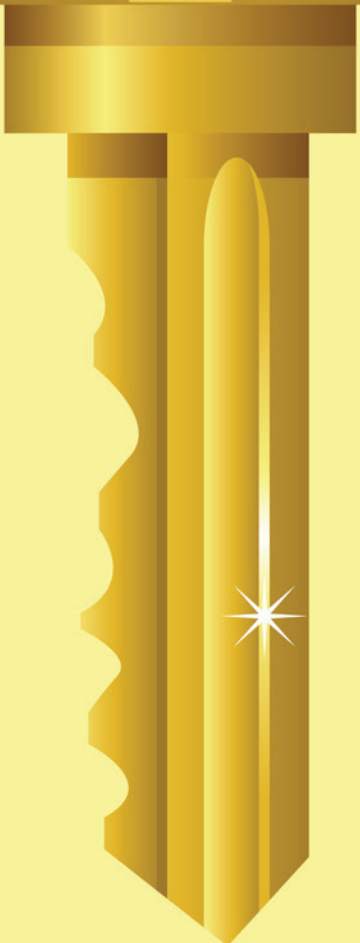


# REAL ESTATE SECTION



## Property Feature 35 East Commercial Street, Willits

MLS: 321100948

Offered for sale at: \$199,000

Amazing location for a downtown restaurant! Enjoy a commercial kitchen, exterior window for take-out and the possibility for sidewalk seating. Find yourself owning part of historic downtown Willits and start your food dreams here!

Listed by: Tanya Gilmore

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*The black-and-white page below is 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.*



35 East Commercial Street built in 1913

The small one-story rectangular building at 35 E. Commercial Street was originally designed to house the switchboard and office for the Pacific Telephone and Telegraph office. The little building is important, that not only for its unique architecture, reflecting the growing interest in the town of the Mission Revival Architecture, but also as it indicates the growth of the town. Its construction indicates that the popularity and demand for telephones had reached the community, and that the use of telephones was such that a separate building to house the switchboard and operators was needed.

It has a flat roof and a very low false front. The building is made of cement and features a large plate glass window beside the main front entrance. Above the window and door is an attached roof-like section that offers some shade to the front of the building. It is slanted, and has a boxed cornice with exposed rafters.

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COLUMN | How's the Market?

## Get the most out of your home office

When the pandemic hit, many people were forced to work from home. Now, a significant number of those people are choosing to work from home indefinitely, either full-time or part-time. If you are a self-employed homeowner and working from home, it's time to put your home to work for you. It's time to create a dedicated home office, so you can reap the tax benefits of working from home.

To write off the expenses associated with a home office, you must have a space that is used exclusively for work; it cannot be used for any other purpose. You cannot claim your dining room just because you usually work from the dining room table. You cannot claim your child's bedroom if your child continues to sleep there at night.

This is part of why we're seeing an uptick in the real estate market: people are looking for floor plans conducive to having dedicated home offices. Open-concept homes are wonderful for gatherings, but not so good if you need to prove to the IRS that you have a legitimate workspace.

Let's assume you've identified an appropriate home office space. Maybe you're an empty nester and your child no longer comes home for the summers, so his or her bedroom can be converted into an office, or maybe it's time to admit that your family will always eat all three meals in the breakfast nook or at the kitchen bar, so the dining room is up for grabs. Your first step is to measure the office space and then to choose one of the methods the IRS allows for determining the percentage of the house that represents.

Let's say you are converting your den into an office. The den is 250 square feet and your home is 2,000 square feet, so the den represents 12.5 percent. This is probably the easiest way to measure. You can write off 12.5 percent of certain expenses on your tax return.

But before we move on, if you're willing to put in a little more time on this, you can use a different calculation. The IRS allows you to subtract areas that would be unusable as office space, areas like hallways, stairs, closets and bathrooms. With this calculation, your denominator becomes 1,600 square feet and the den is actually 15.6 percent of the available space.

The final way the IRS allows you to calculate the percentage represented by your home office is to count the number of available rooms (not counting bathrooms) and divide the den (one room) by the number of rooms in the house. Let's say you have three bedrooms, a kitchen, dining room, living room and den. That's seven rooms, so the den is a seventh of the overall space, or 14.3 percent.

Depending on your home's configuration, you can determine which calculation is most advantageous. Once you've done so, it's time to calculate your allowable deductions so you can discuss them with your tax accountant. To be clear, I am not an accountant and am in no way giving tax advice here. I'm introducing you to a topic you may want to discuss with your accountant.

OK, here are some of the expenses the IRS allows you to write off because of a home office: mortgage interest, homeowners insurance, property tax, utilities, depreciation, and home repairs. If you bought a primary residence last year for \$500,000 and your home office is 15.6 percent of that house, here's how those deductions might pencil out. The expenses above total about \$40,000 per year, making your 15.6 percent write-off about \$6,200.

But the tax advantages don't stop there. If you have an office outside your home, the commuter miles back and forth to your office that are not typically tax-deductible become tax-deductible trips between your home office and remote office. If your annual miles between offices are about 1,500 and you multiply that by 57.5 cents per mile, you've got another \$2,750 in deductions. That's about \$9,000 in deductions.

If you have questions about real estate or property management, contact me at [rselzer@selzerrealty.com](mailto: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.*



Richard Selzer  
Columnist

COLUMN | Journal

## 'All That Jazz'

I've always been fascinated by what I call "life's journey." Much of my reading is biography and autobiography – the stories of people's lives. Each life is a journey, a classroom really. Each of us is growing, learning, changing. Each of us makes choices – whether we choose to be aware of it or not, as to how our life journey will unfold. Sometimes we may say to ourselves, "I had no choice. I had to ..." but in reality, we are always making choices – this direction or that, every moment of our lives.

One of the many things I love about Willits is the surprising number of interesting people I've known here. All kinds of stories, enough to fill a library. That's one of the reasons I'm so fond of making theater. Theater is really the ancient ritual of telling stories, passing from person to person what has been learned.

For example, here is a fascinating person I've met in Willits, although our paths literally crossed in New York City's East Village many years ago in our youths. I'm speaking of my friend, Linda Posner. But she wasn't called Linda Posner. She was the dancer, singer, actress Leland Palmer. I didn't know Linda then. I was a student at the Neighborhood Playhouse in midtown and Linda was starring in the off-Broadway hit musical, "Your Own Thing." If you've ever seen the Bob Fosse movie "All That Jazz," you've seen Leland Palmer. Linda was kind enough to sit down and talk with me about her life recently. Here's some of that story:

"I always loved animals as a kid," said Linda. "My life became about horses. I finally got my first horse when I was 13. I thought my career would be as a veterinarian. When I was in high school I took a class in modern dance. My father saw me do a high school performance and encouraged me. I began studying with Eugene Loring at American School of Dance on Hollywood Boulevard. I did a number of shows in L.A.

"My friend, Michelle, moved to New York City, I followed in 1963. I was 23. I rented an apartment and began taking three to four classes a day. I started studying acting with Gene Frankel and singing with Yul Brynner's sister, Vera Bryner. My first professional job was in the show 'Bajour.' The audition was interesting. In typical Broadway fashion, we began in a big crowd, then people would get eliminated as the audition progressed along. It got down to just two of us. The other girl got chosen. Three weeks later I got a call from director and choreographer Peter Gennaro, 'Could you do the show?'

"When I went to join Actor's Equity, the actor's union," Linda told, "there was already a Linda Palmer, so I had to choose a different name. My mother suggested 'Lee, but maybe they would think you were a boy.'"

Linda added "Lynn," that morphed into "Leland." Now she was Leland Palmer.

"Broadway choreographer and director Michael Bennett was in the chorus of 'Bajour,'" continued Linda. "Chita Rivera was the star. That's when I met both of them. The show ran for a while but not a huge hit. Michael Bennet got a job directing and choreographing 'West Side Story' in summer stock and asked me if I would play the character 'Anybody's.' After that Michael asked me to assist him. We would work out steps for auditions and I would help him cast shows.

"On Broadway I did 'Applause,' 'Hello Dolly,' 'Pippin' for which I got nominated for a Best Actress in a Musical Tony Award, among others. The first Tony Award I got nominated for was 'A Joyful Noise' starring John Raitt.



Bill Barksdale  
Columnist

"A big break for me," said Linda, "was the off-Broadway hit 'Your Own Thing' in 1973, which I also did in L.A. and London. A funny story about that: In L.A. I was in the dressing room after the show. We were taking off our makeup. The stage manager knocked on the door and said 'Leland, someone's here to see you.' 'Who,' I said. 'Rudolf Nureyev and Margot Fonteyn.' I began to laugh and said 'Like right!' thinking he was joking. I looked in my makeup mirror and there they were standing in the doorway!

"I worked with choreographer and director Bob Fosse on several shows. Whenever he did a show, his wife, Broadway legend Gwen Verdon was always there, so I had met her. When it came to casting the movie 'All That Jazz,' I had retired. The film's writer later told me Bob had me in mind for the Gwen Verdon role. Fosse's assistant called me several times to offer me the role. I turned it down, then Fosse called me himself. 'Just let me fly you to New York and meet with me. That's all I ask,' I said, 'Bob, I don't dance, I'm not singing. I'm not interested in performing anymore.'

"I wasn't in shape to take on a role like this," Linda told me. "Well, I did fly to New York and walked into his office wearing a long linen caftan and sandals and a flower-child hairdo. He said 'What happened to you! I know. You found God.' He was right. I wasn't wanting to be performing again, but I took the part. Let me say about Bob Fosse: He's a genius. Perhaps too sensitive. Bob was a very, very complicated person. 'All That Jazz' is the story of his life.

"I've had a great career and am still having a great life. I've had the privilege to work with some of the best actors, teachers, choreographers, directors, dancers. I was very fortunate. And now when people ask me 'What's been your favorite role?' I answer 'Being the mother to my daughter, Pearl.'"


*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 [www.bbarksdale.com](http://www.bbarksdale.com).*



Linda Posner, also known as Leland Palmer, who has appeared in many Broadway musicals throughout her career, has called Willits home for many years.

Photo by Bill Barksdale

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Craftsman homes trace their roots to the late 19th century. An architectural style inspired by the Arts and Crafts movement that flourished in Europe and North America for roughly 40 years between 1880 and 1920, the American Craftsman home has endured into the 21st century thanks to its beauty and the unique feel its homes inspire.

**Siding:** Craftsman homes are instantly recognizable from the street. Homeowners who want to maintain that authentic craftsman feel must carefully consider their choice of material when replacing the siding on their homes. The siding manufacturer Allura notes that fiber cement siding can be a great option for homeowners who want to replicate the original design of craftsman homes built with sported board-and-batten siding. Fiber cement siding gives the appearance of wood when installed and does not fade quickly or require significant maintenance.

**Real wood cabinets:** Cabinets are a popular avenue homeowners look to when they want to give their kitchens a new look without breaking the bank. When upgrading cabinets in a craftsman home, the home renovation experts at HGTV note that craftsman-style kitchen cabinets often feature straight lines and minimal ornamentation. Cabinets are typically made from heavy woods like quartersawn oak, hickory, cherry, or maple. HGTV notes that updating the cabinets in a craftsman home often requires custom cabinetmakers, so the project may be more expensive than it would be if replacing the cabinets in a different style of home.

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