

REAL ESTATE SECTION



At left: Russ Rountree, left, one of the owners of Round Tree Glass, and employee Mike Whitaker measure, level and shim to make sure the window sits squarely. Below: Richard West views the progress on his new front window, a perimeter grid to match the look of his 1960s home, adding curb appeal.



A clear new view

Replacing your old windows will increase your home's comfort and decrease your energy bill

Spring is a great time to get projects done, and replacing old windows that leak cold air or let in summer's heat can quickly become a priority. Homeowners with older homes may have noticed that their single-paned or older double-paned windows create discomfort and add to fuel consumption and costs. Willits Weekly talked with Russ Rountree, one of the owners of Round Tree Glass, about windows, and also photographed two installations.

The first stop was the residence of Richard and Sheila West in Ukiah. The Wests, longtime Willits residents, recently bought and moved into a 1960s home in Ukiah. The aluminum-framed windows in the home were considered state-of-the-art at the time it was built. The Wests decided to replace the large, aluminum-framed picture window in their living room with a

vinyl-clad, energy-efficient one. The aluminum sweated during winter, the street noise bothered them, and they'd noticed how cold it was near the window, even though it was double-paned.

Russ Rountree explained the advantages of the vinyl window technology. "The vinyl-clad windows with low E glass are way more energy-efficient than the double-paned aluminum windows. E glass windows have a plastic coating that's on the inside of the outside pane of glass. The coating reflects the sun's heat in summer and lets the heat in during the winter months. It also acts as a thermal coating, which helps keep the heat out or in depending upon the season."

There's also very little thermal transfer with a vinyl-clad window, and the corners

Read the rest of
Windows

Over on Page 4

At right: Russ Rountree of Round Tree Glass removes the last old window. It takes teamwork to install any large window. Russ Rountree, outside, sets a screw while Matt Whitaker holds the frame up with a flat bar. Some of the tools of the window installation trade. Russ Rountree applies caulk all around the framed opening to ensure a water- and air-tight seal when the new window is installed.



Photos by Ree Slocum

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Coldwell Banker Mendo Realty
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Traci Pellar
to the team!

Traci Pellar
tpellar@gmail.com
Lic#: 02051679
Cell: 707-357-5693

Hello there! My name is Traci Pellar and I am a THIRD GENERATION REALTOR. I am a current resident of Mendocino County and have lived in these mountains for over 15 years. A few years ago, I started a non-profit called Mendocino Wildlife Association. What I have seen is that without healthy watersheds and a sustainable land management strategy, we could lose all that makes this area so special. We have some of the cleanest water in California, beautiful riparian zones thick with wildlife, and an abundance of plant life. I grew up in the hills of Napa Valley. I saw Napa transform from a sleepy country town to one of the biggest destination spots in California. I believe the same is about to happen here in Mendocino County. We are ripe with potential!

Buying property or building your dream home can be a profound life changing event. It is my pleasure to help guide you through this process. I am here to serve you and Mendocino County as a whole, creating a relationship that will last and be rewarding for all involved.

If you are interested in discussing with me your real estate needs, whether buying or selling, please feel free to contact me.
Thank you!



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COLUMN | Real Estate Beat

Affordable housing issues

Is housing a right or a privilege for those who can afford it? If you believe that having a place to live is a right, then we as a society have some serious work to do. We obviously cannot afford to leave it to politicians to act on their own, because they are not effectively addressing this issue. The "market," i.e. housing developers, is also not effectively dealing with the issue of affordable housing, for the most part.

At a time when our nation needs to effectively and quickly deal with the issue of affordable housing and infrastructure, we saw a faction of national legislators pass the biggest tax cut in history. A single family, the Walton family that owns Walmart, will reportedly receive an astonishing \$3 billion additional tax cut just this year alone. This single family's wealth is equal to the income of the bottom half of our nation's citizens! The tax cuts for ordinary income earners will end in about six years, while the permanent multi-trillion tax cut for our nation's wealthiest is permanent! I don't know about you, but I'm not OK with that, not one bit.

I got that out of my system, so I'll move on. Here are some ideas to help create some more housing that is affordable to at least more people, but not everyone.

Investment clubs. My father-in-law was a great believer and participant in investment clubs. He was a truck driver. He and his buddies pooled their money to buy investment properties. Along this line, there are people who may not have the means or need to buy a conventional single-family house, but they could pool some of their savings to develop and buy with others, a variety of housing: "e pluribus unum – out of many, one": motto of the U.S.

Cluster housing. This type of housing uses less land to create more housing. As the trend toward small houses grows, cluster housing can accommodate four or five houses on a lot that formerly accommodated only a single house. They share things in common such as a parking lot. The houses are often built around a common park-like front yard that all can use instead of wasting land on often unused big single yards. Cluster housing helps encourage community and connection with neighbors.

CoHousing. A single building or a series of buildings for larger developments, again sharing common parking and laundry and,



Bill Barksdale
Columnist, GRI Realtor®

often, a shared common room with a kitchen. You can have a kitchenette in your own space, but many residents choose to share meals. These are somewhat like condo buildings but with more shared facilities. There are a number of Senior CoHousing developments popping up all over the world. The units can be different sizes from a studio to a two- or three-bedroom. Residents find they share vacations, shopping trips, vehicles, even health care and support.

Mobile home parks. The problem with many mobile home parks is the land is owned by someone else, but there's nothing to keep residents from developing a park where they each own their own lot as well and their unit.

Of course, each of these types of innovative housing require good rules and regulations that every owner/resident/tenant agrees to so that there is a protocol to work out problems that may arise. These agreements have been successfully worked out already so there's no reason to "reinvent the wheel." Find out what has worked out in other cooperative ventures and copy the best of those agreements.

Mixed-use housing / commercial development. Downtowns can have housing upstairs and commercial businesses down at street level. This utilizes formerly unused "air space" upstairs and creates conveniently located housing for people right where it's most useful.

Managed care facilities. This is a bigger issue that requires more than a paragraph. Many of us will need more than independent living if we become disabled. Injury, aging concerns, dementia are all common, and we need to decide soon, now, how we will help each other through this challenging time in life. Managed care and assisted living is expensive so we need to creatively find solutions. It's that or die badly. That's the stark choice that is being made every day. Let's discuss this as a community so we can figure out the solutions.

Housing for the destitute and mentally ill is another serious issue that needs our creative solutions. Because each of us is afraid of this happening to us or someone we know, we avoid looking at it in a strong and effective way.

Do research. Find developers who are reliable and knowledgeable in creating such housing. Use the internet. Start a discussion group with others who are interested, then talk with developers who are interested, to learn the costs and design issues.

If we want affordable housing, we have to learn ways to pool our resources and smarts to create something new. You can't leave it to someone else. The "someone elses" are not doing what's needed. We need a government that is willing to deal with the social safety net, rather than preserving the wealth of the super-wealthy. If you are one of the people who is afraid of "e pluribus unum – out of many, one," then you are part of the problem.

This is not a call for the failed model of communism. It's a call for a new direction of learning to work together, to deal with our needs. Other countries and societies have begun to find workable solutions. Now we have to do that right here at home.

Bill Barksdale has been a real estate agent in Willits for over 25 years. He can be reached at Coldwell Banker Mendo Realty Inc.: 707-489-2232 or bark@pacific.net.



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

and our April Property Feature:
330 South Main Street, Willits

Price: \$389,000
MLS Number: 21802224

Multi-use building situated in the downtown area of Willits consisting of one bedroom, four half-baths, kitchen and large meeting room. Many possibilities are awaiting.

Offered for sale by Sharon Noah
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By 1905, the business community and political environment of Willits had developed to the point that a Masonic Lodge could be supported and, as such, is a sign of the rapid growth of the region following the arrival of the railroad. In January of 1905, the Willits Masonic Lodge was instituted. The Lodge first held its meetings in the I.O.O.F. Hall. By 1914, the lodge had acquired a site for their temple, but ultimately did not build on this lot in the original townsite of Willitsville. Instead, in 1924 the lodge had their temple built on a section of land fronting on Main Street in the Daugherty Addition. The building committee for the association, headed by C.A. Steele, chose a two story hall that would accommodate both the Masons and the recently formed De Malay chapter as well as the Eastern Star and Job's Daughters chapters. The original plans called for a ground floor consisting of a "reception room, men's lounge, ladies room, and billiard and card room, while the lodge room will occupy the entire second floor". The temple cost approximately \$25,000 to build and was considered by the *Willits News* to "mean considerable progress for our fair city". The importance of the building relates also to the social implications of the establishment of the Lodge. The members of a Masonic Lodge tend to be important business people, such as Lee Auten, who was involved in real estate, and L.J. Roach, another prominent businessman.

The Willits Masonic Temple is a massive, two story stucco building with a manard roof. The building is rectangular in plan. The front elevation is dramatically emphasized by a projecting entranceway with a gable roof. The entryway is flanked by radiating decorative treatment.

The Willits Masonic Temple is an especially fine example in civic architecture.



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Call your real estate agent to find out more!

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<p>38 Wood Street, Willits \$210,000 MLS# 21704413 (the old Ron's Beauty Shop) 648 square feet</p>	<p>234 South Main Street, Willits \$659,000 MLS# 21807228 (the current Chase Bank complex) 5,754 square feet</p>
<p>36 South Street, Willits \$245,000 Currently in escrow MLS# 21724132 (the old Selzer Realty) 1,460 square feet</p>	<p>90 Main Street, Willits \$695,000 MLS# 21424034 (the old Rexall Pharmacy) 6,600 square feet</p>
<p>25287 Sherwood Road, Willits \$249,000 MLS# 21724132 (the old Elevenzies Cafe) 864 square feet</p>	<p>Muir Mill Road, Willits \$1,200,000 MLS# 21802089 (the current Anything Diesel) 5,500 square feet</p>
<p>242 South Main Street, Willits \$295,000 MLS# 21808143 (the current Willits Flowers) 1,790 square feet</p>	<p>335 Main Street, Willits \$1,250,000 MLS# 21803061 (the current SHN) 8,874 square feet</p>
<p>708 Main Street, Willits \$299,000 MLS# 21710212 (the old Country Skillet) 3,026 square feet</p>	<p>1800 Hwy 20, Willits \$1,250,000 MLS# 21807464 (the old Cutter Lumber) 12,910 square feet</p>
<p>1155 Main Street, Willits \$389,500 MLS# 21724142 (office complex next to Super 8) 4,928 square feet</p>	<p>56 Madrone Street, Willits \$1,400,000 MLS# 21500053 (the office complex to the north of the old Howard Memorial Hospital) 13,052 square feet</p>
<p>1094 Locust Street, Willits \$475,000 MLS# 21718109 (old Sanhedrin Nursery) 2,036 square feet</p>	<p>300 Commercial Street, Willits \$5,750,000 MLS# 21725656 (the old Little Lake Industries complex) 91,900 square feet</p>

Info gathered from public MLS listings.



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COLUMN | Numbers by Nick

Ditch the receipt scramble

Greetings friends!

Is it receipt-o-rama in your house?

In the last weeks and months, many of my clients have let me know that although tax season is always “scary,” they really appreciate some of my tools and tips to help them organize their tax numbers and documents.

I want to share some of those tools and tips while this “wound” may be fresh. Now is a very good time to make that pledge to do regular receipt organizing and tracking ... then the final push to complete your taxes is not dominated by the receipt scramble.

If you are not tracking, you may be missing opportunities to write off very legitimate expenditures, thus reducing what you pay to the IRS ... the point!

And receipts (with notes) are audit protection.... Hopefully you'll never need to completely understand this!

In the case of an audit, the IRS can ask to go back six years, so it's best to avoid an



Nicholas Casagrande
Columnist

There is an art to keeping your receipts organized, and you must commit!

1. Jot down who, what and why on the receipt.

2. Have receipt envelopes in places that make sense for you, in your car, a purse, home office desk, at your office, etc. Drop the receipts into the labeled envelopes – broad labels are good: House, Business, Charity/Volunteer Time.

3. Monthly – get the receipts from various envelopes and put them in one place.

4. Ideally, at the end of every month, you'd put them in a spreadsheet by high-level group (Home, Business, etc.), by month and by tax category, e.g.: Postage, Meals/Entertainment, etc.

Read the rest of
Receipt

Over on Page 6

The rest of Windows From Page 1

Above: Round Tree Glass's Russ Rountree and his employee Mike Whitaker muscle a large, new vinyl-clad window into place.

are welded preventing water leakage. Another advantage is when you have windows that slide, the vinyl is flexible and will conform to the dips and peaks in the window's framing. This makes it easier to slide the window, which was very important for the Wests since their new window has two sliding side windows.

One of the charms of a Victorian home – the details in the woodworking inside and outside and the window trim on the outside – can be quite enchanting. Fortunately, modern window manufacturers understand that and created windows that easily fit in the framing without disturbing the exterior trim. It just took minutes for Rountree to extract the two small, wooden-cased windows from the old trim and framing. The outside trim wasn't affected at all, while the inside trim was carefully pried away from the casing.

Once the two windows were out, Rountree replaced them with two vinyl-clad windows with low E glass in a vinyl encasement. He applied caulk and easily slipped the encased windows into the empty space, leveling and tacking the casing in place. The new bottom window opened and closed easily. Immediately, the room was quieter and warmer. The interior trim was replaced, and Rountree was on to other windows. The homeowners were just left with the task of cleaning the windows and re-painting the interior trim.

Round Tree Glass is a family-owned business, owned by Tom Rountree and his sons, Matt and Russ Rountree. It's the local supplier and installer of everything glass. They have suppliers for custom-made windows and doors constructed of different materials, including vinyl, aluminum, wood/ fiberglass, and all wood. They also have suppliers for greenhouse windows, glass blocks, all types of doors, car windows, and custom-cut glass. Round Tree services Willits, Laytonville, Covelo, Redwood Valley, and Ukiah.

Round Tree is located at 24 Monroe Street in Willits. For a free estimate or questions, call 459-6163

Below, left: Round Tree Glass employee Mike Whitaker begins unstrapping the new vinyl-clad window. Below, right: The new windows are easily taken out for cleaning and repairs.

Photos by Ree Sloum

Photos by Maureen Moore

Early-blooming spring flowers

The arrival of spring is a welcome occurrence. Budding flowers are among the harbingers of spring. Spring flowers can revitalize winter-weary people just when they need it most, and provide reassurance that brighter, warmer and longer hours of sunlight are just around the corner.

Cold-tolerant flowers are hardy enough to start blooming before the last frosts have dissipated. Other flowers will begin to fill in as days warm a little bit more, according to Better Homes and Gardens. Home gardeners looking to warm up their gardens with early blooms can use these flowers in their early-season containers, window boxes and planting beds.

- Pansy: Pansies prefer cool weather, which can make them one of the best flowers to plant in early spring and late fall. Pansies come in a variety of colors, so there's bound to be an offering that will blend with any homeowner's landscape design.
- Creeping phlox: Also known as "moss phlox," creeping phlox is a short ground-cover that is a herbaceous perennial. Phlox produces small, fragrant flowers in dense clusters, which can attract wildlife, such as butterflies, to their mats across the soil surface.
- Snowdrops: Snowdrops can peek out even when there is snow still on the ground, sometimes as early as January and February. But their name is actually a reference to their appearance, as snowdrops have three white petals that hang down like drops dripping off the stem.
- Violets: These flowers are closely related to pansies and, as a result, prefer cool seasons. Violets are generally slightly smaller than pansy blooms, but they can be just as beautiful. But as with pansies, violets will start to fade when the heat arrives.
- Crocus: Crocus plants are relatively small, only reaching 3 to 6 inches in height. However, their grass-like leaves are some

of the first sprouts that can be seen among bulb and corm plantings. Preferring full to partial sun, these gold, purple, lavender, white, or yellow flowers can be enjoyed during the earliest days of spring.

- Daffodil: Daffodil bulbs produce cheerful, yellow flowers in early spring. They're one of the most recognizable flowers, thanks to their familiar shape and fragrant aroma. In addition to the traditional yellow trumpets, multi-blossom and double varieties can add visual interest to garden beds.
- Lenten rose: Hellebores, also called the Lenten rose or Christmas rose, can tolerate light frosts. These blooms get their name from the time of year when they bloom, which is typically around the Christian Lenten season. Despite their name, these delicate flowers are not actually related to roses, however.

Early-blooming flowers give winter-weary gardeners hope that spring has arrived.

Across the top, from left: An allium bulb is just about ready to show its purple blossoms. A double-petaled daffodil. Tulips are another wonderful addition and start to bloom as the daffodils die back. At left, above: These sweet mini daffodils have white petals and yellow trumpets. At left: Purple lilac is another fragrant option. Below: More fancy double-petaled daffodil varieties to choose from.

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Willits Weekly | April 12, 2018 Willits Weekly's Real Estate Section - Edition #21 - Publishes on the second Thursday of the month Pg. RE5

I love Google sheets as you can have multiple tabs and can share easily (with your accountant), they are stored in the cloud and they are easy to use.

5. Make notes in your Outlook or Google Calendar. Most of us keep a calendar of some sort, and this is a very easy way to track activity, receipts and to corroborate paper receipts.

Most credit card companies compile a year-end usage summary.

Saving paper is old school you think? Well, there are a number of digital tools to help, each with a unique approach that might be exactly what you want and need. Note: A digital file service may come in handy if your computer dies; you don't want to have all your "stuff" on that hard drive.

Shoeboxed.com – You can scan receipts via your phone's camera. Shoeboxed can tie into your Quicken, spreadsheets etc. For a fee they will help you track your online receipts as well as hard copies.

Lemon.com, Mint.com – two other online services that do a lot of the work for you.

Expensify.com – Helps you fill out those pesky expense reports, can tie into your bank and credit cards.

ReceiptsbyWave.com – helps you track and organize your receipts by categorizing them, allowing you to separate business expenses in the way that works best for you.

Neatreceipts.com – offers you a scanner, and you can scan them at home.

Go, start, begin! Let me know if I can help.

And one more thing (unrelated to receipt organization) I'd like to mention is a great organization (I'm involved with) United Policyholders: a non-profit that serves as a voice and information source for insured consumers. They offer many tips re: making sure you have the correct insurance plan(s), and should you need to make a claim ... that you are getting the right claim amounts, etc. Check them out at UPHelp.org, or stop by our Willits office, 675 South Main Street, and grab a brochure.

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.



COLUMN | How's the Market?

How to hire contractors, inspectors, and others

If you're buying or selling real estate, in addition to hiring a Realtor and a lender, you'll probably need help from a few other professionals. You may need an insurance agent, home inspector, pest and fungus inspector, several contractors, landscapers, appraisers, and others.

It's never a bad idea to ask your friends and neighbors who they recommend, but if you want someone who deals with these professionals every day, I'd ask your Realtor for a referral.

As with most things, you often get what you pay for. So, just like you wouldn't select a heart surgeon based on price alone, I don't recommend selecting any of these professionals solely on cost, either. That doesn't mean you should choose the most expensive bidder, of course; that's no guarantee of quality. The best idea is to match your objectives with the service professional's experience and expertise.

Insurance agent

Let's start with an insurance agent. What should you base your decision on? Well, in a town the size of Willits, reputation is usually a good place to start. The reputation of the agent and the insurance company are both important.

You'll want to be sure that the agent is licensed, responsive, and can offer the types of insurance you need (e.g., liability, flood, earthquake, etc.). Depending on the type of property, finding a company that offers all the insurance you need may be more difficult than you think.

You'll also want someone with the knowledge and inclination to help you qualify for lower premiums, recommending things like getting rid of that trampoline or pit bull in the backyard. Either one could get your policy cancelled or increase your rates.



Richard Selzer
Columnist

Home inspector

Many home inspectors are members of the American Society of Home Inspectors (ASHI), so that's a good place to start. Many inspectors are also contractors. They are not required to be, but it certainly provides additional depth to their knowledge.

To judge a home inspector's work, ask to see one of their reports. Is the report easy to understand? If so, the next step would be to make sure the home inspector has appropriate insurance: liability, errors and omissions (think of it as malpractice insurance), and worker's compensation if they have employees.

Ask about availability during and after the inspection. Is the inspector willing to take time to review the report with you?

Pest and fungus inspector

Many of the criteria for home inspectors also go for pest and fungus inspectors. Are their reports clear, thorough, and easy to understand? Do they have appropriate insurance? Are they licensed? Like insurance agents, pest and fungus inspectors must be licensed.

Surveyor

Most folks in town don't need a surveyor, unless there's a boundary line dispute. Surveyors usually work with commercial or rural agricultural properties. If you do need one, make sure the surveyor is licensed and check his or her reputation, reports, and insurance. You can check licenses here: www.bpelsg.ca.gov/consumers/lic_lookup.shtml.

Architect

As the name implies, architecture is often an intersection of art and science. If you need an architect (building, renovating, adding on), it's good to find a local one who is familiar with local ordinances and building codes.

You'll want someone who understands structural engineering and can explain it to a person without an engineering degree.

And, while this may seem obvious, it's really important that your architect listen to you. Communication has to go both ways, and you'll want an architect who can translate your wishes into a safe, functional, beautiful structure.

If you have questions about real estate or property management, please contact me at rselzer@selzerrealty.com or visit 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.

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

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A short distance from Hwy 101, this 34 +/- acres has its own private driveway, 4-wheel drive accessible, small camping cabin, water storage tank and electrical is at the road. Wooded and private! **\$220,000**

This beautiful craftsman style inspired home 3 bedroom, 3 bath, sits on the end of a cule-de-sac is move in ready with lots of special touches. This is a must see property, won't last long at this price! **\$319,500**

Commercial building on a busy county road in Brooktrails. It is currently a cafe, but could be the future home of many types of businesses. **\$249,000**

This property offers great views and total privacy. Small pond. Many fir oak and madrone trees. This is one of a kind property. **\$579,900**

Beautiful 4 bedroom home on sunny cul-de-sac just minutes from downtown Willits. With a secluded backyard and spacious deck for entertaining. **\$450,000 Reduced Price**

This 20 acre property with cabin is waiting to be a home. Partially finished cabin. Well maintained gravel road to cabin. 2500 gallon holding tank. Generators. Beautiful views. **\$285,000**

Lee Persico
CalBRE #00446837
707-459-5389
cbrwillits@pacific.net

Roxanne Lemos-Neese
CalBRE #01712217
707-484-6489
roxanne@getmendohomes.com

Bill Barksdale
CalBRE #01106662
707-489-2232
bark@pacific.net

Tara Moratti
CalBRE #01420657
707-367-0389
tara.moratti@coldwellbanker.com

Patsy Broeske
CalBRE #01949646
707-841-8053
patsy.broeske@coldwellbanker.com

Randa Craighead
CalBRE #01971901
707-841-7778
mrcraighead@comcast.net

Karena Jolley
CalBRE #01482063
707-354-2999
karena.jolley@gmail.com

Nicole Flamer
CalBRE #01932844
707-354-2301
nf@coldwellbanker.com

Traci Pellar
CalBRE #02051679
707-357-5693
tpellar@gmail.com

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WESTWOOD REAL ESTATE

Kent Westwood, Broker

CalBRE #01293875

(707) 984-7078

Joe Morf, Agent

CalBRE #02005443

(707) 496-1144

“Zillow Premier Agents”

Redwood Meadows is an active independent senior community featuring 101 apartment homes, primarily a mix of one and two bedroom apartments which are single story 4-plex cottage-type set amongst seven acres of park like landscaping.

We are a smoke-free and pet friendly community. We boast a community center where activities are held like card games, Bingo, birthdays and socials. We also have a barbecue area for residents to get together for social functions.

Redwood Meadows is conveniently located adjacent to the William F. Harrah Senior Center with a thrift store, cafeteria and taxi service, and Howard Memorial Hospital is just blocks away.

REDWOOD MEADOWS

Senior Apartment Community

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707-459-1616
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