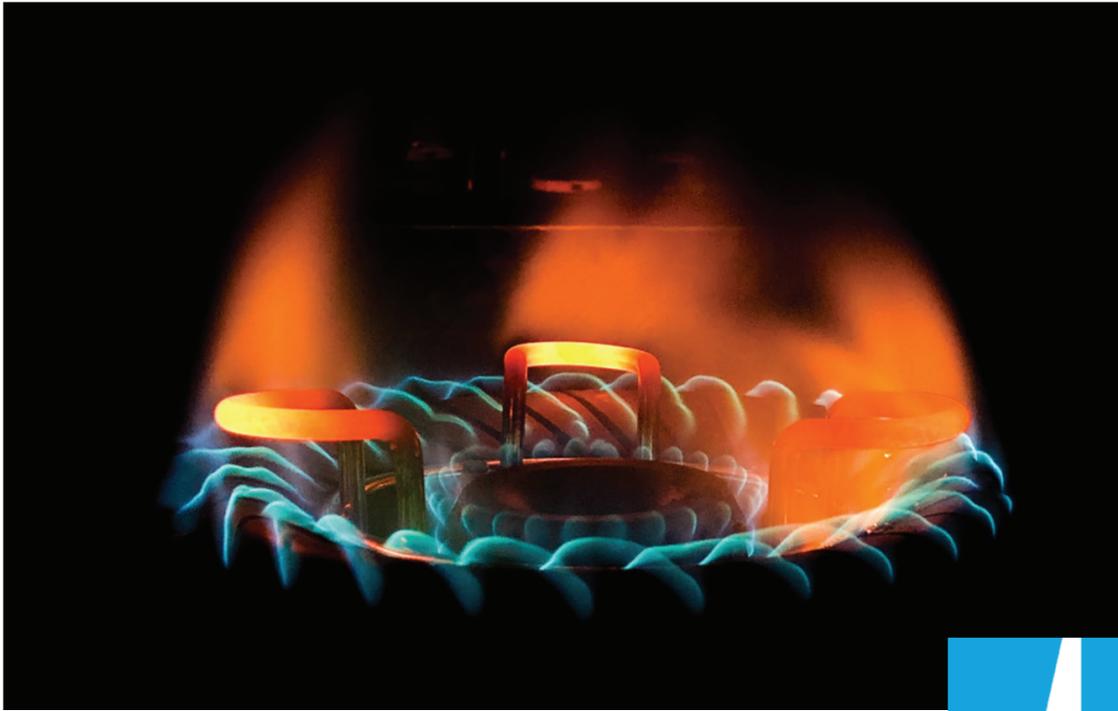


# REAL ESTATE SECTION



## Get Checked

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Keeping tabs on the health of these appliances, including ensuring there is proper ventilation, can reduce the risk of carbon monoxide coming into the home. The invisible, odorless, colorless and soundless gas can very harmful, and deadly.

Products intended for outdoor use, but used indoors can



generate high levels of the gas, including generators, outdoor grills or even propane heaters.

Carbon monoxide detectors should be installed inside every home, too, just like smoke detectors, to help keep families safe.

However, if you're ever concerned about an immediate problem, smell gas, or hear hissing – get yourself, family, and pets out of the space ASAP and call 911.

For more tips and information on carbon monoxide safety, winter home heating, and safety and appointment information, log onto <https://www.pge.com/>

– Maureen Jennison

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## After sunset fadeth

An old friend just sold her house. She bought it years ago with another friend whom she had helped take care of for years. Their relationship wasn't a conventionally romantic one, but rather friends that cared for and about each other. Eventually one of them, who was older, developed dementia – Alzheimer's I think. There are a number or kinds of dementia.

My healthy friend cared for the other as his health declined. She is a wonderful cook of healthy, very tasty, vegan food. She took care of all his needs and he was able to live in comfort, and eventually die, at home. Most people want this but often don't have anyone to help them stay in their home. It can be much less expensive to "age in place," to stay in your own home rather than be moved to a professional care facility. Many people require assistance as they grow old. They're simply not able to take care of all day-to-day needs.

*"That time of year thou mayst in me behold  
When yellow leaves, or none, or few, do hang  
Upon those boughs which shake against the cold,  
Bare ruined choirs, where late the sweet birds sang.  
In me thou see'st the twilight of such day  
As after sunset fadeth in the west;  
Which by and by black night doth take away,  
Death's second self, that seals up all in rest."  
– William Shakespeare, Sonnet 73*

Friendships are always important. As one becomes disabled, as one ages, those friendships can ask for more. Genuine need becomes a factor.

So called "assisted living facilities" can be enormously expensive even if you don't have dementia. For a single person, the low end is often around \$5,000 a month and frequently much more. Eight-thousand dollars a month is not unusual and if memory care is needed, the latest figure I heard of was a staggering \$14,000 per month per person at one facility that is considered "affordable"! Not many can afford that, not without long-term care insurance, which few have.

A fortunate few have at least one loving family member who can help care for an aging relative. Others have a partner, spouse or friend who can provide some of the needed support – but caregiving is a lot of work and partners are often older themselves. Heavy-lifting is out of the question. One of the biggest injuries that professional caregivers get is a back injury. This is a big risk for nurses. Many are forced to retire when their back gives out.

One needs to learn about proper lifting, and when not to attempt it. That's one great reason to keep yourself in reasonable shape as you age. As you get older, exercise and walking are important. Aging is no time to stop stretching. You can go on YouTube and find all sorts of exercise programs for keeping in shape – including chair exercises where you can do your exercising while sitting in a good firm chair and do simple stretching exercises.

Sometimes injuries or bodily changes like osteoporosis,

osteopenia and arthritis develop. There are other conditions. I'm not qualified to give medical advice, so consult a qualified professional if you are having a problem. It's my understanding that bone is primarily made up of collagen and calcium. There are nutritional sources and supplements for these. There are different kinds of collagen. Some supplements have just one type, some are more complete. Same with calcium. Healthy food is often the best medicine.

Pain often accompanies injury and disease. Pain control is a complicated and challenging issue. Strong pain meds often cause constipation resulting in an extremely painful condition in the bowels. Your doctor will normally advise you to take a laxative with those meds. Do it! It's often necessary to wear Pampers or some sort of disposal undergarment when on laxatives. If you're caring for someone with dementia, see that they have and wear these undergarments.

Assisted-living facilities vary greatly. What are the basics? Well, meals – hopefully healthy and well prepared, a comfortable place to live in, regular help with housekeeping, medication management, exercise facilities, transportation to doctor appointments or shopping and recreation, a social environment, and hygiene assistance if needed – this is especially important with people who have dementia since they are often afraid to bathe due to the dementia.

With any luck, most of us will live at least into our 70s; many will live much longer than that. Hopefully that journey will be a good one for you. For many, many people, life is good till the end. But for those that need assistance, which is quite normal, we as a society need to get more creative and plan better. Affordability is a major factor. Government is part of the solution. If your legislators are not looking for and implementing solutions, vote for people who will.

If you are one of those people whose blood boils when you hear the word "socialism," let me remind you that Social Security, Medicare and Medicaid, unemployment insurance – even things like streets, sewer systems, public water, schools, and many other services we want and expect – they're all forms of socialism in the sense of "government." Even government itself is a form of socialism.

I'm not talking about the authoritarian / fascist type that has been mislabeled "socialist" like Nazi Germany or much more recent kinds in nations around the world. Effective centralized government – that doesn't stick its nose in every aspect of your private



Bill Barksdale  
Columnist



### 186 Easy St, Willits, CA 95490 \$839,000

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### COLUMN | How's the Market?

## How to price your house without adding an emotional surcharge

When you decide to sell your house, it can be hard to let go emotionally, because many of us associate our house with the memories we created there – the birthday parties, the holiday celebrations, and all the firsts from your child's first steps to your first day as empty nesters. This can be problematic when it comes time to determine your property's market value, because while your memories are priceless, your house is not.



Richard Selzer  
Columnist

As you contemplate a listing price, remember that you get to take your memories with you to your new home. The memories don't stay with the old house, so their value shouldn't either. Determining a listing price is one of the many things a good real estate agent can help you with.

How quickly you want to sell. Keep in mind, the real estate agent does not establish the value of the home; the market does. The agent is simply trying to interpret market data to reflect an accurate value so potential buyers will come knocking.

Can real estate agents make mistakes? Yes, of course. But I can assure you, they do not want to sell your property below market value. That doesn't benefit them or you. You should definitely feel free to ask how they came up with their suggested list price and where wiggle room may exist, but just because you don't like the price, doesn't mean it isn't the right one.

Sellers have an especially tough time with this concept when they paid too much for the house and are now "upside down" (owe more than the house is worth). Sadly for those folks, when the appraiser comes to examine the property, there is no line item for how much you paid for the house – this has no impact on the current value of the property.

If you want to know how much money you'll walk away with at the end of a sale, ask your real estate agent to create a seller's net sheet, which includes the sale price minus the expenses related to the sale (e.g., brokerage fees, loan, title and escrow fees, and any credit to the buyer for repairs).

Here are some signs that you may be too emotionally invested in your house when it comes to selling it:

- You argue with the real estate agent that the list price is way too low
- You ignore the real estate agent's advice about making improvements, repairs, or updates to the house
- You refuse to respond to requests to show the house in a timely manner
- You become irrational during negotiations after buyers make an offer or counteroffer

It's understandable to have an emotional attachment to your house. Just be sure to recognize it, so your emotions do not take precedence over good judgment.

One final piece of advice: before you sell your house, be certain you can qualify for a new one. It's best to get preapproved for a loan to buy another house before you let go of the one you're in.

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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Used food oil, grease and other fats should not go down the drain – cool in a disposable glass or metal container, and throw it in the trash.

Over New Year's weekend, Brooktrails residents on the airport side clogged the sewer system with their fats and oils from holiday festivities. Trash your grease to prevent excess wear and tear on the system – not to mention increased costs for system maintenance!

– posted by Brooktrails Township

**DON'T CLOG  
WITH  
FOG**

**FAT • OIL • GREASE**



The Elk Ridge Tree Service crew working on some fuel-reduction for the Wildwood Fire Safe Council.

## Mendocino County Fire Safe Council

brings in funding for county projects

Submitted by Mendocino County Fire Safe Council

Work just finished on successful grant applications that the Mendocino County Fire Safe Council sponsored for three of its affiliated Neighborhood Fire Safe Councils. These PG&E Vegetation Management Grants awarded a total of \$134,900 to the Black Bart Trail Firewise Community, Wildwood Fire Safe Council, and Bell Springs Fire Safe Council for fuel-reduction work in their areas.

The goal of the grant was to reduce the risk of major wildfires resulting from years of drought and tree mortality in high-risk fire zones.

Black Bart Trail Firewise Community used the funding to focus on limbing-up large overhanging branches and clearing brush along two main ingress/egress roads for a total of 6 roadside acres.

Wildwood Fire Safe Council cleared 7 acres along Crestview Road which included creating defensible space around the site of a future water tank; and a strategic safety zone/landing pad for CAL FIRE helicopters.

Bell Springs Fire Safe Council tackled 15 acres of hot and flashy fuel loads at the top of the ridgeline along Bell Springs Road, creating a strategic fuel break from the steep drainages downhill.

These PG&E funded Neighborhood Fire Safe Council projects have

benefitted their communities by addressing dense fuel loads, giving fire personnel a better chance of stopping fires, creating safer exit routes, and encouraging landowners to consider what defensible-space work is needed on their properties, inspiring them to further action!



Being a part of a Neighborhood Fire Safe Council means that your group could be eligible

for grants such as these. The Mendocino County Fire Safe Council's website, firesafemendocino.org, has a "Prepare Your Neighborhood - Join a Neighborhood Fire Safe Council" page with a map where you can see whether your neighborhood already has a Neighborhood Fire Safe Council.

If not, or if you have a group that would like to become more active, contact Eva King at king@firesafemendocino.org to help organize your neighborhood so it can become safer for everyone.

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