

“TERMITE” TERRY’S INSIDER INFORMATION

TOP SECRET

April 2011



www.termiteterry.com

(949) 631-7348

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“Home of Your Ironclad, Money-Back Guarantee”

Selling A Home? Avoid Lawsuits By Disclosing Everything

Back in the “good old days”, around the year 2005, home prices were escalating very rapidly. Home buyers had to make almost instant decisions on whether or not to buy a particular home, because if they hesitated for even a few hours, they would often find that someone else had already purchased the home. Another thing we saw happening back then were informal auctions, where two or more potential buyers would start making higher bids on a home to find out who was willing to pay the highest price. The home sellers loved it!

Unfortunately, with that mad buying pace, home buyers didn’t pay much attention to sloppily prepared home sales disclosure forms. They weren’t as concerned about that stuff because they were just happy to own a home in a market where prices were rising monthly.

Today’s world is a lot different. Home prices have plunged since 2006 and they are still declining in many areas. Couple that with all of our economic problems and you can easily understand why home buyers, today, are much more likely to file a claim against home sellers if they find that the sellers were less than candid with their disclosures.

The State of California has very stringent disclosure requirements. Home sellers must fill out and provide the buyers with a disclosure form that list a broad range of

defects – such as faulty electric wiring or termite damage.

The form will ask if you are aware of any substances, materials or products which may be an environmental hazard. Asbestos and lead-based paint are two of the most common issues that concern buyers and sellers.

You are required to state if there are any room additions, structural modifications or repairs made without permits and they want to know if all of these meet current building codes.

Here are some of the other items that are asked on the form:

- Has there been any settling, slippage or other soil problems?
- Are there flooding, drainage and grading problems that need to be documented?
- Has the home had major damage from fire, earthquakes or flooding?
- Are there any zoning violations, nonconforming uses or violations of “setback”?
- Are you aware of any neighborhood noise problems or nuisances, such as barking dogs?

California requires that you report if any deaths have occurred on the property within the past three years.

Potential hazards from floods, earthquakes, fires must

(please turn the page)

The Masters Golf Tournament, April 7-10

Horton Smith: Tournament’s First Winner In 1934
Jack Nicklaus: Most Wins With Six
Arnold Palmer and Tiger Woods: Four Wins Each
South Africa’s Gary Player: 1st Non-American Win (1961)

Remembering General Douglas MacArthur

“Age wrinkles the body.

Quitting wrinkles the soul”

Died April 5th, 1964

Rave Review!

My first observation of "Termite" Terry's was with their work on my neighbor's house. So impressed by their teamwork, I made a mental note that when I needed help they would be my choice. What impressed me was the way they worked together. It was obvious they had a lot of practice (experience) doing their job. When the tenting and the fascia board replacement was completed, the house was beautiful and even the landscaping was not a mess.

A year or two later, pellet droppings at our house prompted the call to Terry's. I was again impressed with the courtesy of being able to follow the inspector as he tapped fascia boards with a rod to determine where the termites were. As we went along he was educating me on what I could do to prevent, find, and fight the rascally pest. Our house was tented, some fascia boards replaced, all done in the timely, professional manner expected. In addition, crickets disturb my wife's sleep. She called Terry's and they periodically treat our landscape for this pest as well. Peace has come at last!

After a couple more years, pellet droppings were found at my industrial building. Terry's inspected and spot treated roofing beams and several other areas. They had to come back to retreat one small area and did it promptly, no hassle, and no charge. So pleased, I called them back again to replace some old, termite damaged trim on the building. After another job professionally done, Joe (walking bug encyclopedia) keeps reminding me they are not the lowest price. I believe value should always be the determining factor. Working with Joe, Jose and Saul of Terry's is not only a good value, it is a good experience. Terry's is definitely in my circle of quality referrals.

Leonard Mingoia
Spectrum Business Centers
Huntington Beach

be disclosed in a "Natural Hazard Disclosure Statement". And, don't forget to alert buyers to the availability of a database maintained by law enforcement authorities on the location of sex offenders.

Filling out these forms is time consuming and may feel like drudgery. However, dealing with after-closing claims will be far more time consuming and the added cost could be devastating.

What Can Happen If You Don't Disclose Everything You Should?

We are currently involved with a case where a home seller was allegedly less than candid about the condition of his home. The buyer purchased the home and later discovered there were major construction problems. An attorney was hired by the buyer and at last word, they are estimating close to **\$700,000 in damages!** A lawsuit like that, my friend, will ruin your day!

If You Are Selling Your Home, Always Err On The Side Of Disclosure!

Take your time and fill out these forms as accurately as possible and you should always err on the side of disclosure. If you aren't sure about how to correctly fill them out or what to say, we strongly suggest you seek advice from a real estate attorney.

You may also want to consider hiring a qualified home inspector to evaluate your home before you put it on the market. If problems are found during the inspection, you then can decide on how to deal with them. The inspection will also assist you in filling out your disclosure forms.

We strongly recommend that you order a termite inspection, as well. And, if you get more than one opinion, make sure that you disclose copies of everyone of these termite inspection reports to the buyer. Some sellers only present the one they like (usually the cheapest bid) and throw the rest out. Please keep in mind that termite inspection reports are filed with the State, they are kept on public record

for three years and anyone can contact the State and get a copy.

Are you considering selling your home and need a termite inspection? **Call our office at (949)631-7348** and we'll schedule an inspection at your convenience.

\$171K Worth Of Chile Peppers Destroyed!

A company was ordered to destroy \$171,000 worth of red chili, no later than March 17, 2011. Federal authorities said it was contaminated by rodent droppings, urine, insect larvae and roaches. The company will pay for destroying the produce under supervision of the Food and Drug Administration

Rodent nest were allegedly found in the chili. There was also evidence that mice had gnawed, defecated and urinated on the chili pods. Court documents showed that the food warehouse was also allegedly home to a live cat, live birds, bird nesting, bird droppings, animal feces, animal urine, lice, dead insects, insect larvae and moth-like insects.

Deputy marshals, asset forfeiture specialist and FDA investigators all wore surgical masks and gloves during the raid to protect themselves from rodent borne diseases. 45,730 pounds of Mexican chili was seized. The 80,000 square foot warehouse was locked up to prevent anyone from removing or disposing of the contaminated chili. The FDA is leading a civil case charging food adulteration against the owners. "Termite" Terry says that if you have a food warehouse of this type, effective pest control services are no place to cut corners. The owner in this story lost \$171,000 dollars worth of inventory and when you consider how much business he had lost due to being shut down and that his reputation has been destroyed, a good and effective

pest control service would have saved him a fortune. Need help with pest control services? **Call or office at (949) 631-7348** and we'll schedule an appointment at your convenience.

Two Brothers Awarded 400K In Lead Paint Case!

Two young boys were awarded \$400,000 for damages suffered after they ingested lead based paint. Their mother claimed that her two sons were sickened by lead based paint that had peeled or chipped off the walls and windows in their former apartment.

One of the boys was 3 and the other at 16 months when they moved into that rental, along with the mother. In July of 2009, test showed that both boys had blood levels indicative of lead poisoning.

Lead paint violations were issued to the landlord in May and August of 2009. The landlord was then sued by the family and the children were awarded \$200,000 each after a bench trial.

"Termite" Terry wants to remind landlords and property managers with homes built before 1978 to have them tested for lead based paint. It is especially important to have homes tested for lead based paint if you're planning to be doing renovations, repairs or painting. Thinking about investing in rental property? Don't even think about buying anything built before 1978 without a lead paint test, **FIRST**. More and more tenants are going to hear about these big lawsuits and will want to start playing "litigation lotto" with your money.

Need help with wood repairs on homes built before 1978? "Termite" Terry and his crews are EPA Certified Renovators and are trained in Lead-Safe Practices. To schedule an

appointment, **call our office at (949) 631-7348** and we'll be glad to assist.

The President's Economic Stimulus Plan Succeeds!

Some are saying that our nation's economy is improving and President "Termite" Terry would like to thank everyone for helping to make his economic stimulus plan a huge success.

- Gail Rogers of Rancho Santa Margarita referred us to Marc Grossman of Silverado.
- Todd Hartzog of Coto de Caza referred our service to Jim Davis of Mission Viejo.
- Jessica Vu of Irvine referred our service to Louise Fulkerson of Anaheim.
- Cathy Johnson of Fountain Valley referred us to Steve Merickel of Fountain Valley.
- Teresa Nguyen of Huntington Beach referred our service to Keri Do of Fountain Valley.
- Mike Catalano of Aliso Viejo referred our service to his mother, Judy Catalano of Anaheim.
- Jim Glover of Newport Beach referred us to Colleen Barney of Newport Beach.
- Vera Valencia of Mission Viejo referred our service to Bob Zand of Mission Viejo.

Gas prices are going up. But, with the President's Stimulus Plan, everyone that participated will receive welcome relief – **A \$50.00 gas card!** Would you like to get your **FREE tank of gas**? Refer your friends and neighbors and President Termite Terry will really stimulate your economy with a **FREE Tank Of Gas!**

April Is National Sexual Assault Awareness Month

April has been designated as National Sexual Assault Awareness Month. In 2011, the campaign will focus on getting everyone to speak up so that we can help prevent sexual violence in our cities, workplaces and schools. They are going to explore common, everyday behaviors and offer individuals viable and responsible ways to intervene. By using this prevention approach, it will help to create a safer environment for everyone.

According to the National Violence Against Women Survey, 1 in 6 women and 1 in 33 men in the U.S., has experienced an attempted or completed rape during their lifetime. There is no single cause that accounts for sexual violence. However, there is a combination of forces that we all should consider – those that increase the risk of violence and those that reduce the chance that violence will occur.

"It's time . . . to get involved," is the title of this year's campaign. They are going to incorporate a bystander approach to sexual violence prevention. They consider a bystander or witness as anyone who sees a situation but may or may not know what to do, maybe they think someone else will act or they may just be afraid to get involved. Current research is showing that getting bystanders involved is a promising way to help prevent the widespread problem we have with sexual violence in our communities.

You can make a huge difference by getting involved. We've all seen or heard of people doing things they shouldn't. Maybe it's an adult touching a child, a store clerk putting their hands where they shouldn't, coworkers making inappropriate comments, your friends getting involved with others that may put them in compromising positions, etc. Don't just lay back and hope for the best. It's time . . . to get involved!

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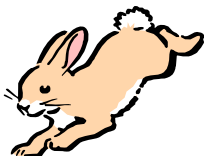
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****At Termite Terry, We'll Get Rid Of All Your Termites Or Your Treatment Is FREEEEEE!!****

Spider Attack Causes 65,000 Cars To Be Recalled!

Just when you think you've heard it all, some new problem comes along. Can you actually believe your ears when I tell you that some spiders like the smell of gasoline? These "gasoline loving" spiders are attacking the fuel systems in automobiles and have now forced an automaker to recall 65,000 cars!

Mazda Motor Corp. said they will recall 65,000 cars so that a problem caused by "yellow sac spiders" can be solved. These spiders have been found nesting in rubber hoses connected to the fuel tank system in their cars. The manufacturer is concerned that webs from these spiders may clog up the fuel system, cause fuel leaks or even fires.

"It is a serious problem . . . The gas tank could crack, and we want to make sure that every owner of a Mazda 6 brings their cars to a dealer and have it checked," said Jeremy Barnes, a spokesman for Mazda North American Operations. Mr. Barnes believes the spiders are getting into the cars after they leave the factory.

John Trumble, an entomologist from UC Riverside has his own opinion of the problem. He said, "These spiders are not getting into cars while they are parked at homes. This is probably going on at some warehouse. The inside of a tube is the perfect place to spend the day waiting for night to go hunting." He believes that fuel system components should be checked for spider infestations at the factory and at supplier's warehouses.

Mazda dealers in the U.S., Canada and Mexico have found 20 cases of spider infestations in 2009 and 2010 year models.

You've heard me say it before, "Cutting back pest control services may save you a few bucks now, but may cost you a fortune later." Guess I had better call my friends over at Mazda and ask them if they'd like to sign up for service!



"Termite" Terry Singleton