

REAL ESTATE SECTION



WILLITS WEEKLY'S SELECTED
PROPERTY FEATURE

871 South Main Street, Willits

MLS: 324006070

Offered for sale at:
\$1,250,000

Incredible investment opportunity to own this popular downtown Willits shopping center which is literally right next door to Safeway! This property and the Willits Arch sign out front welcome residents and visitors alike to downtown.

Six retail spaces totaling approximately 9,470 square feet are included. Five spaces are leased to tenants benefiting from the traffic generated by a major grocery store, including Papa Murphy's, an insurance agency, salon, and more. One space is vacant allowing the potential to operate your business onsite while earning income or to place another tenant.

The Main Street corner block is anchored by the adjacent Safeway and its gas station. A huge almost 1.5 acre lot features an electric vehicle charging station and plenty of onsite parking for customers and employees. Great opportunity for investors or owner-users!

Property feature listed by:

Todd Schapmire
(DRE# 01414195)

Agent of:
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COLUMN | Numbers by Nick

Energy tax credits

Hi Neighbors,
It's tax season. Every day I strategize with clients as we review their year, organize their documents, and prepare to file their taxes. Energy tax credits keep coming up in these conversations, so I want to review what they are, how

• installation of renewable energy systems, e.g. solar
Electric vehicle energy credits are as they sound. Buy a new, qualified plug-in EV or fuel cell electric vehicle. It must be new, not a used car, and final production must be in North America.
How does an individual or business receive the credit? Via your tax return in the year the expenditure is made. These incentives are taken in the form of deductions, credits or exemptions, reducing the total amount owed to the IRS OR increasing the refund from the IRS should there be one. Be sure to keep a copy of your invoices and sales slips.

These incentives help offset the upfront costs associated with these investments, making them more financially viable for consumers and businesses. Please reach out if you would like to determine if some of your purchases qualify as deductions on your taxes. Thank you for being part of the adoption of cleaner, more sustainable energy practices benefiting the environment and the economy for the long term.

My best,
Nick

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.

to use them, etc.

What are energy tax credits? Federal and State government-sponsored incentives for individuals and businesses to invest in energy-efficient technologies and renewable energy sources, e.g. solar, wind and hydro energy being the most common.

Energy efficient home improvement credits that qualify as outlined by www.energy.gov are: solar panels, energy-efficient appliances, insulation upgrades, exterior doors, windows, natural gas, propane and oil water heaters, furnaces or hot water boilers, central a/c units, heat pumps, electric panels and related equipment.

Business energy credit categories are –
• alternative transportation, e.g. hybrid vehicles
• building upgrades and retrofits, e.g. insulation
• energy efficient appliances and equipment, e.g. HVAC system

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COLUMN | How's the Market?

Selling one home to buy another

I often share real estate information from the perspective of either the buyer or the seller, but what if you're both? Unless you're a first-time homebuyer, chances are you'll need to sell your current home to fund the purchase of your next one, and that complicates things.

My first piece of advice is to forget about trying to time the market. If it's a seller's market, you'll get a good price for your current home but pay more for your new one. If it's a buyer's market, the opposite is true. Basically, it all comes out in the wash, so if you want to sell your current house and move directly into your new one, don't base your decision on whether home prices are up or down.



Richard Selzer
Columnist

If you are in a position to sell your current house and wait before buying a replacement home (after a year abroad, for example), then you can be a little pickier about market conditions. That is, you can wait to see if a buyer's market develops. Here are some common scenarios you may face if you want to sell your current house and buy a new one.

Making an offer before selling your current house
If you find your dream home before you sell your current one, you'll need to figure out the finances. If the offer on your dream home must be contingent upon the sale of your current house, your offer will be less attractive, so you may need to up the ante (increase the price you're willing to pay).

If you have enough cash for the down payment and closing costs on the new home without selling your current one, you could put in an offer without contingencies – but if you do not have the income to support two homes, a lender won't approve your home loan.

If you plan to rent your current home to pay your mortgage on

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186 Easy St, Willits, CA 95490 \$839,000
Here is your chance to Live on Easy Street. Located in a quiet neighborhood in the upper west side of Willits, this +3,000 sq. ft. five bedroom two bath house has undergone over \$200,000 of updates and upgrades including flooring, plumbing, appliances, and insulation. From the family room window enjoy a striking view during the winter of snow-covered Impossible Rocks and Sanhedrin Mountain. A large all season deck invites you year round to relax and enjoy the private backyard's established trees and planting beds. Houses on Easy Street seldom become available. Walking distance to various coffee shops, restaurants, downtown shopping and movie theater.
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Karena Jolley License #01482063 707-354-2999
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COLUMN | Journal

A bit of local history

Bill Barksdale
Columnist

In addition to the world-class initial training I received from Coldwell Banker, Lee patiently guided me through the real on-the-ground, day-to-day realities of becoming a good agent.

"I'll always remember one of the first things Lee said to me: "Every single word in a contract is important. The best contracts can only be interpreted one way." Take for instance the huge legal difference between the words "may" and "shall." Legalese is a whole different language. "May" leaves the door wide open for "anything can happen." "Shall" says "this is what must happen," it's legally binding. When reviewing a contract, a misunderstanding or ambiguous word can make a huge difference. When there's a dispute between parties, you always go back to the contract to see what it says.

I was surprised to learn that Lee went to L.A. after graduating from high school to study commercial art! He designed logos for a decal company for a while but L.A. was not for him. "Horrible smog," he told me. "It was like a forest fire every day," so he came back north with the goal of studying TV set design, but ended up working for PG&E in the mapping department in San Raphael for a while.

He eventually returned to Willits. His friend, Mary Ann Remstead, told him, "You have to meet my roommate, Evelyn." That was 1956, and Lee and Evelyn have been together ever since, raising five children.

As someone who was born and raised in Willits, he's also kind of a walking encyclopedia of this town. The Persicos came to Willits in the early 1900s. Willits' most famous citizen, Edie Ceccarelli, was Lee's second cousin. Her mother was Lee's grandmother's sister. When Edie was only 108, in February 2016, Willits historians Kim Bancroft and Judi Berdis interviewed Lee and Edie and have generously allowed me to supplement my conversations with Lee, with their interview notes.

When asked where she lived as a child, Edie answered: "In town. We

Read the rest of History | Over on Page RE4

the new one, that can work, but be aware that if you want to rent your current home only until you can sell it, the lender will decrease the estimated rental value. Lenders know that it's much harder to find a renter willing to keep a house in tip-top shape all the time and then be happy about moving out as soon as the house is sold.

Selling your house before you find its replacement

If you plan to sell your house before you identify the one you want to move to, different challenges arise. The risk shifts from you to the prospective buyers. If you can only accept a purchase offer contingent upon finding another place to live, the prospective buyers may not want to stick around. At the very least, they will probably want to be compensated for their trouble in the form of a lower purchase price.

If you remove the contingency related to finding another home, you may get a higher price but end up spending the extra income by moving twice (once to a rental and once to the home you eventually purchase) and / or by paying to store all your belongings until you find your next home.

Ideally, you'll be able to find the house you want to buy and line up the timing of the escrows, so you can move from your current house to your new home without the expensive middle step of renting for a while.

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 https://selzerrealty.com and click on "How's the Market?"

Richard Selzer is a real estate broker who has been in the business for more than 45 years.

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129.8+/- Acres Outstanding Ranch Property
Move to the country and enjoy the ranch lifestyle on this lovely acreage. There is a gorgeous lodge style home with 3 bedrooms, 3 baths. It features a vaulted ceiling in the spacious living room, a large rock fireplace, an open floorplan into the kitchen and dining area. The master suite is on the main level with a large closet and an adjacent bath. Upstairs there are 2 bedrooms, a sitting area and storage closets. The barn is 4,000 sq. ft. of space for hay, equipment and 2 stalls for horses. There are 5 fenced pastures. There is so much to see here.
\$1,695,000

10.17+/- Acres Pine Mountain Property
Private setting with level building site, spring water, power on site, a couple of storage units. 15 minutes from town, nice neighborhood.
\$189,000

22+/- Level Park-Like Acres
This beautiful land borders the South Fork of the Eel River. There are many open meadows throughout for lovely easy building sites. There is paved road access and PG&E on the corner of the property. Primary tree types are redwood and fir, with some mixed madrone and oak. It is zoned 12 which allows for residential, commercial up to Industrial use, many possibilities. It is approximately 15 minutes west of Laytonville right off of Branscomb Road.
\$230,000

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 2,600 +/- 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.
\$695,000

Beautiful Level Lot in Town
Zoned commercial but could have a residence and a business with approval from the City of Willits. Convenient location, pretty spot.
\$79,500

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.
\$159,000

For information or an appointment to view please call:
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2-bed, 1.5-bath home, coupled with an attached 1-bed, 1-bath studio apartment. Recently touched by a fire, the main home has been stripped to the studs offering a unique opportunity for reinvention. Features large carport and a detached storage building.
PRESENTED AT: \$264,900
1,760 +/- sq. ft. commercial property on over a third of an acre. Vaulted cedar ceilings and skylights, beautiful brick fireplace and hearth. Functional kitchenette, storage, counter space and refrigerator. Includes two restrooms. Brooktrails Golf Course is only feet away!
PRESENTED AT: \$294,900
1-bed, 1-bath cottage sits on 0.09+/- acres. Attached garage, office/bonus room, and indoor laundry with washer, dryer, refrigerator, and kitchen stove included. Also offers a guest house for extended stays, RV parking, and a locking storage shed.
PRESENTED AT: \$386,000
Mendocino Railway passes the property on it's way to Northport. Main house is a 1 bed, 1 bath cabin with a wrap around covered porch and large front room. Includes a small detached studio, and a barn with a secondary studio. Property is offered and has solar in place.
PRESENTED AT: \$229,000
This 2 bedroom 1 bathroom home is move-in ready. Enjoy privacy in the backyard next to a flowing creek and adding your special touches to create your own oasis. A complete solar system is owned. Walking distance to shopping, restaurants and transportation.
PRESENTED AT: \$295,000
Well established business with great customer base. Five spray bays and one soft touch, drive-through automatic. Covered vacuum area with six vacuums, one upholstery and carpet cleaner, and nine air freshener/cleaning products vending machines.
PRESENTED AT: \$1270,000

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always had a cow for milk. We always liked to have a well so we could have our own water. Papa always saw to that. Oh my god! When I think of all of that. Seven children. I was the oldest." Note: Edie passed away on February 22 of this year at age 116, the oldest documented person in the U.S. and the second-oldest documented living person in the world, at that time!

On a personal note, Edie used to live around the corner from me. When she was 105, she was still living alone with daily visits from Evelyn Persico, and walking downtown and back almost every day. We used to chat while she was sweeping – with a broom – the leaves up from the graveled parking area next to her house. She was still going out dancing regularly with her friend, Ed Burton, at that time. Joe and I would often stop and chat with them as they sat in lawn chairs outside when we walked our three-legged McNab dog, Sophie. Ed loved Sophie.

Edie was born in Willits on February 5, 1908, one of seven children. "I got a job at Penny's when I was a senior in high school. I sang at the Colonial Theater (later renamed the Majestic Theater) where you go to see a movie. I sure did. They had an intermission ... I sang with the piano." They were showing silent movies in those days. "I did have a very pretty voice, yes I did! In the band (at the high school) I played the saxophone." Note: You can still see the word "Colonial" in the tile work to the entrance of the old theater building on Main Street; it's that brick building with the two arches across from J.D. Redhouse.

When Lee was only 3 years old he became a horse-trick rider. He was in the Guinness Book of Records as the World's Youngest Cowboy. He rode his mare, Buck. He rode at the World's Fair at Treasure Island in 1939. I think there's still a small mural of Lee and Buck on the side of Flying Dog Pizza, facing the parking lot.

"I toured with Buck, then later with a horse from Charlie Howard's ranch till about 1956," Lee said in that 2016 interview. Charlie Howard owned the famous race horse Seabiscuit. "I was put on Seabiscuit for a publicity shot when I was a kid," he said. "Clark Gable and Bing Crosby and those guys were all down at Ridgewood Ranch because Charlie Howard was a great friend of theirs. Of course, my dad and Charlie were great friends.

"In those days there were 13 saw mills in Willits. Sawdust was so thick you had to wipe it off your windows. They switched to teepee burners but they created so much pollution, the burners were shut down. That was in the 1940s. The Van Hotel was built back in the '40s. That was across the street from the beautiful Willits Hotel." That's now a vacant lot on Main Street at the corner of Commercial and Main streets.

In the '50s, when loggers would get laid off in the wintertime, "many windows were replaced on Monday

'cause everybody would get into fighting and throw them through the windows," Lee continued.

"Yde's bakery was in the parking lot next to Buster's," Lee told. "That bakery burned down. The Book Juggler was Wittiger's Drug store, then became the Rexall Drug Store," he said. "I've seen pictures of The Book Juggler before it had a "makeover" and the beautiful old tile work is still there, covered up. "J.D. Redhouse was originally Johnson's Mercantile. They sold everything.

"Peter's Chinese Restaurant was the old ice works and also bottled sodas. Ice was important because people still used ice boxes. Joe, the ice man, wore a leather apron and shoulder pad. He'd pick up blocks of ice with hooks and throw them over his shoulder to deliver.

"The old Ron's Old Beauty Shop on Wood Street was the city jail. Jake Thom was the police chief. He drove his own car. When I was about 3, Jake picked me up and locked me in the cell. I never forgot that slamming door. That's why I have such respect for the police to this day," said Lee.

Lee's grandparents came from Italy "probably 1905 or 1906," Lee said. "He had to send for my grandmother because she was still in Italy. One of my uncles was born coming over. My dad was born here, on the corner of East Oak and Central Street ... My grandfather – you know where Jeff's Gas is on Central Street – that was my grandfather's. In that big building in the back, I used to stomp wine grapes for him!

"He put up hay. He hauled freight out to Eden Valley in wagons 'cause there was a stage stop out there. I remember riding with him in a wagon when I was 3 and 4 years old ... In those days there were a lot of Portuguese, Finnish, and the Italians," Lee said. "They came to work in the woods ... They made shakes, piling and posts. That's where the railroad started – the Skunk. They had the ox teams that would take the logs down logging roads. Then they'd float them down the Noyo River. Then they brought the train in. That's how the Skunk Train got coming from Fort Bragg. Ultimately it was built to come to Willits ... that diesel smell stunk, so they called it the Skunk! I don't know

any of this as gospel. It's just part of the legends that I know.

"You know, in those days, we had the Native Americans, or Indians, who were my close friends. We had a few Chinese people here. We had all walks of life. We had what they called in those days the Okies, those poor people who moved from the Dust Bowl in Oklahoma, and they came out to work in the sawmills and what have you. We were just all friends.

"There's some great books out there. One that I enjoyed the most was 'Badges of Buckshot.' It goes back to the 1800s. It talks about all of the robberies and murders and horse rustlers and cattle rustlers in this area."

In the interview, Kim commented: "There was a time when the back-to-landers came to town, and they were seen as a bunch of hippies." Lee responded: "Yeah, they were that element that wanted to become a part of Willits. You can say we had the rednecks and the hippies and the cowboys ... I sold a lot of property to them and I had no problems. I believe you should be able to do what you want to do and leave me alone. Don't expect me to go the way you want me to go. I'll go my way. I think finally everybody decided we were going to get along."

In that February 2016 interview, Edie concluded: "A lot of people come to America from other countries, not only Italians, the Germans, French. They could come here and work, be honest. Nothing wrong with it! We're all people, making a life for ourselves."

There's so much I had to leave out. I recommend visiting the Mendocino County Museum on East Commercial Street, next to the Willits Library. They have books and rotating displays of local history. It's worth the visit. My thanks to Lee, Edie, Kim and Judi. We live in a wonderful place. As for me, I love it here.

Bill Barksdale was inducted into the 2016 Realtor® Hall of Fame, and served as Chair of the County of Mendocino Assessment Appeals Board settling property tax disputes between the County Assessor & citizens and businesses. DRE# 01106662, Coldwell Banker Mendo Realty Inc. Read more of Bill's columns on his blog at www.bbarksdale.com. 707-489-2232



Lee Persico reminisces about Willits history from the comfort of a Loose Caboose booth.



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