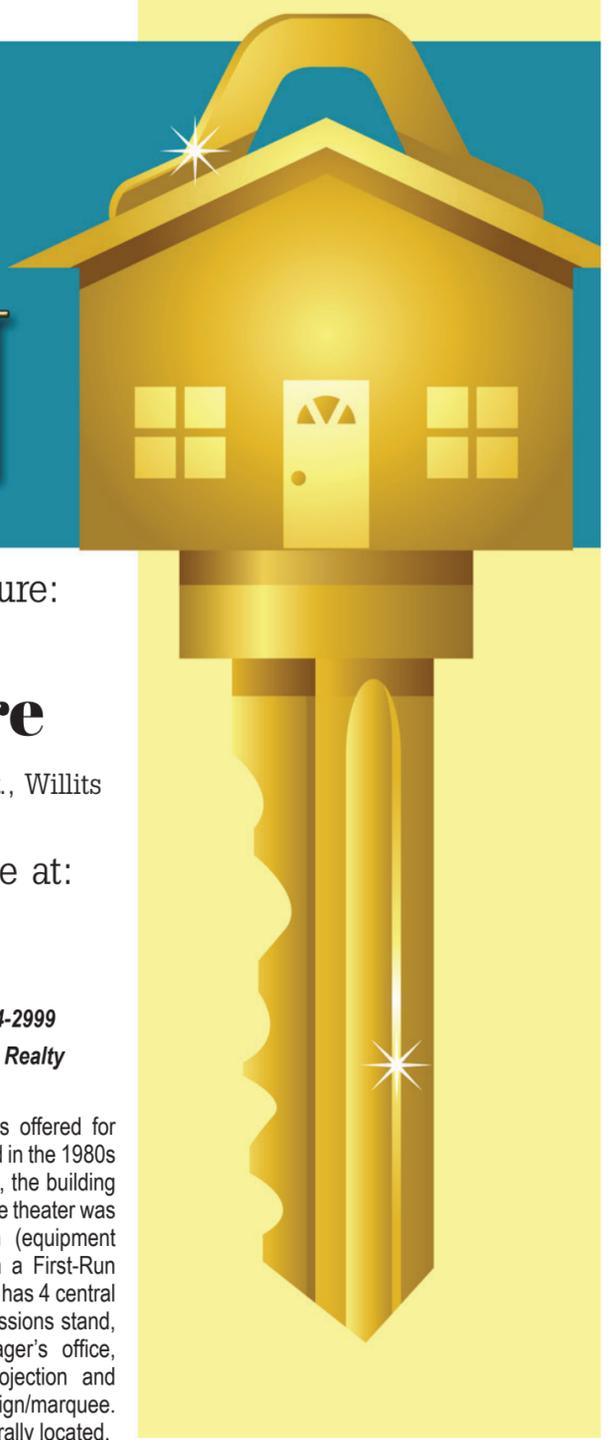


REAL ESTATE SECTION



Property Feature: **Noyo Theatre**

57 East Commerical St., Willits
MLS: 22028645

Offered for sale at:
\$600,000

Offered by:
Karena Jolley
(Lic: 01482063) 707-354-2999
Coldwell Banker Mendo Realty
(Lic: 02116789)

The Noyo Theatre building is offered for sale. Built in 1940 but remodeled in the 1980s and split into 3 screens in 1998, the building could serve a variety of uses. The theater was converted to digital projection (equipment sold separately) and has been a First-Run cinema. The 7,164 sq ft building has 4 central heating units, 3 theaters, concessions stand, lobby, ticket booth and manager's office, public bathrooms, upstairs projection and storage rooms, and the neon sign/marquee. Excellently maintained and centrally located.



Carry on One of Willits' Historic Businesses



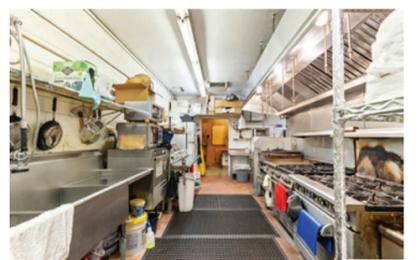
Property Feature: **Al's Redwood Room**

207 South Main Street, Willits
MLS: 22028926

Offered for sale at:
\$450,000

Offered by:
Travis Moretto
(Lic: 01918531) 707-354-4452
Luxe Places International Realty
(Lic: 01522223)

Here is the opportunity to own the business and real estate that has been a mainstay of this community for over 100 years. Al's Redwood Room is one of the To-Do items for visitors, locals and those just passing through. Buy the property, and the business is included in the list price. Right on the main strip with parking. Straight from the reviews, a customer says it best: Al's is a landmark on the Willits scene and has been for decades. A locals hangout and favorite watering hole for many. The drinks are strong and the prices fair. A good selection of options for libations with a full bar, along with bottle and tap choices. The bar can often be crowded on the weekends, with a wide range of ages from the 20 something, with a gray haired old timers elbow to elbow lining up for a drink (or more). Al's Redwood Room is a true NorCal landmark and a cool local watering hole, that's a good place to stop for a drink and get a feel for the local flavor and what's going on in this little town.



10 tips to prepare for a home appraisal

Whether the real estate market is booming or crawling, having a property appraised is a major hurdle for sellers, buyers and lenders. The appraisal is an objective, third-party report that reviews your property, the neighborhood, and comparable sales in the area to determine the value of your property.



Richard Selzer
Columnist

Before the appraiser schedules the inspection, I highly recommend that you, as the seller, get other inspections first so you have an opportunity to fix any little (or not-so-little) issues. Since you'll likely need to do the work anyway, you may as well get credit for it in the form of a higher appraisal.

Here are a few tips to help move the process along smoothly:

1. Compile a list of recent improvements. If possible, include copies of paid receipts for the work as well as pictures from before and after the renovations. If you had major work done, include a copy of the contractor's detailed bid and the city or county permits.
2. Make sure all areas of the property are accessible, including the attic, basement, crawl spaces, and all parts of the garage.
3. Make sure all utilities are on to alleviate any concerns about whether all appliances are functioning properly.
4. If the home is part of a homeowner's association, include a copy of the fees paid, as well as the contact information for the association president.
5. Make sure the house is clean and complete any touch-up painting before the appraiser arrives. Appraisers are required to photograph each room, and while it may not make a difference to them if the room is messy, others can be more critical.
6. Make sure the lawn is mowed, the hose is coiled, and the tricycle is not in the middle of the driveway. While appraisers are, theoretically, not influenced by such things, they are also

human beings and every little bit of neat and tidy helps.

7. Complete any unfinished projects before the appraiser's inspection.

8. If there is anything on or around the house that appears permanent, but is going with you when you leave, be sure this is noted in the purchase agreement and mention it to the appraiser, too.

9. Provide the appraiser with a copy of any easements, encroachments, or unusual covenants associated with the title.

10. If you know of any recent for-sale-by-owner sales that could provide the appraiser with additional information about the value for your home, ask the new owners if they are willing to share that information.

Basically, you want to prepare your house for the appraiser as you would for a potential buyer. Make the house and the surrounding property are as presentable as possible. Remove all the junk and a third of the furniture. In winter, be sure to turn on all the lights in your home, and it doesn't hurt to have the smell of recently baked cookies in the air.

Since buyers and appraisers are influenced by the neighborhood in valuing your property, if you have the intestinal fortitude, consider talking to your neighbors about removing the 12 inoperable vehicles in their driveway and on the street in front of their house. You might even offer to mow their lawn, especially if they agree to keep their 120-pound Rottweiler inside on the day of the inspection.

Your real estate agent or the buyer's real estate agent should be present when the appraiser comes. Be aware: since the buyer pays for the appraisal and it is for the lender, you, as the seller, do not have the right to know the final value without the buyer's permission. The only way you, as the seller, are privy to that information is if the buyer decides not to go through with the purchase of the property because of the appraisal.

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 40 years.

Pandemic changes California homebuying behavior, fuels market competition, C.A.R. survey finds

Submitted by the California Association of Realtors®

A renewed interest in homeownership during the COVID-19 pandemic has changed homebuyers' housing choices, widened the imbalance between housing supply and demand in California, and created a more competitive housing market than ever before, according to the California Association of Realtors® 2020 Annual Housing Market Survey, released December 7.



Homebuying behavior

The pandemic has changed consumers' housing preferences. With remote working becoming the norm, buyers' housing demand is slowly evolving. Since the coronavirus outbreak, more than two of five Realtors® (43.6 percent) saw a change in buyers' preferences in the property type they want to purchase.

Of those changes, 39 percent of Realtors® who responded said their buyers are opting for a bigger home; 35 percent said buyers are opting for a property with more rooms; 37 percent said buyers are less concerned about the commute time to work; 37 percent said buyers are opting to live in a suburb rather than a city; 26 percent said buyers are opting to live in rural areas rather than cities or suburbs.

More people are buying vacation or second homes this year as its share of total sales rose to the highest level in four years. The flexibility to work from home and the desire to move from metropolitan areas motivated homebuyers to relocate to resort communities in search of more space and a healthier lifestyle.

Reasons for buying

The top three reasons homebuyers purchased a home remain the same as last year. A quarter (25 percent) of buyers bought because they were tired of renting, and one of five (20 percent) bought because they desired a larger home. Another one-fifth (19 percent) bought because they desired a better location.

With the cost of borrowing at historic lows, buying a home makes more sense than renting for many first-time buyers. As such, more than half (54 percent) of all first-time buyers purchased a home because they were tired of renting. For repeat buyers, 25 percent said their primary reason for buying was a desire for a larger home, an increase from 21 percent last year.

Market competition

Homes for sale received more multiple offers, and the average number of offers reached their highest levels since 2013. Nearly two-thirds (59.2 percent) of homes sold in 2020 received multiple offers at an average of 4.8 offers per home. In 2019, less than half (47.7 percent) of homes sold received multiple offers with an average of 3.9 offers on each home.

Further illustrating the high level of competitiveness this year, **Read the rest of Changes Over on Page RE4**

California Housing Affordability Q3 2020

<h3>HAI</h3> <h2>28%</h2> <p>of California households could afford to purchase a median-priced home*</p>	<h3>Price</h3> <h2>\$693,680</h2> <p>median-priced home*</p> <p>QTQ: +13.6% YTY: +13.8%</p> <h3>Price YTY Growth</h3> <p>\$609,440 (Q3-2019) vs \$693,680 (Q3-2020)</p>	<h3>Income</h3> <h2>\$127,200</h2> <p>minimum income required to make monthly payments of \$3,180 @ 30-year fixed-rate mortgage of 3.15%.</p> <h3>Income YTY Growth</h3> <p>\$119,600 (Q3-2019) vs \$127,200 (Q3-2020)</p>
<h3>HAI YTY Growth</h3> <p>31% (Q3-2019) vs 28% (Q3-2020)</p> <p>*existing single-family detached home</p>		

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<p>Property features 2 homes—3376+/-sqft main house and a 2nd residence that is 660 sqft, 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 \$1,250,000</p>	<p>38.1+/- Acre property with 3 homes. The main house is a 2 bedroom 2 bath home built in 2004 w/ detached guest unit, barn/shop, and office/utility room. Rental units include a modified 2 bedroom 2 bath mobile home and a Cottage. Presented at \$675,000</p>
<p>3 bedroom 2 bath home with many custom upgrades. Custom cabinetry and tile floors. Newly remodeled master suite with a walk in shower, soaking tub and double sink vanity. The detached 1 car garage also includes a detached office with storage. Presented at \$445,000</p>	<p>3 bedroom 2 bath home on a corner lot in Brooktrails! Features an open concept kitchen and dining room area with large pantry, walk-in entry closet and wood stove as well as central heat and air. Perfect for entertaining! Presented at \$325,000</p>
<p>Downtown Willits storefront. Front office space, high ceilings with a full bath and kitchen. Large windows facing the street and plenty of downtown parking surrounds this property. Second unit in the back is currently rented as a Salon. Presented at \$250,000</p>	<p>Charming, move in ready 2 bedroom 1 bath home in Brooktrails. Sunny backyard with views of the surrounding mountains. Hardwood floors in the living room and a propane fireplace. Redwood trees line the driveway Presented at \$225,000</p>

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299 East Commercial Street
Willits, CA

1816 Buckeye Road
Willits
\$249,000

Nestled in Redwoods and mixed trees of Brooktrails sits this updated 1144 sq. ft. 3 bedrooms, 2 bathrooms home. Manufactured in 2003, the home features 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). 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.

Karena Jolley
License #01482063
707-354-2999

Kelsi Ryan
License #01932829
707-621-1818

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61.62+/- Acres Just North of Fort Bragg

Custom 3 Bedroom, 2.5 Bath Home in Brooktrails

Quality built home with 2,200 sq.ft. living area. Large brick fireplace, cedar paneling, vaulted ceilings, upstairs game room with a half bath. New roof, recent pest clearance. Close to town. **\$368,000**

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**

3.18+/- Acres Hopland Land Parcel

All level property zoned suburban residential. Close to town, electricity, water and sewer are available. Best use would be for animals, barn, outbuildings. Also there is a well. Please call for more information. **\$275,000**

20 +/- Acres Two Story Ranch Home, Laytonville

2,300 sq. living area, 4 beds 3 baths. There is city water, a 2 car garage and is located within walking distance to downtown Laytonville. The property is wooded with some open areas. There is city water. It is zoned UR20. **\$435,000**

For information or an appointment to view please call:
Randy and Ruth Weston
707-459-4961 • 707-489-3333
CalBRE: 00990817
ruthweston@pacfic.net
557 South Main Street • Willits

<p>Tara Moratti CalBRE #01420657 707-367-0389 livinmendo@gmail.com</p>	<p>Roxanne Lemos-Neese CalBRE #01722217 707-484-6489 roxanne@getmendohomes.com</p>	<p>Kelsi Ryan CalBRE #01932829 707-621-1818 mendorealestate@gmail.com</p>
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New Listing!
315 Boscabelle Ave.
Charming 3 bedroom 2 bath home with many custom upgrades you won't want to miss! This property features a gorgeous open kitchen with bar stool seating, custom cabinetry and tile floors. Newly remodeled master suite features a walk in shower, soaking tub and double sink vanity. Enjoy the spacious yard with a life size children's playhouse. The detached 1 car garage also includes a detached office and storage rooms.

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COLUMN | Numbers by Nick

Don't get scammed this holiday season

Neighbors: 'Tis the season – for scammers. So sad but so true. As we plunge into the holidays in the COVID-era, you may be doing more online shopping than you ever have. There are all sorts of discounts happening to entice you. If you find that hard-to-find-item at a too-good-to-be-true price, pay special attention that you have not been pulled to a fake but similar site.

- Be sure "https://" starts the web address. The "s" must be there, not just "http://"

- Be sure the web store name is spelled correctly in the URL address. Sometimes they change one letter of the store name in the URL address. "BestBuy" could become "BestRuy" – it's easy to gloss over.

- Shop with known, trusted sellers. Check unknown sellers at www.bbb.org.

- Read the customer reviews, check for a customer service number.

- Use your credit card, not your debit card nor a pre-paid money card. Credit cards have better fraud protections.

Beware of phishing scams. Phishing can be done by email, text, phone or a letter, offering a free gift, claiming a delivery problem, or perhaps your social security number has been compromised. All they need is some information from you to clear up things. DON'T provide any personal information to an entity you do not know.

A few scam categories to watch out for:

- Shipping notices should be embedded in your email, not as an attachment to an email. Don't open attachments, don't click on a link and enter your information. Look hard at the "from" email address.

- Fake charities. It's sad but scammers will take advantage of holiday giving. Be sure to support known charities or check unknown ones on www.charitynavigator.com.

- A great deal on XYZ hot product. "Just click and enter your info to get this deal, time is running out!" Often you will click to a fake landing page. Don't fall for it. Again, use known retailers!

Or avoid shopping online entirely. Shop local. Shopping locally supports your neighborhood.

Another great way to avoid scammers is to keep your home computer protected.

- Use antivirus software and keep it up to date. Viruses lurk everywhere – be protected.

- Keep your computer software up to date. Make sure your software firewall is turned ON – firewalls protect your data from the outside world. Windows and Mac have firewalls built in.

- Install anti-spyware software. It detects sites that track your keystrokes.

- Keep your browsers up to date by always installing the updates they send.

- Ignore spam.
- Turn off your computer when not in use.

And don't forget the old-fashioned phone-call scam. If callers ring you, it is imperative to have the caller verify the data, and do NOT provide the data to the crooks. Examples are:

- Sending someone to shut off your power unless you pay.

- Threatening levy or seizure of your property.

- Threatening jail.

Basically, don't believe anyone that says you "won" something, you qualify for something "free," or "you have an issue – just give us your personal info to clear it up." Please pay attention to ensure a happy holiday. Remain safe and stay well!

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.



Nicholas Casagrande
Columnist

a bigger share of properties was sold above their asking price in 2020. Over a third (35.5 percent) of homebuyers paid more than what home sellers asked for this year, compared to a quarter (26.7 percent) in 2019. In fact, this year's level is the highest in seven years and is 16 percent higher than the long-run average.

While all price segments were more competitive than the prior year, market competition varied between price segments. Mid-price range homes (\$500,000 to \$1 million) were the most sought after with 67.3 percent receiving multiple offers. They also received the most multiple offers (6 offers), were the most likely (37.3 percent) to receive an offer at or above the asking price, and sold the fastest (10 days).

Good time to sell

Home listings flew off the shelves at record pace in 2020, and more homes sold above asking price. Results from C.A.R.'s 2020 Annual Housing Market Survey suggest that home sellers typically pocketed a net gain of \$210,000 from their home sale – a 63.8 percent increase from the purchase price.

Not surprisingly, the gain was greater the longer they owned their home. Sellers who lived in their home for less than five years typically earned a 16.5 percent profit from their sale, while those who lived in their house five or more years typically earned a 100 percent profit.

C.A.R. has conducted its Annual Housing Market Survey since 1981. The survey was sent via email to a random sample of 60,124 Realtors® throughout California, asking them to provide information about their most recent sales transaction that closed escrow between April 2020 and August 2020. The survey instrument was a questionnaire with both multiple choice and open-ended questions. There were 3,103 valid survey responses, equivalent to a response rate of 5.2 percent. The margin of error for this survey was plus or minus 1.8 percent at a 95 percent confidence level.

Leading the way in California real estate for more than 110 years, the California Association of Realtors® (www.car.org) is one of the largest state trade organizations in the United States, with more than 200,000 members dedicated to the advancement of professionalism in real estate. C.A.R. is headquartered in Los Angeles.

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