

REAL ESTATE SECTION



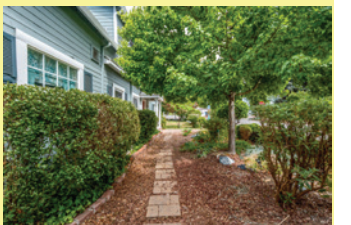
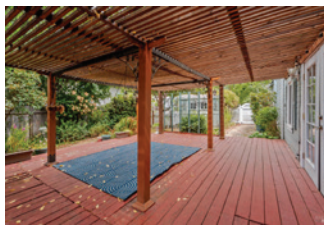
WILLITS WEEKLY'S SELECTED PROPERTY FEATURE

84 School Street, Willits

MLS: 325068675

Offered for sale at: \$575,000

Westside Willits charmer, located on the corner of West Mendocino and School Street. This spacious 4 bedroom, 3 bathroom home places you just blocks away from the farmers market, restaurants, and shopping. Inside, you'll find an updated kitchen featuring a butcher block island, granite countertops, stainless steel appliances, and ample cabinet space. This home offers a flexible floor plan with room for family, guests, or even a home office setup. The upstairs carpet was just replaced including all the bedrooms. The 2-car garage includes a workshop area perfect for hobbies or storage. Enjoy a private backyard ideal for relaxing or entertaining. Don't miss your chance to settle into a welcoming home downtown.



Property feature listed by:
Roxanne Lemos-Neese
(DRE# 01712217)

Agent of:

RE/MAX Gold Selzer Realty & Associates



CHARMING SHOP BUILDING
\$245,000

This charming florist shop building is a fantastic opportunity at just \$245,000! Perfect for entrepreneurs, it offers a prime location for a business, with the potential to renovate the back into a private apartment for the owner. Private parking spaces behind the building add value, making this an excellent investment. Whether you continue the floral business or start something new, this space provides versatility and affordability. Own your own business and create a live-work space in a thriving community. Don't miss this incredible chance to invest in your future at an unbeatable price!



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755 CENTRAL AVE - WILLITS



Nearly new 3BD/2BA home with 1,812 sq ft on a large 10,400 sq ft lot. Open floor plan, bright updated kitchen with quartz counters and hardwood cabinets, new flooring, fresh paint, updated baths, dual-pane windows, and central heat & air. New roof, spacious deck, privacy fencing, carport, plus two driveways with RVboat parking. Owner may carry. Interest rate buy-down options available. Move-ready - great value! NEW PRICE - \$409,000

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An individual, stand-alone and independent print piece

WILLITS WEEKLY IS PROUD TO CONTINUE THE REAL ESTATE SECTION IN LOCAL PRINT MEDIA

Runs Second Week Each Month

Relevant Local Editorial Content
 Open House Advertisements
 Available Buyer's & Seller's Agents
 Property Listings

GET YOUR OFFICE, AGENTS AND LISTINGS INCLUDED IN OUR NEXT EDITION

Ads

3.25" wide x 2" tall color display ad:	5" wide x 5" tall color display ad:
\$35/month with 3-month minimum commitment	\$130/month with 3-month minimum commitment
\$40 on one-run basis	\$140 on one-run basis
3.25" wide x 4" tall color display ad:	5" wide x 10.5" tall color display ad:
\$260/month with 3-month minimum commitment	\$275/month with 3-month minimum commitment
\$75 on one-run basis	\$300 on one-run basis

OPEN HOUSE SPECIAL: 5" wide x 3" tall color display ad: \$80 on one-run basis

Call for ad space: April Tweddell 707-972-2475

Runs on the second Thursday of the month.

The gifts of life

I'm sitting here by a cozy fire in the woodstove. Outside it's chilly and raining. Winter is that time when the old stuff passes away and we go within. It's a time of introspection. I'm so grateful to be here in our little town of Willits, to be in Northern California. I've lived in big cities - New York, San Francisco, Portland - but I wouldn't want to live in any of those places now. Willits has always seems like a gift to me.



Bill Barksdale
 Columnist

When we first moved here nearly 40 years ago, we lived in a little cabin in a redwood forest. So beautiful. It was the opposite of the city life. We didn't have any electricity or phone, no toilet of course. That was long before cell phones and personal computers were in every home.

Kerosene lamps provided enough light to read by in the evenings. Books were our entertainment, that and a battery-operated boom box to play our cassette tapes and hear an occasional radio show. Mostly though, we just enjoyed the quiet of our woodland cabin.

I remember a winter evening when it was so quiet that I could hear the snowflakes falling on our unfinished front porch roof that was covered only with a sheet of plastic. The woodstove was radiating that comforting heat that only a wood stove seems to provide.

As I looked up from the book I was reading, there were our three dogs sprawled out together as they slept on the floor. Across the small room sat Joe with his book and our cat, Robin, curled on his lap. I thought "this is the happiest moment of my life."

The next morning we tromped through nearly a foot of snow up our curvy half-mile graveled driveway that switched back and forth as it climbed up the hillside. The tree branches were bent with their loads of snow. My new heavy duty boots from Bailey's in Laytonville were just barely higher than the snow. They kept my feet nice and warm and their deep tread grabbed the snow with nary a slip. The dogs ran ahead, occasionally lowering their heads to scoop up a mouthful of snow as they chased each other up the hill.

Here and there a few tan oaks were in

the slow-motion process of falling over, next winter's wood supply. The garden that had been supplied so much broccoli, romaine lettuce, tomatoes and strawberries was now invisible under its snowy blanket. Fortunately we had parked one of the trucks up by the gate the night before. Our beautiful old Ford stepside pickup with a winch on the front bumper. That truck could go just about anywhere.

Some years later when I had my unplanned-for-but-surprisingly-wonderful career as a real estate agent, we sold our little cabin in the woods and bought a beautiful timber-framed house a mile or so down the road. It was quite deluxe - it had electricity and an indoor toilet!

Alan and Barbara Birket had built that fine house out of redwood logs that had been deserted on the land many years before. The wood plank floors were four feet wide. Thick timbers framed up the building and the walls were all rough-cut redwood. Huge windows let in lots of light.

From the deck that wrapped around the house, one could stand on the west side and see the glow of lights from Fort Bragg and an occasional boat on the ocean many miles away. The orchard they had planted was filled with apple, pear, cherry and fig trees. Barbara was a devoted gardener and the garden we inherited was lush. Our tomato plants grew to be as tall as me. The strawberry bed produced berries all summer long.

Anything I planted grew and flourished. We even had an annual crop of tomatoes that grew from our compost when a friend had made a wonderful Mexican dinner one night in our kitchen. I would harvest them every year and give them to a friend's mother who made delicious salsa.

Down by the road was an artesian spring that fed a pond. We left that water for all the animals that lived on the land. One of our dogs, Nick, was a McNab and he loved to jump in the water, especially on hot days.

Eventually we got too old to care for the place the way it needed. People think that forest land takes care of itself, and I suppose it does in a way, but part of Nature's plan is an occasional fire to clear the brush and stimulate certain seeds that need that fire to germinate. We humans

have invaded these places and suppressed the fire, which is not part of the plan. Native peoples knew how to work with the fire and the land, to nurture it and be nurtured - and to tread lightly on this precious Earth.

After 22 years of living our country dream, we moved into town. I really enjoy being in town. I can walk pretty much anywhere, enjoy lunch at a number of fun places like Loose Caboose, J.D. Redhouse, Kelly's Diner (remember Ardella's?), Mexican and Chinese food, Brickhouse Coffee - lots of choices.

We're both inveterate readers, so The Book Juggler is almost a daily stop, if nothing else than to browse and occasionally order a book. Shop local. The Cat's Meow has been the source of a number of hard-to-find kitchen implements like the old-fashioned windup kitchen timer like my mother used to have. Linda had one in stock - just like Mom's.

We're so fortunate to have the Noyo Theater, the Willits Community Theatre, the Willits Center for the Arts, Mendocino County Museum (a fascinating place), our invaluable Willits Branch Library, which is a social hub for any number of discussion groups along with books, of course, and free DVD movies.

Of course, there's the Mendocino College branch right here. I can't forget to mention Willits Weekly. When I see an ad in its pages, I know where to go to buy what I need right here in town. Also, I love making my weekly radio show on KLLG 97.9 low-power FM - Willits' Hometown radio. We even have a great hospital. For a little town, there's a lot here.

Finally, I can't neglect mentioning all the great people I know in Willits. Talk about something to be grateful for. Every time I walk down the street, I run into someone I know and enjoy. That's one of the beauties of a small town. Friends are one of the great joys of life. I never feel lonely here. There's something to be grateful for each and every day. The word abundance comes to mind. 'Tis a gift!

Bill Barksdale has served on the County of Mendocino Tax Assessment Appeals Board, the Board of Realtors, its Legal Affairs Committee and Multiple Listing Service, and a number of other boards and nonprofits. DRE# 01106662; 707-489-2232.

Zone 0

Neighbors,
 I trust you have read, heard, and / or seen information on Zone 0.

In 2020, our state passed a law requiring homeowners in high fire-hazard zones to create a Zone 0, a 5-foot buffer around buildings designed to prevent structures from wind-driven embers. This critical 5-foot area is called "immediate defensible space directly surrounding a home or building." The California Board of Forestry and Fire Protection is responsible for educating and implementing these requirements.



Nicholas Casagrande
 Columnist

California law Assembly Bill 3074 requires removing all combustible materials, such as vegetation, woody mulch, and debris, and replacing them with non-combustible materials like gravel or concrete. Be aware, homeowner insurance companies are increasingly using drones to inspect homes, roofs, structures, vegetation / trees, yard clutter, and roof issues, etc. The resulting images are used to non-renew or cancel policies, often without the homeowner's prior knowledge.

Each of us knows someone who has been impacted in fire season. It's common sense to clear your yard of flammable elements or items in the way of firefighters doing their job.

The Willits Transfer Station is a good place to start for household / yard waste deposit - from mattresses to motor oil and a lot in between. It is located at 351 Franklin Avenue, and it is open 9 am to 4 pm, Tuesday through Saturday.

You can donate autos / trucks to www.careasy.org/home and in many cases receive a tax deduction.

Given that between 2019 and 2025, approximately 10 million acres in California burned, AB3074 makes good sense.

Be smart and safe out there,
 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. EAH# 00105394 DRE# 01854336 CA Insurance License # 0H68496.

Willits office is located at 675 South Main Street, call 855-240-6606 or 414-480-3669. This information is for general purposes only. Please consult a financial professional for your own situation; individual circumstances do vary.



Cover your assets

As UP begins our 35th year(!) helping insurance consumers before and after disasters, we know that even the savviest people can find themselves underinsured after a loss ... learning the hard way that you can't blindly trust that your home insurance is current with the value of your assets.

Just because your insurance is costing more, it may actually be covering less!

If you're reading this, you're one of the savvy! This is your poke to check that the coverage you are paying for is adequate.

Our post-disaster survey results still show at least two-thirds of disaster survivors are underinsured - a problem we've been working to prevent and helping people deal with after wildfires since 1991 ... and a huge problem in Los Angeles today.

- How much insurance per square foot of living space do you have, and is it realistic re: construction costs in your area? Insurer calculations are notoriously low - don't blindly trust that your coverage is adequate.
- How much "Extended Replacement Cost" coverage do you have? Consider raising it to 50% or more.
- How much is your "Building Code Upgrade" (Law and Ordinance) coverage?
- If you have a dollar limit for your Loss of Use coverage, would you be able to stretch that amount for three years to cover temporary rent?

Heads up: This year, Californians will see a new form in their renewal - a notice explaining their wildfire risk classification, the amount of the wildfire portion of their premium, which mitigation discounts they are currently receiving, and which ones they are not currently taking advantage of.

Wherever you live, taking steps to make your home more resilient is a smart step both to reduce your risk of damage and because it may qualify you for discounts or increased access to insurance options.

United Policyholders is a non-profit 501(c)(3) whose mission is to be a trustworthy and useful information resource and a respected voice for consumers of all types of insurance in all 50 states. To learn more, visit www.uphelp.org.

550+/- Acre Ranch Property. Incredible Big Mountain And Eel River Canyon Views

Cattle/Hunting ranch maintained to perfection. Lovely 2 bedroom 2 bath home featuring a wraparound deck and a swimming pool. There are barns, cattle chutes and pens, fenced pastures and spring water for livestock. The power is all top of the line, professionally installed solar, battery and backup generator. Ample spring water, excellent hunting area, wildlife abounds here. This is an amazing property. **\$1,300,000.**



20+/- Acre Valley Property In Covelo

This beautiful, custom built log home is 1800 sq. ft. with 2 bedrooms and 2.1 baths. The kitchen is spacious and has lots of storage. There is a shop/barn with an additional living area above with a living room, 1 bedroom, kitchen and 1 bath. Beautiful level fertile valley land that produces hay, there are fruit trees, a creek and fenced pastures. Great for farming and raising livestock. **\$599,000.**



Warm and Inviting Log Home \$359,000

1760 sq. ft. home with 3 bedrooms & 2 baths. Features are many: Real wood plank flooring with square nails. The kitchen has lots of counter space, tile floor, granite island counter breakfast spot, and a separate dining area with views from all the windows and cathedral ceilings. There are decks on 3 sides of the home. Lovely bedrooms. Great yard area for entertaining. Towering redwoods.



Commercial Truck Shop

Large commercial building with 4 separate offices, a maintenance shop, 3 drive-through bays, easy access to highway, additional parking spaces. The site is priced \$995,000



PENDING SOLD

For information or an appointment to view please call:
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 557 South Main Street • Willits

Furry Friends Hoping for a Home

Silly Banjo



Banjo is a charming dog. He needs to be in a rural environment with very little traffic coming and going from his home. He is very smart but he is adamant about taking hoses, so it is a lot of fun to use the hose near him, unless you're trying to get something done. He loves to leap up and bite the water. It's hilarious and adorable.

He will need an adult-only home with plenty experience with this breed. He needs more work on training and socialization. Banjo is a sweetheart that loves to go for walks, just short ones. He isn't very big into hiking and mostly just enjoys the company of his humans.

To learn more about Banjo, or to view other adoptable animals, visit www.milofoundation.org or the Milo Foundation Sanctuary Facebook page. The sanctuary is currently doing pet adoptions by appointment only. Please complete a pet-adoption application before requesting an appointment. You can reach the Milo Foundation at 459-4900.

Colorful Sylvie



Sylvie is a playful and friendly 4-year-old tortoiseshell cat with a personality as colorful as her beautiful coat. She loves to interact with people, chase toys, and explore her surroundings, making every day a little more fun for those around her. With her affectionate nature, Sylvie will happily curl up with you after playtime and shower you with purrs and snuggles. She's ready to find a forever home where she can be loved, entertained, and adored for the wonderful cat she is.

Young Ozzy



Ozzy is living up to his rock-legend name. He has a quiet, mysterious vibe, and a shy puppy soul. He's still learning about the world and taking things one step at a time, but with patience, love, and a calm home, he's sure to find his confidence and rock his way into your heart!

The Mendocino County Animal Shelter, located at 298 Plant Road in Ukiah, is open to the public from 9:30 am to 5 pm Tuesday through Friday, and 10 am to 3 pm on Saturdays (closed for lunch each day from 1 to 1:30 pm). Make sure to pre-fill out the adoption application available at www.mendocinoshelter.com. Call 707-463-4427 for more information.



COLDWELL BANKER MENDO REALTY
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<p>This 20-acre property comes with deeded access to a stretch of the Eel River, and a cozy off grid 1,024 square foot, 2 bed, 1 bath cabin. Features hardwood floors, a sunny back deck, wood stove and a septic system. Also has a propane tank with regular delivery in place. PRESENTED AT: \$275,000</p>	<p>1,400 sq. ft., 2-bed, 1-bath home with a one-of-a-kind chef's kitchen with Alder wood cabinetry, Quartz countertops, a Thor range, and Mexican terra-cotta floors on 20-acres of off-grid property. PRESENTED AT: \$275,000</p>	<p>Off-grid custom yurt with septic, spring, and solar. Also includes a barn/shop, wood storage, and multiple water storage tanks. Artist's studio sits above a separate tenant-occupied residence all on 35.2+ acres. PRESENTED AT: \$395,000</p>	<p>1 bed, 2 bath, 1,200sqft home on 22.16+ acres of well-maintained private, off-grid mountain property. Wood stove, never roof, large front deck & large two-story workshop. Solar power, septic system, year-round spring. PRESENTED AT: \$275,000</p>	<p>4 bed, 2 bath, 1,300 sqft home sits on a half-acre lot. The property includes 2 separate parcels. Plenty of room to garden, play or simply relax. Property includes a storage shed, carport, and ample parking. PRESENTED AT: \$380,000</p>	<p>1 bed, 2 bath, 2,942sqft home with 2 parcels. Beautiful oak floors, open concept living area, vaulted ceilings, sunken living area with radiant heat, 2 large out buildings, spring with ample water storage, solar system. Western views of the ocean. PRESENTED AT: \$475,000</p>
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Contact one of our experienced agents to find homes for sale in Willits or Mendocino County.
FOR MORE INFORMATION, VISIT US AT CBMENDOREALTY.COM

Thinking of selling? Here are answers to common questions

Although each real estate transaction is unique, sellers often face the same questions.

What should I do to prepare my house for sale?

First, remove a third of the contents from your house, from furniture to artwork to clothes in your closet. If you don't think you can remove a third, call me and I'll come help you. I promise, you can.



Richard Selzer
Columnist

Walk around your property and try to see it through the eyes of the most persnickety person you know. Clean up all the little things that catch your eye, inside and out. Tighten loose doorknobs, straighten pictures, and take almost everything off the kitchen counters. If you can spruce up your yard without too much effort, do so. Add a little color, if possible. (I know this can be tough this time of year.)

Then, order the inspections that make sense for your property: roof, well, septic, whole house, heating / ventilation / air conditioning, electrical, pest and fungus, etc. Consider heading over to your local government building department to review your property's file so you can identify any outstanding issues you may not know about.

How long does it take to sell a house?

Two factors determine how quickly your property will sell: price and exposure. You determine the price. Your REALTOR is responsible for exposure (marketing the property to those who may want to buy it). If a property is overpriced, it will take longer to sell. Likewise, if you don't let your REALTOR do everything they can to sell the property, it will also take longer to sell.

Occasionally, a seller tells one of my agents they want to avoid looky loos, so they forbid the REALTOR from putting up a sign, telling neighbors the house is listed, or advertising. If you want a quick sale, you need to expose your property to as many folks as you can. If your property is priced right and exposed to the market, it will take about a month to sell under current conditions. Of course, this can change if interest rates shift or if your property is quirky in some way.

What's the best time of year to sell?

Common wisdom says spring, specifically the month of May, is the best time to sell. The next best months are March, April and June for all the reasons you'd expect – the weather is beautiful, and families like to move during summer to reduce school disruption.

All that said, the best time to sell depends on your needs. There are always motivated buyers around. If you need to be at a new job in a different state three weeks from now, today is the best time to sell. If, on the other hand, you're retired and want to downsize, you can sell whenever you're ready. I wouldn't worry too much about trying to time the market.

How do I figure out the sale price?

Pricing is both an art and a science. Your REALTOR can guide you, but ultimately, the decision is yours. Although online estimates are a place to start, those algorithms cannot account for the specifics of your property. Many factors make up price: the current demand from buyers, the local economy, interest rates, the condition and location of the property, and wildcards like whether there's deferred maintenance or structural deficiencies.

How is the assessed value determined?

Assessed value is the value used to determine your property tax burden. It is usually based on the fair market value on date of acquisition, plus a 2 percent increase per year. There are exceptions to this formula, including inheritance and major improvements, like if you add a bedroom or renovate the kitchen. If your property is used for agricultural purposes, you may be eligible for a significant discount on property taxes thanks to the Williamson Act.

Are REALTOR commissions negotiable?

The quick answer is yes. As with so many things, you get what you pay for. With discounted brokerage fees, you may simply get your property added to the Multiple Listing Service rather than getting help with showing your property, negotiating the contract, understanding legal disclosures, and more.

If you pay a standard fee to a full-service REALTOR, they'll support you all the way through. They'll advise you on pricing, negotiations, and legal disclosures. They'll coordinate with inspectors, vendors, lenders, and escrow officers. They'll basically hold your hand from the initial listing through signing the final escrow papers.

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 www.selzerrealty.com and click on "How's the Market."

Dick Selzer is a real estate broker who has been in the business for more than 50 years. The opinions expressed here are his and do not necessarily represent his affiliated organizations.



A conservation easement will protect the beautiful Windswept Ranch, east of Willits.

Mendocino Land Trust protects 219 acres of forest along the Eel River

February 2 – Mendocino Land Trust has accepted a conservation easement to protect 219 acres of forest along the Eel River, east of Willits. The Windswept Ranch conservation easement is a land protection win that was years in the making. The conservation easement will protect 219 acres of forest, including about three-quarters of a mile of frontage on the Eel River.

The Eel River is designated as a Federal and State Wild and Scenic River, and as California's third largest watershed, it supports significant populations of Chinook and Coho salmon, steelhead, and Pacific lamprey.

The conserved property is a diverse forest, containing oak woodlands, Douglas fir, and hardwood forest. The donation of this conservation easement to MLT by the landowner protects this property from development and subdivision, and preserves habitat connectivity to adjacent protected lands, preserving sensitive species and offering an opportunity for wildlife passage.

Conservation easements are built on a landowner's vision to preserve wild or working lands in perpetuity. Landowners then work with a partner organization like MLT to create the legal framework – the conservation easement – in a way that is consistent with the owner's intentions and supports their sustainable management of the land. This planning process can sometimes take years.

At Windswept Ranch, the conversation began in the 1990s, when MLT's former Executive Director Roger Sternberg first spoke to the landowner. Sternberg recalls: "Conserving Windswept Ranch has been a dream of former owner Chuck Ream for decades. We met with Chuck 25 years ago to talk about protecting his beautiful property, and it has finally been accomplished, thanks to the dedication of Chuck and the new owners of the Ranch, Conrad and Gianna Smart. Conserving the ranch is not only a testament to them but to the perseverance of Mendocino Land Trust."

MLT's Land Protection Manager Matt Franks adds, "Windswept Ranch represents Mendocino County at its best: its rugged mountains, beautiful forest lands, and of course, the remote location on the wild and scenic Eel River, a critically important habitat for our endangered salmonid species. Protecting this property is a key piece in the puzzle to conserve these habitats and species more broadly in our area."

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