

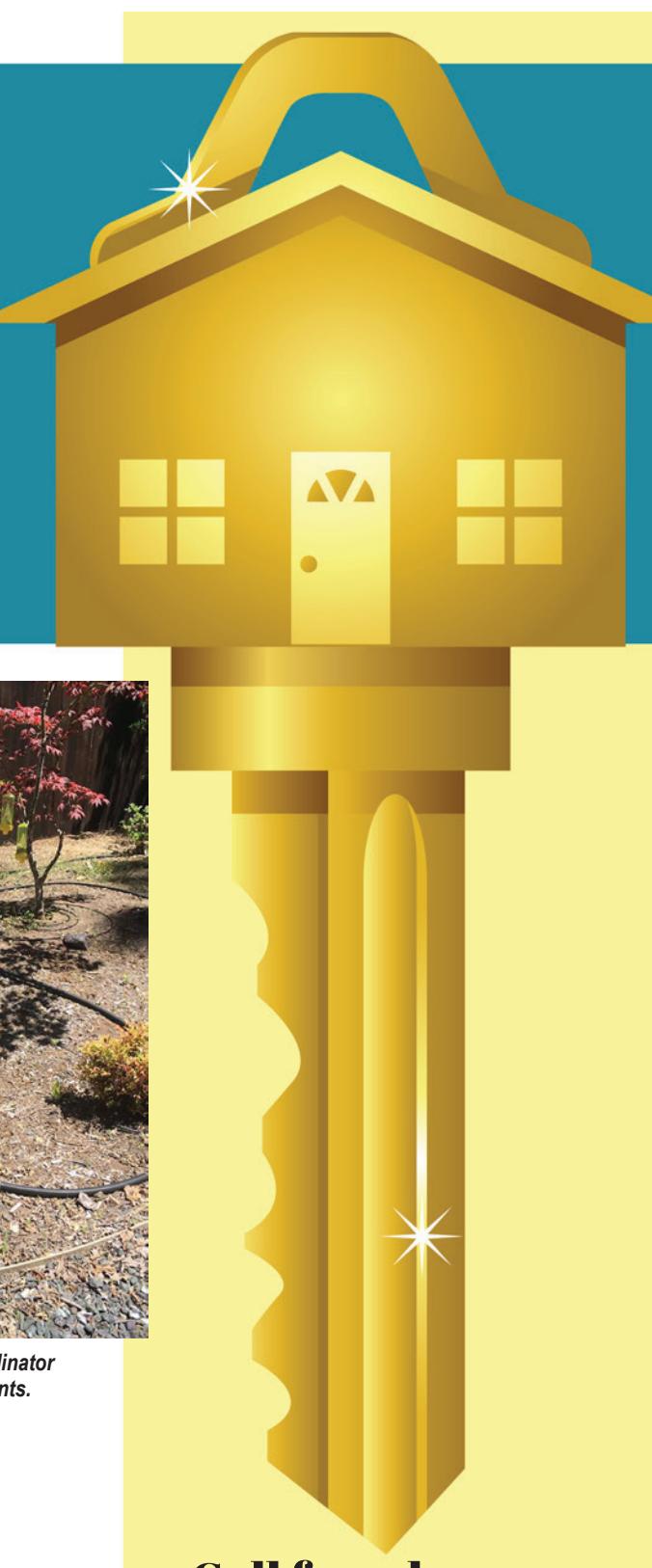
REAL ESTATE SECTION



Photos by Alyson Bailey



Above, from left: Some lilies grow in a mixed floral bed at DripWorks demonstration garden. DripWorks resource development coordinator Maria Camargo poses with technician (and company president) Leon Springer. This DripWorks system relies on gravity to water plants.



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Now and Then

84 South
Humboldt Street

Built in 1904

The house at 84 Humboldt Street is important both for its vernacular Queen Ann Architecture and also for the fact that it was built by its first owner. It is actually the second house built on the lot as the first house burned in the 1901 fire. Fred Whited, a younger brother of Charles, LeRoy and William Whited, who built many of the houses in Willits, built the house in 1904. The house is important as an example of the Whited style of architecture and as it fits into the growth and development of Willits near the turn of the century.

The house at 84 Humboldt Street typifies a very common architectural style in Willits. It consists of a one and a half story house, roughly rectangular style in shape with a center gable. A bay window extends to the north with its own gabled roof, which is slightly lower than the main gable.

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.

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Presented by: Sharon Noah



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COLUMN | How's the Market? **Pets: We can't live without them, but our buyers can**

Most of us wouldn't trade our pets for anything, but when it comes to selling our house, we must remember that our potential buyers may not love animals the way we do. I am not suggesting you try to hide the fact that you have pets, but I do recommend you minimize the negative effects pets can have on your property. Otherwise, you're limiting potential buyers to pet lovers. That's not wise.

Starting with the outdoors, be sure to remove any landmines that will leave a bad odor on the bottom of a buyer's shoe. If your dog has torn up the landscaping, repair it and see if Fido can stay with friends when a real estate agent plans to show your property.

As you move indoors, before you invite a real estate agent to bring potential buyers to the house, consider the following:

- Fix door jams. If the wood is damaged because your cat used it as a scratching post, replace it.
- Update window treatments. Replace drapes with stains or scratch marks and blinds that don't work anymore.
- Repair, replace or remove furniture. As a rule, you should remove about a third of your furniture when you put your house on the market. If you have pets, remove the third the pets used the most.
- Repair or replace flooring. Get rid of stained carpet

and buff out scratches on wood floors. Odors sometimes require the carpet and the carpet pad to be replaced.

I once knew someone with so many dogs that the carpet, carpet pad, subfloor, and much of the sheetrock had to be replaced before the home would sell. Clearly, you don't want to take on unnecessary expenses when selling your house, but to maximize the amount of money you will get out of the sale, you may need to do some repair work.

Again, do not try to hide the fact that you have pets – simply minimize the negative impacts. If you do not disclose that pets live in the house, and buyers find out before the sale closes, you could lose the sale. If a buyer finds out about Fido after the escrow closes because of odors or needed repairs, you could be on the hook for expensive repairs. So, do not conceal defects – fix them.

When I've said pets, I've mostly been referring to dogs and cats, but some people have slightly more unusual pets like birds, snakes and rodents. It's best if those pets have an extended vacation at a friend's house while you're trying to sell your house (or at least go on an overnight stay away from your house if potential buyers plan to visit).

A real estate agent I know showed a house with a secure, fully enclosed terrarium for their pet snake. When the potential buyers entered the room with the snake, that was it. The wife turned on her heel and left. She didn't even want to see the rest of the house. It's possible the house wasn't right for other reasons, but the snake guaranteed the rejection immediately.

If you cannot move your pets out of the house while it's being shown, at least be sure to clean the cages, empty litter boxes, open windows if weather permits, and put dogs and cats in their crates (if they're crate-trained) or safely confined outside, if possible.

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

Disaster case managers with North Coast Opportunities, in rear, stand with Valley Fire survivor Katherine Ramos and her daughter-in-law. Ramos will move into a new home by late summer thanks to the CalHome Loan Program and other collaborative partners.



Rebuilding Lake County

CalHome, Hammers for Hope, NCO help with new homes for fire survivors

Submitted by North Coast Opportunities

After the devastation of the 2015 Valley Fire, 2016 Clayton Fire, and the 2017 Sulphur Fire, Lake County is dotted with fire survivors. While many have been able to secure permanent housing, others still find themselves unable to rebuild.

Hammers for Hope, the Hope Crisis Response Network, North Coast Opportunities, Inc., private contractors, and modular home companies work in collaboration to support these fire survivors through disaster-case management services, home rebuilding, volunteer support, and the CalHome Loan Program.

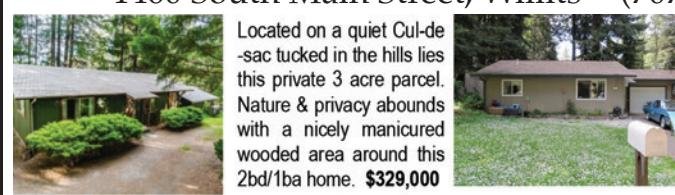
Katherine Ramos lost her home during the Valley Fire. She is a senior citizen living on a fixed income and was completely uninsured during the time of the fire. Thanks to the CalHome Loan Program and other collaborative partners, Ramos will move into her new Homes Direct manufactured home by late summer.

"The CalHome Loan Program has been a lifesaver," said Ramos. "I've been here 33 years, and I'm very grateful to be able to return to my property. If it wasn't for this opportunity, I would not be getting a house, and I'm very thankful. It means I don't have to continue moving around. I can put my roots down again! After meeting with my case manager, I felt like I had some hope. Otherwise I do not know where I would be."



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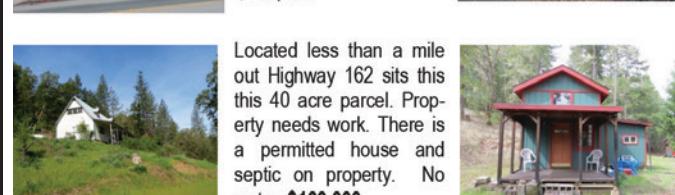
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Located less than a mile out Highway 162 sits this 40 acre parcel. Property needs work. There is a permitted house and septic on property. No water. \$160,000



Lee Persico
CALBRE #0129387
707-459-5389
cbmrwillits@pacific.net



Roxanne Lemos-Neese
CALBRE #0129387
707-484-5489
roxanne@getmendohomes.com



Bill Barksdale
CALBRE #01110585
707-489-2232
bark@pacific.net



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



Patsy Broeske
CALBRE #01549646
707-841-8053
patsy.broeske@coldwellbanker.com



Randa Craighead
CALBRE #01971901
707-841-7778
mrccraighead@comcast.net



Karena Jolley
CALBRE #014042057
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Pg.RE4 Willits Weekly's Real Estate Section - Edition #24 - Publishes on the second Thursday of the month Willits Weekly | July 12, 2018

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Above, from left: A pond lizard scurries over some rocks. May tomatoes thrive in a Smart Pot in the DripWorks demonstration garden. DripWorks' Leon Springer shares some cherry tomatoes. One of the DripWorks systems, on display in their demonstration garden.

At left: A drip watering system delivers water slowly, giving the plant ample time to soak up precious moisture.



The rest of Dripworks | From Page 1

most – in the dry summer months. Large ponds have other benefits like swimming, fishing, fish breeding, and providing an alternative water source for irrigation. Ponds also act as an animal sanctuary, watering hole, and as a breeding place for wildlife indigenous to your land. Adult toads that live in your pond have the added benefit of living off the insects that otherwise might be eating in your veggie garden."

If being prepared for the upcoming water restrictions sounds appealing, as well as lowering the water bill, contact DripWorks at 1-800-522-3747 or visit them – and the DripWorks demonstration garden – at 190 San Hedrin Circle, Monday through Saturday from 9 am to 4 pm. Ask them how they can help to convert a maintenance-heavy lawn into a sustainable, hands-off garden.



Above: The DripWorks retail store, warehouse and display garden located on San Hedrin Circle.

Photo by Maureen Moore

Below, from left: A DripWorks banner can be seen through the stalks of some daisies.

A butterfly pollinates a vibrant yellow flower. Vegetables with soft, green leaves, like chard, should be watered daily. A DripWorks overhead sprayer gives precise, deep moisture to plants in this Smart Pot.

Photos by Alyson Bailey

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MONEY MATTERS WORD SEARCH

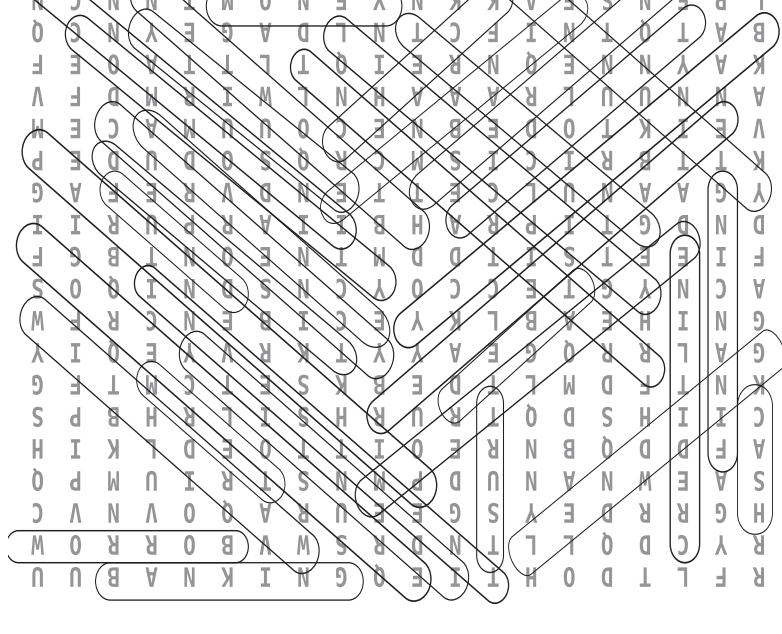


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COLUMN | Numbers by Nick

Keeping your financial house in order

Hey there, we are halfway through the year already, and hope you all enjoyed Frontier Days.

I want to talk briefly about fraud out there in our world, and I also want to prod you into spending a little time getting, or keeping, your financial house in order since we are halfway through the year.

Fraud – sadly – is real, and I am educated immensely on this topic, as the fraudsters constantly change and try to beat the dog catcher. Here is my advice to help you avoid something like identity theft or getting involved, financially, with a bad actor.

1. Identity theft is a huge problem, the No. 1 consumer fraud in 2017. Be sure to store and dispose of important documents like bank statements properly – purchase a shredder.

• Do not hand over your credit/debit card – have the clerk process it in front of you.

• Go online to your bank and credit card accounts and set limits on money spent per transaction – set a \$200 limit, and if there is a charge north of \$200 you will get a text or an email as that purchase is being made.

2. When dealing with financial transactions or giving personal information, make sure it is someone you know from an entity you know. If you do not know them, slow down and research. Google them: Are they who they say they are? There is no rush when conducting financial transactions or giving personal info. Another 30 minutes will not jeopardize. Never wire money, no matter who is asking for your funds from whatever obscure nation.

3. Hang up on robo-calls or recorded sales pitches – they are illegal. Don't "press 1" to be taken off the list – it could lead to more calls. If you receive a fraudulent call alleging to be from the IRS, you can record the number with the IRS via phishing@irs.gov. Do not open emails that claim to be from the IRS, request personal information, or are lottery-related, or are about an inheritance from an unknown family member or a large investment that needs taxes to be paid before you can receive your stipend.

4. If you win a "prize," never pay for "taxes" to get the prize.

5. Make sure your antivirus software is up to date on your tablets, laptops and home computer.

Sadly - I do see quite a bit of the above via my clients and some friends, so be vigilant.

As we covered before, make sure you are monitoring your credit. This link is the annual credit report, authorized by the federal government, free of charge: www.annualcreditreport.com/index.action

This is an especially good time of year to get to some of those projects done that you simply do not want to deal with at busier times of year ... things like stepping back and getting your financial house in order, including planning for your financial future.

Are you making the most of U.S. government tools to reduce your tax burden? These include:

- 401Ks, SEP-IRA, Roths,
- 529 education plans
- health savings plans
- Regular charity contributions
- Fostering a dog or cat, or donating to our local Humane Society

Also be diligent about scanning and indexing your receipts, before the year gets away from you, and you start collecting your tax documents in a few months.

Be sure to go out and continue to enjoy our beautiful backyard of Mendocino!

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.



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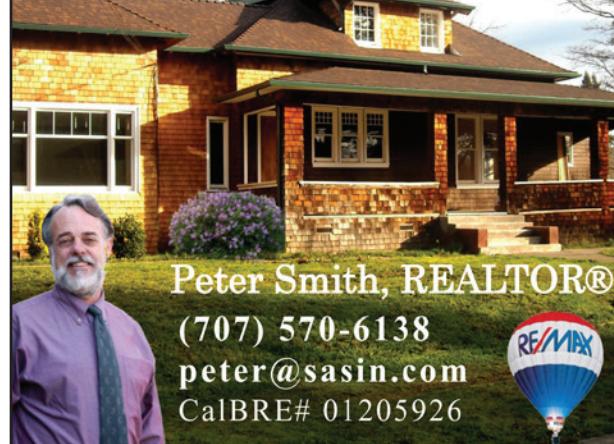
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