

Willits Weekly | Edition 70 | June 9, 2022

# REAL ESTATE SECTION



## Property Feature

## 27009 Hawk Court, Brooktrails

Beautiful custom built home in Brooktrails. This gorgeous 4-bedroom, 3-bathroom, 2,200-square-foot home features a custom kitchen with Silestone counter tops, island, breakfast nook and tile floors. It also features a vaulted ceiling in the large master suite with a jetted tub and separate shower in the master bath. A free-standing wood stove, central heat and air keep you comfortable. Enjoy forest views from the second floor decking, relax on the expansive back deck, or soak away your cares in the custom hot tub. Large sunny yard for entertaining or to satisfy your green thumb, throw in a two-car garage and RV parking and you have a picture perfect home.

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COLUMN | How's the Market?

## How to lose a bidding war

Lately, buyers have had to outbid competitors to purchase their dream homes. Before you find yourself in a financial hole, be aware that there are several ways to lose a bidding war. Here are a few things to consider before you inadvertently make a decision that could mean financial ruin.

### Spending every penny

If you're in the market for a new home, consider how much you can afford and be aware that buying a new home includes costs in addition to the sale price. You don't want to put in the highest bid, only to end up without enough money to cover the inevitable expenses that come with home ownership.

Additional costs include everything from the fees associated with closing escrow to moving costs, utility hookup deposits, and maybe some minor repairs. Ideally, it's nice to have enough cash to cover a couple of months' worth of mortgage payments, too.

### Bidding with contingencies

Since most people need a home loan to buy a house, you'll likely need a financing contingency when you submit an offer to buy a home. While I recommend leaving this contingency in place, I also suggest you get pre-approved for a loan – not just prequalified – so the seller knows you're a safe bet.

To assure a smooth transaction, secure your down payment early. Here's why: 1. You don't want to scramble around at the last minute to collect the money, because it may not be available. 2. Sellers are more likely to accept offers from buyers

who can prove they have the money. 3. Lenders require proof of funds, and they sometimes ask how long you've held those funds, so a recent gift from Great Aunt Mathilda may not fly. Recent deposits make lenders nervous because they assume you've borrowed the cash.



Richard Selzer  
Columnist

To make your offer more attractive, it's best to remove any contingencies you can without damaging your position. The more contingencies you include, the less desirable your offer is to the seller. It's a poor idea to include unnecessary contingencies in any market, but in a market as competitive as this one, it is an especially bad call.

### Bidding without contingencies

Of course, some contingencies are necessary. The last thing you want to do is make an offer without protecting yourself from unknowns. I recommend including contingencies based on the results from standard inspections, such as pest and fungus, septic, roof, well, and others. Also, if you need the proceeds from the sale of your current house to fund your new purchase, be sure to include a contingency about selling your current house.

If you list no contingencies and then something unexpected prevents you from completing the purchase, you'll most likely lose your deposit and ruin your reputation as a reliable buyer. As long as there is a liquidated damages clause in your offer that limits your liability, that's probably the worst of it. So, if you don't

COLUMN | Journal

## Why here? Why now?

Sitting here in my comfortable chair on a chilly spring morning as I do virtually every morning, I miss the warming wintertime fire in the fireplace. This day will soon be warm, so there's no reason to heat the morning up, only to be too warm in a couple of hours. Our house stays cool on hot days if the windows and doors are open to the nighttime's coolness. Still, there are few things more comforting than a warm hearth on a chilly day. I'll have to wait months for that pleasure again. Something to look forward to – the simple pleasures of life.

As I was sitting here writing, which is my habit every morning, I saw a brilliant yellow butterfly skipping from flower to flower outside. It amazes me that these seemingly fragile creatures fly thousands of miles each year to breed in one place, then fly to Willits or some other far off land for the summer. Remarkable.

During my decades as a real estate agent I've often asked clients how they ended up in Willits. Sometimes it's to be near family. Sometimes to follow a dream to live in the country. But why here? I was often surprised when people told me that they had no idea how they ended up moving here. They just did. That was the case with my spouse and me.

We knew nothing about Willits when we followed some kind of feral call, the residue of a dream to live in "the country." Why Willits? We read a clever ad in the San Francisco Chronicle classifieds. There was no internet to peruse in those days. We were looking for a house to buy in SF, when one could buy a great house for less than \$200,000. Then one day, on a whim, we decided to look in the paper, and within three weeks bought a piece of land in the legendary redwoods with nothing but an unfinished cabin, no

electricity, no phone, not even windows – a different world, only once upon a time, fanaticized about.

During the '70s many people moved to Mendocino County from places like LA, SF, even other states and occasionally Europe. It wasn't the draw of family, but often friends. Sometimes just an almost-mystical attraction. For those who were born and raised here, us "newbies" were often not welcomed, but as decades passed, we became part of this place.



Bill Barksdale  
Columnist

When you think about it, life itself is kind of like walking in the dark. We live moment to moment. I don't have to tell you that life can change in an instant. The events of these days let us know that life literally changes in a moment. Sometimes sending us on a great adventure, sometimes into a nightmare – all of it a new path, each path with its own challenges. We sometimes find ourselves wandering through life with its twists and turns, looking for – what? The meaning of life itself, I guess. I often muse about this.

At different stages of life we need different types of homes. As a child, a stable home is desired, but not always had. As we leave our parents' home, we often have a need for more flexible housing as we explore. Careers and mental health often require more permanent housing. As we get into older age, and often the disabilities that accompany older age, we require care and more stable housing. At all stages of life we need affordable health care, and affordable housing. Affordability has become a major element of life now.

My mother and stepfather are now over 100 years old. They lived and worked at a time when people got pensions and retirement plans. Even with those now increasingly rare financial securities, just a place to live and to have the care they need takes every bit of their income plus a good part of their savings, which will eventually run out. At the extraordinary cost of well over \$6,000 per month, they are among the few who can afford "old age," and then for only a limited time.

We have a great need for affordable housing

everywhere. For older people who no longer have jobs, there are precious few options. Here in Willits, I and many of my aging friends are wondering what will be available to us as places to live. What about those with dementia, a devastating disability that many families are dealing with. I've written about this before. We need to find a way to house, in a humane way, our older and disabled selves. Where is the "spot" for us and our fellow humans? We're fortunate that our effective State Senator Mike McGuire is concerned about this. He's a good guy.

Have we become a society that has become so frightened about how to just survive day to day that we often foolishly elect "leaders" whose priorities are to make the rich richer through a dangerously uncaring and corrupt tax system, in which people in need of the basics of survival are just thrown away like garbage? Are you or someone you love, someone who will be thrown away if you become disabled or outgrow your resources? I am always amazed by voters who vote against their own best interests. Why do they do that? Just stupid? Just used to not thinking for themselves? Are so afraid and angry that they hand their personal power over to power-hungry, greedy, lying liars?

We need leaders with vision who see and understand essential needs and find solutions. We need, each of us, to be looking for solutions. The idealism and exploration of youth is wonderful, and necessary. The realities of disability and old age are in many of our faces right now. What makes life worth living? First, a decent place to live, food to eat, good education. Our wonderful Willits has precious few options for the aged and disabled, and that can be said for pretty much every other place in the U.S.

I would say that aged and disabled people "fall through the cracks" but since most of us will experience these challenges – that is not a "crack," it's a failure of good government planning. Most "developed nations" do plan for these needs. Some families still step up to help their family members that are in need. That used to be common practice, still is in many places. Not planning to help those in need is just plain poor government. Ask any elderly or disabled homeless person. We must do better, and we must openly discuss this.

We've made some piss-pour choices for leaders in this country. If a politician doesn't have priorities and plans for the basics, they need to be gotten rid of. We are at a time when we need to stand up and say "shut up and get out" to so-called "leaders" that don't have viable solutions and plans to implement them. Taxing has to be fair and smart about how those tax dollars are spent. We don't need tax cuts for billionaires or millionaires. They're not heroes. We need decent quality of life for all. Good education for all. As a viable society, we need solutions – and we need them now.

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 and citizens and businesses. Read more of Barksdale's columns on his blog at [www.bbarksdale.com](http://www.bbarksdale.com).

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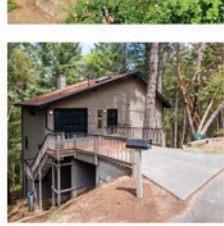
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2040sqft and 4 bedrooms, 2 baths  
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on other side of the road for  
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**670 South Main**  
Located in the heart of downtown Willits this 3 bedroom 2 bathroom home plus bonus room is zoned commercial. Great location on Main Street for a business, office space or a live/work situation. A separate 1000 sq ft 1 bedroom 1, bathroom unit needs minor finish work to be complete. This property offers a great rental income. Rear alley access and off-street parking. Come see the potential! **\$415,000**

**26975 Hawk Drive**  
Completely remodeled turn-key home just 10 minutes from town. Located on a quiet street this 3 bedroom 2.5 bathroom home has high ceilings, open floor plan and beautiful wood flooring throughout. The kitchen is equipped with high-end stainless steel appliances, quartz countertops and breakfast bar. Everything has been remodeled with special touches, fixtures and lighting. One car garage, laundry room plus a large basement for storage. Includes 2nd lot which makes almost a half acre of wooded land plus bordering the greenbelt which creates more privacy. Enjoy the recreation Brooktrails has to offer with numerous hiking trails, fishing, mountain biking, and community garden. Offered at \$469,000

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Find the words hidden vertically, horizontally, diagonally, and backwards.

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Caltrans asks citizens to help stop stormwater pollution

Submitted by Caltrans

As part of its “Let’s Change This to That” public-education campaign, Caltrans is sharing the top sources of stormwater pollution and ways to prevent them for contaminating California’s waterways. As stormwater travels into storm drains, it captures pollutants from highways, streets, sidewalks and yards that flow into waterways.

The top six pollutants have an outsized impact on the water quality of lakes, rivers, streams, and the ocean, and many are preventable through small actions Californians can take. The following lists the top six pollutants and actions to stop them at the source:

- **Trash and litter:** Properly secure items in truck beds and put trash and recycling in the correct bin.
- **Sediments:** Prevent soil erosion by using mulch in the garden, planting trees and shrubs, and sweeping driveways instead of hosing them off.
- **Nutrients:** Avoid over-fertilizing lawns and plants and limit vegetation waste by keeping fallen leaves out of storm drains.
- **Bacteria:** Limit pet and RV waste by picking up after your pet and using appropriate RV dumping stations.
- **Metals:** Regularly check tire pressure, change oil and fluids, and use commercial car washes to prevent metals generated from vehicle, tire, and brake wear from ending up on highways.
- **Pesticides:** Use organic pesticides and properly dispose of unused portions.



Caltrans is tasked with managing stormwater runoff and mitigating pollution within its 350,000 acres of right of way, which includes more than 15,000 centerline miles of highways. This effort involves picking up roadside litter and clearing out storm drains to preserve roadway safety and drivability during all types of weather conditions.

Unlike water that goes down the sink or toilet in a home, stormwater is untreated and flows directly into lakes, rivers, and other waterways. Stopping pollutants at the source is critical Caltrans’ efforts to keep stormwater runoff clean.

“Preventing stormwater pollution requires the help and support of every Californian, and it starts with keeping highways and roadways clean,” said Steven Keck, acting director of Caltrans. “Californians must work together to take necessary steps to prevent pollution at the source and keep our waterways clean.”

Summer is the peak season for recreation in and around local waterways. This year, as hot, dry weather is expected to intensify drought conditions throughout the state, Caltrans is amplifying water quality as a top priority.

During a drought, the state’s lakes, rivers and streams have lower water levels, which lead to a higher concentration of pollutants. By preventing a buildup of metals, trash, and other pollutants on highways and roadways in dry conditions, Californians can help keep pollutants from traveling into local waterways during rainstorms.

The “Let’s Change This to That” stormwater public-education campaign is calling on Californians to pledge to do their part to keep stormwater clean. Visit [www.CleanWaterCA.com](http://www.CleanWaterCA.com) to take the pledge and learn more about the sources and pathways of stormwater pollution.

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\$825,000

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.

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Great Residential Building Lot In Town

The lot is .29 of an acre, mostly level and buildable. All city utilities are available at this convenient location.

PRICE REDUCTION \$119,000

Sweet Home in Brooktrails

With 1352 sq.ft., 3 bedrooms, 2 full baths. Open floor plan including living room, kitchen and dining. Recently purchased a new range, refrigerator and garbage disposal, plus a new 30 year roof. Pretty views, private, large yard for landscaping.

\$299,000

25+/- Acres

With a sturdy built cabin and gorgeous views. 1 bedroom 1 bath cabin needing some finishing work. Brooktrails water, permitted and installed septic system for a 5 bedroom home.

\$350,000

For information or an appointment to view please call:

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