounts of the very few.

We are a county, and really a planet, at a point of needed global change. Oddly, the solutions are small, the behavior of each individual. The choices we each make combine to create big change. Don't buy the product packaged in plastic or take the plastic bag. Make your next vehicle more fuel efficient. Take a shorter shower. Support your local farmers. Be more generous to the local food bank. Recycle and reuse. Use wax paper. See real mental health as a priority. Pay attention to who you vote for – are they really looking out for you or just lying to you to get reelected? It's each decision you make that creates solutions.

Community, from the Latin word "communitas," meaning common. The responsibility, and the profound impact, of working together, making good choices, so we can all live better and sustain the very planet (i.e. environment) we depend on to have life itself. Community. The simple act of taking care of your home.

Bill Barksdale was a 2016 inductee into the Realtor® Hall of Fame. Although retired, he was an active agent in Mendocino County for 30 years. Read more of Bill's columns on his blog at bbarksdale.com.

Update your insurance policies, part 2

Oh, neighbors,

The fun doesn't stop ... Here is a follow-up to last month's column about keeping your insurance policies up to date.

Remember, you have these policies for peace of mind and to make sure you and yours will be made whole should something happen.

Last month I offered tips to make sure your car and homeowner's policies are current. Now let's turn to your health and life-insurance policies:

Health – Remember, California state law requires everyone to have health coverage. Open enrollment for Covered CA is now through the end of January. If you have a plan through your employer, you can keep your plan as is and do nothing, or you can tweak your existing plan.

- Even if you are feeling fine, be sure to schedule your annual preventive care visit with your doctor and get the routine tests, your flu shot, and other vaccines.

- Consider opening a health savings account. If you have a high-deductible health plan, this is a tax-advantaged savings account where you use pre-tax money to cover out-of-pocket expenses, including doctor visits and prescription drugs. For 2022, employees and employers can contribute a total of up to \$3,650 for individual coverage and up to \$7,300 for family coverage. Check to see if your employer matches what you contribute.

- If you had a new baby in the past year, make sure to add them to your plan!

- Remember, young adults can be on your plan until they turn 26.

- Have you gotten married (or divorced), changed jobs? Update your plan.

Life Insurance – For whom are you responsible? Who will be impacted by your death?

Life insurance is in place to make sure your loved ones are cared for

should something happen. Sometimes employers offer a base policy to which you can contribute.

The following events should trigger a call to your agent and an update to your life-insurance policy:

- Getting married (or divorced).
- Having a baby.
- Starting a new business or buying a house can result in more debt, so you want a policy that will provide sufficient coverage.
- Updating beneficiaries. These can change over time, so review!



Nicholas Casagrande
Columnist

Most important is really thinking about whether the policy provides enough cash flow to carry your family / beneficiaries and their needs (mortgage, school, medical, etc).

Your policy is only as good as you make it. It is essential to keep it up to date or you may end up with a policy that does not meet your needs. You're paying good money for peace of mind, make sure you won't have any issues or surprises should you need to use your policies.

I'm happy to answer questions or review what you have. Be safe out there.

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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This is a very quaint home nestled in the quiet end of the road on a wooded property, but close to neighbors and town. The property is approximately .88 of an acre and will make a lovely home with some upgrading and TLC. Presented at: \$425,000



3 bedroom 2 bath home with detached workshop, septic and well. The property is on a large 1/3 acre +/- lot. Located in the town of Potter Valley. Presented at: \$345,000



So charming, so vintage and located close to everything. You will enjoy the location so much! Dinner, movies, the Farmer's Market, and the post office, even the park! This is a sweet two bedroom, one bath home with downtown at your fingertips! Presented at \$307,000



Ranchette in the Willits Valley. Home was built in 2002 with an attached 2 car garage and covered porches. Located within minutes to town and the south highway entrance the property features a city water hook-up, well, septic, PG&E and a pond. Come and get it! Presented at \$599,000



Formerly used as a medical hospital complex the building is 30,566 square feet on 3.17 acres and Currently zoned PF (public facility). Easy access to and from Hwy 101 and Hwy 20. Presented at \$1,400,000



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