



**CANADA™**

PEST CONTROL DOWN TO A SCIENCE®

**BEFORE-YOU-BUY**

# PEST APPRAISAL GUIDE



# YOU'RE IN THE MARKET FOR A NEW HOME — but not for a pest infestation.

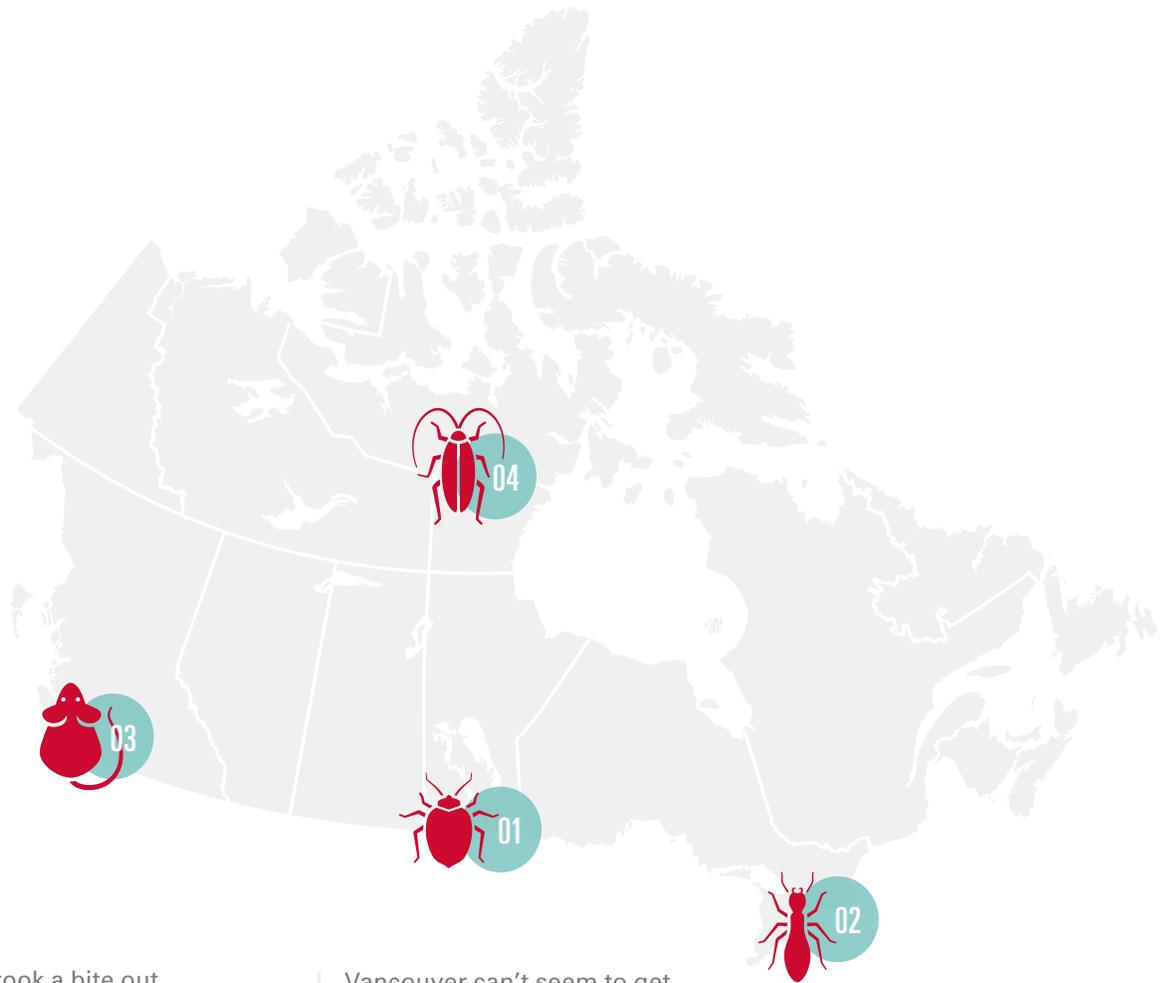
We get it: most soon-to-be-homeowners are more interested in square metres than silverfish. But understanding the pest threats before you make an offer could save you more than just a headache; it could save you thousands of dollars.

That's why, before walking in the front door, you need to know if there's been a welcome mat out for pests. After all, with a single German cockroach in your kitchen and a queen termite beneath your foundation, your down payment will cover more than just a three-bedroom house. Within a year, you'll be the proud owner of 300,000 cockroaches<sup>1</sup> and 10,950,000 termites.<sup>2</sup>

So grab your mortgage application, your real estate listings and your Pest Appraisal Guide. We can't guarantee you'll unearth your dream home — but we'll try to unearth anything that might be lurking in the basement.

# THE INFLUX OF INVADERS

Think we overestimate the number of pests moving into homes across the country? We have a few facts that make the case. Ready to invest?



01

Bed bugs took a bite out of Winnipeg, which came in #2 on Orkin Canada's 2017 Bed Bug Cities List.<sup>4</sup>

02

Termites cause an estimated \$120 million in damage each year in Toronto alone.<sup>5</sup>

03

Vancouver can't seem to get rid of the vermin and ranked #1 on the list of 2018 Rattiest Cities in B.C.<sup>6</sup>

04

The German cockroach is the most common roach in Canada and can be found as far north as Nunavut.<sup>7</sup>

# THE WELCOMING COMMITTEE

We all love friendly neighbours. Particularly the ones who bring baked goods to the front door – but not the ones who eat the front door. A common mix-up.

Between the neighbours' overgrown lawn and the attic's abandoned insulation, you're likely to receive a warm welcome from one of these eight nuisances. Meet the original Home Owners Association:



## DAMPWOOD TERMITES

### APPEARANCE

Dampwood termite swarmers can be 25mm long, including their wings. They have a large head with pincers on the front for non-stop chewing...

### LOCATION, LOCATION, LOCATION

As their name suggests, dampwood termites are fond of moisture and often found on the western coast.

### TASTE BUDS

These termites forgo whole grains in favour of wood grains, preferring damp and even rotting wood.



### BONUS AMENITIES

Dampwood termites sure do bring down the house! They are known to weaken homes by hollowing out support beams.



## SUBTERRANEAN TERMITES

### APPEARANCE

While appearance varies by termite caste, you're most likely to spot dark-brown or black swarmers.

### LOCATION, LOCATION, LOCATION

Unlike dampwood termites, subterranean termites live beneath the ground. They build mud tubes from the ground to the wood they infest or take a shortcut via cracks in walls and foundations.

### TASTE BUDS

In addition to wood, these bookworms will chew through books and other paper products.<sup>8</sup>



### BONUS AMENITIES

Subterranean termites track mud or soil onto the wood they're infesting. Guess they didn't get the memo to wipe their feet at the door.



## RATS

### APPEARANCE

Norway rats can grow up to 40 cm in length, whereas roof rats tend to be slightly shorter and skinnier.

### LOCATION, LOCATION, LOCATION

Adept climbers, roof rats are apt to enter homes via attics, roofs and rafters.

### TASTE BUDS

Nature's dumpster divers, rats are omnivores that will eat virtually anything.



### BONUS AMENITIES

These pests aren't above turning the toilet into a personal pool. Rats can tread water for three days.<sup>9</sup>



## HOUSE MICE

### APPEARANCE

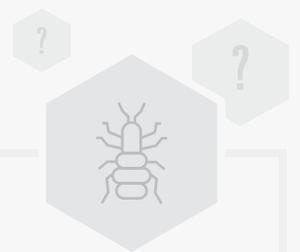
House mice have large ears and even longer tails.

### LOCATION, LOCATION, LOCATION

Mice are likely to seek shelter in cluttered attics, damp basements or food pantries.

### TASTE BUDS

House mice prefer seeds and nuts in their diet, but they'll settle for anything available.



### BONUS AMENITIES

House mice can also bring fleas, ticks and lice into your home.



## ANTS

### APPEARANCE

While ants vary in colour and size, they're most likely spotted crawling in a single-file line.

### LOCATION, LOCATION, LOCATION

Most ant species build their nest outdoors but make their way inside when they discover a food source. Honey, we're home!<sup>10</sup>

### TASTE BUDS

Contrary to popular belief, ants don't just follow a breadcrumb trail. They actually enjoy a well-balanced diet of meat, veggies and fruit.<sup>11</sup>



### BONUS AMENITIES

Ants have superhuman strength and can lift up to 50 times their body weight. If only they could help with the sofa.<sup>12</sup>



## BED BUGS

### APPEARANCE

Bed bugs have small, flat, oval-shaped bodies and vary from brown to red in colour – depending on how recently they ate.

### LOCATION, LOCATION, LOCATION

In spite of their name, bed bugs can be found anywhere humans are, including within used furniture.

### TASTE BUDS

These pests will suck more blood than your mortgage lender.



### BONUS AMENITIES

Make sure you're the only one moving in on moving day. Bed bugs are adept travelers and can be transferred in moving trucks.



## POWDERPOST BEETLES

### APPEARANCE

The term "powderpost beetle" refers to three types of wood-infesting beetles. They are typically small and reddish brown in colour.

### LOCATION, LOCATION, LOCATION

These beetles infest both hardwoods (floors, trim or even ornamental pieces) and softwoods (wall framings and support joists).

### TASTE BUDS

Small, round holes are these pests' telltale sign. Often, these holes are accompanied by a small amount of powder-like sawdust, called frass.<sup>13</sup>



### BONUS AMENITIES

Got a state-of-the-art freezer? Powderpost beetles can be eliminated by exposing them to subzero temperatures.<sup>14</sup>



## SPIDERS

### APPEARANCE

Eight legs (well, 99% of them) + six eyes + two body regions = one hair-raising home invader.

### LOCATION, LOCATION, LOCATION

Spiders are most likely to be found in older homes that have been uninhabited for significant periods of time.

### TASTE BUDS

Spiders feed on insects, other spiders and any other prey they can subdue.



### BONUS AMENITIES

Cobwebs aren't just Halloween decorations. Spiders' webs are also used to trap troublesome pests, including flies and mosquitoes.<sup>15</sup>



# CHOOSING YOUR NEST

We're all looking for something different on our quest for a new home. Rat realtors are on the prowl for shredded newspapers; American cockroaches crave the community of a good sewer. But humans? Well, they're looking for four walls, one roof and zero pests.

# HOUSE HUNTERS

Think your new home is immune to pest problems? Think again. Whether you're buying a new, custom-built property, a renovated mid-century ranch or a historic Victorian, every house could be a home for pests. Here's a punch list for your next walk-through.



## NEW HOMES



### SWARM SEASON

Greater likelihood of ants and termites.



### TREAT YO'SELF

Have the home, particularly the foundation, pre-treated for pests.



### RAIN ON YOUR PARADE

Rain could lead to trapped moisture and future pest issues. Have your inspector use a moisture meter in the basement and/or crawl spaces.



### LONG LISTING

If the home has sat on the market for a while, double check attics and basements for opportunistic invaders. These are often overlooked during showings.

## OLD HOMES



### CALL OF THE WILD

Greater likelihood of wildlife and rodents.



### WHAT A BORE

We'll let you guess why you don't want the "old house borer" beetle inside your home.



### ROTTEN LUCK

A different kind of pest, wood rot is a major cause of damage in older homes. It could also indicate termites have taken up residence.



### DAMAGED GOODS

Does the house have signs of water damage? If so, you're likely to encounter moisture-loving pests.

## RENOVATED HOMES



### DISTURBIA

Greater likelihood of ground-dwelling insects and rodents whose homes may have been disturbed during the remodeling process.



### PIPE DREAM

Pests, particularly cockroaches, will hide in unused pipes.



### OPEN HOUSE

Painting requires leaving doors open – the perfect entrance for rodents.

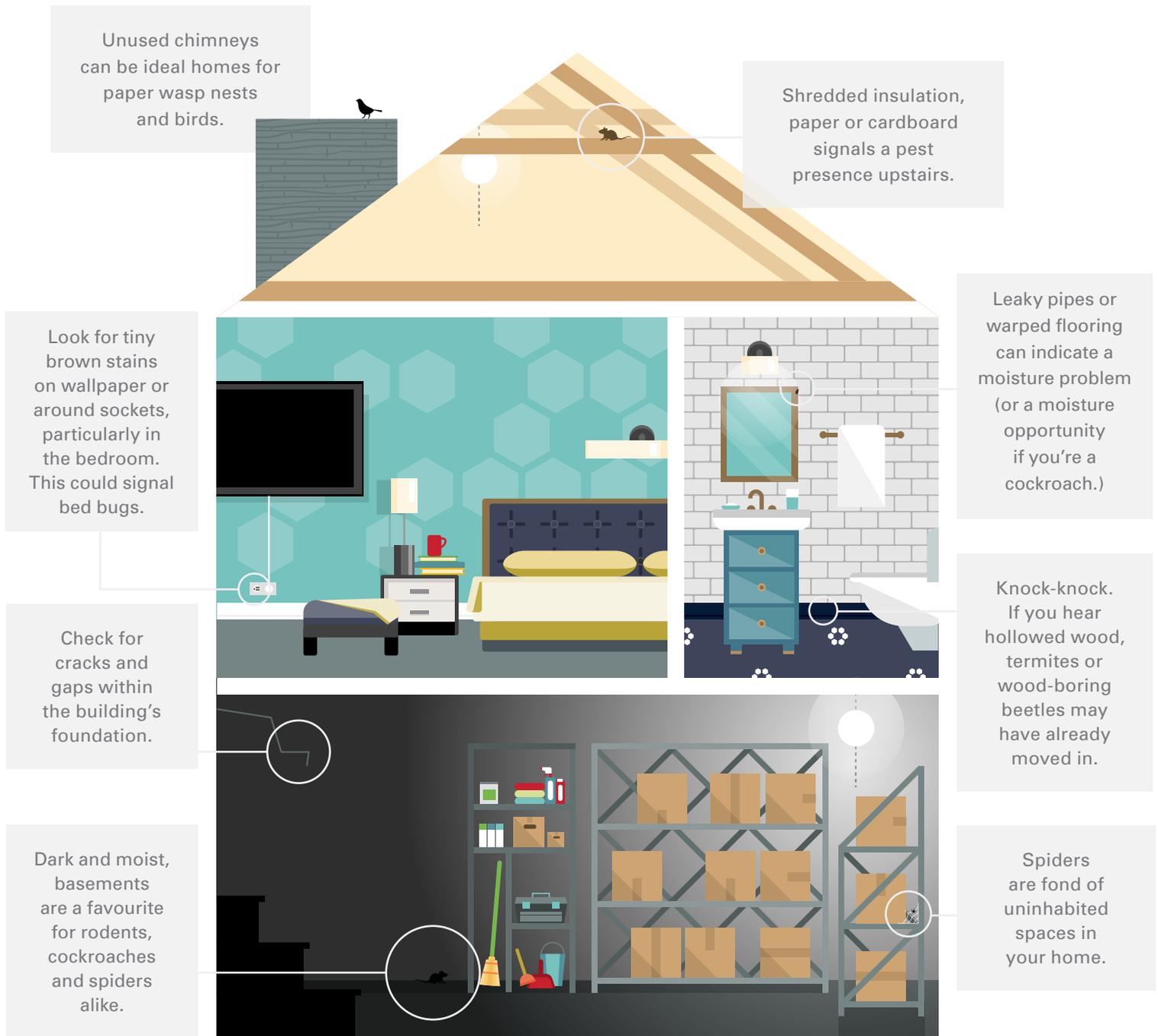


### STORAGE STOWAWAYS

Stored furniture during remodeling may inherit bed bugs.<sup>16</sup>

# PROPERTY APPRAISAL

From the attic to the pool, there could be early indications of pest problems in virtually every space of your soon-to-be-house. Look for these telltale signs during your property tour:



# NEIGHBOURING THREATS



Your lawn may be pristine, but your neighbour's yard is overgrown with vegetation. That means a pest problem for you both.



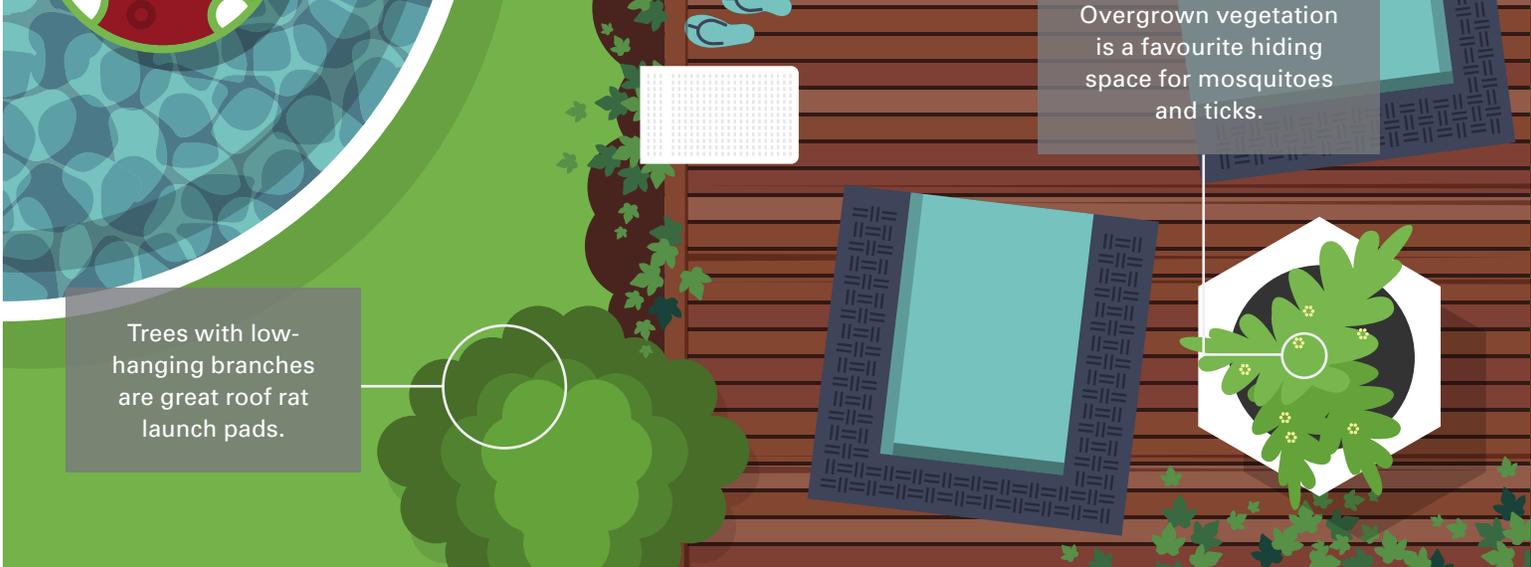
Termites and wood-boring beetles can make homes in wood mulch, wood fences and other nearby structures.



Ensure water is constantly circulated and clean. Leaves and debris make perfect swimming conditions for mosquitoes.



Make sure the porch isn't decked out with buckling wood – an early sign of a termite infestation or wood decay fungus.



Overgrown vegetation is a favourite hiding space for mosquitoes and ticks.



Trees with low-hanging branches are great roof rat launch pads.

# THE



# IN (SECT) PECTION

Home sweet home! You've identified a property to purchase, and you're ready for the home inspection. But while home inspectors can identify plumbing and electrical issues, they may be missing problems crawling right beneath their feet...

# UPON CLOSER REVIEW

A home inspector is a licensed professional who visually inspects the structure and components of a home, identifying any immediate or potential issues. While the requirements vary from province to province, the Canadian Association of Home & Property Inspectors (CAHPI) outlines the minimum standards you can expect from an inspection:



## STRUCTURAL ELEMENTS

Under-floor crawlspaces | Attics |  
Foundation | Floor structure |  
Wall structure | Ceiling structure |  
Roof



## INTERIOR

Fire places | Walls, ceilings & floors |  
Steps, stairways & railings | Countertops |  
Doors | Garage vehicle doors |  
Installed appliances



## EXTERIOR

Wall coverings | Doors | Balconies &  
porches | Eaves & soffits | Vegetation |  
Walkways, patios & driveways



## HOME SYSTEMS

Plumbing | Electric | Heating & air conditioning |  
Insulation & ventilation



What's noticeably *not* included in this list? **Pests**. In fact, CAHPI states that the home inspector is NOT required to determine, "presence of potentially hazardous plants, animals or insects including, but not limited to wood destroying organisms, diseases or organisms harmful to humans." Gnaw-t good.<sup>17</sup>

Have we convinced you to hire a pest inspector yet? If not, consider this: termites invade 600,000 homes per year, causing a collective \$5 billion of damage.<sup>18</sup> That's more damage caused to homes than tornadoes, hurricanes and flooding – combined.<sup>19</sup> And even worse? Most home insurance companies don't cover pest damage.

A pest inspector will go beneath the surface of your perspective property, looking for pest threats including:

Cockroaches

Beetles

Rats

Mice

Termites

Wildlife  
(including  
squirrels)

Ants

Spiders

Bees and  
other stinging pests

...and more

# 4 PEST QUESTIONS TO ASK THE HOME SELLER OR REALTOR

## 1. Did the previous owner have a termite warranty?

If so, are the terms transferable?

Oftentimes homeowners invest in a termite warranty, an agreement that their home is covered from termite damage for a certain amount of time following treatment. There are two types of warranties: a “Retreatment & Repair” warranty and a “Retreatment Only” warranty. Both cover the cost of retreatment should termites reappear, but only the former covers the cost of repairs. Many termite warranties are transferrable to new homeowners.<sup>20</sup>

## 2. When was the roof last replaced?

Raise the roof for homes with new roofs, as this means fewer leaks, better insulation and more energy savings. But a hidden secret? You’ll also encounter fewer insect and rodent problems. This is because potential pest entry points over your head have been sealed over.

## 3. Have you had any exclusionary work done?

We’re not trying to be exclusive, but – okay, maybe we are. Exclusion is the first line of defense against pests. This work includes simple, preventative measures, such as screening windows, caulking doors and patching holes and cracks, to keep pests outside your home.<sup>21</sup>

## 4. Have you had any pest issues?

If the answer is “yes,” that’s certainly not a reason to forgo making an offer. But, knowing past pest damage can be a prediction of future issues. For instance, a history of termites means it’s wise to invest in ongoing protection. Or, pests that stemmed from moisture damage may indicate a larger problem with the home.

# HOUSE-



# WARMING PARTY

You loved the house, received glowing reviews from the home inspector and easily passed the Wood Destroying Organism (WDO) test. You were approved for a mortgage, made the down payment and signed the papers. You're a new homeowner – and it's time to celebrate. But pests aren't invited to this housewarming party.

# NEW HOMEOWNER CHECKLIST

We understand that you're probably not thinking about pest control when you move into a new home. There are rooms to furnish and paint colours to choose. But, don't wait for your roof to become a rat resort before thinking about pests again. There's work to be done.

- Seal windows
- Clean gutters
- Move wood (mulch and fences) away from house
- Check for plumbing leaks
- Seal gaps around pipes
- Caulk any holes
- Cover vent openings with wire mesh
- Clear the attic
- Trim low hanging trees
- Install door sweeps
- Position gutter downspouts away from your foundation
- Dispose of empty cardboard boxes

## And, for an ongoing, pest-free home:

### Choose a Pest Management Provider

Even if you're not currently experiencing pest problems, you'll want a pest management provider who can provide preventative guidance.

### Schedule Recurring Inspections

Don't wait for an infestation to happen. Schedule quarterly – or more! – inspections to ensure you don't have any residents who aren't paying rent.



# WE'LL SEE OURSELVES OUT

Now that you've settled into your new house with its sturdy foundation and pristine attic, we'll leave you to enjoy the comforts of home. Just remember: if pests come calling, we're in the neighbourhood.

**CALL YOUR LOCAL ORKIN CANADA BRANCH  
TODAY TO SCHEDULE A FREE CONSULTATION.**



**CANADA™**

PEST CONTROL DOWN TO A SCIENCE.®

**1-800-800-6754**

# SOURCE LIST

- 1 <http://www.combatbugs.com/en/home/pest-identification/bug-files/how-often-do-cockroaches-lay-eggs.cky.html>
- 2 <https://www.npr.org/2011/05/06/136028437/a-termite-queen-and-her-ultimate-sacrifice>
- 3 <https://www.bloomberg.com/features/2017-america-roach-rats-infected-cities/>
- 4 <https://www.orkinCanada.ca/resources/canada-top-25-bed-bug-cities/>
- 5 <https://globalnews.ca/news/775446/termite-invasion-destroying-gta-homes/>
- 6 <http://www.vancourier.com/news/vancouver-is-officially-the-rattiest-city-in-b-c-1.23280966>
- 7 <https://www.canada.ca/en/health-canada/services/pest-control-tips/cockroaches.html>
- 8 <https://www.orkin.com/termites/drywood-termites/>
- 9 <https://www.orkin.com/rodents/rats/>
- 10 <https://www.orkin.com/ants/>
- 11 <https://www.orkin.com/ants/little-black-ants/>
- 12 <https://askabiologist.asu.edu/content/ant-factoids>
- 13 <https://www.orkin.com/other/beetles/>
- 14 [http://ohiowood.osu.edu/images/Powderpost\\_Beetles.pdf](http://ohiowood.osu.edu/images/Powderpost_Beetles.pdf)
- 15 <https://www.orkin.com/other/spiders/>
- 16 Information taken from the #AskOrkin Homebuyer Twitter Chat and from interview with Orkin entomologist, Glen Ramsey, BCE.
- 17 Canadian Association of Home & Property Inspectors, 2012 National Standards of Practice.
- 18 <https://www.orkin.com/termites/facts/statistics/>
- 19 <https://www.orkin.com/termites/real-estate/pre-home-buying-termite-inspections/>
- 20 <https://www.orkin.com/termitecontrol/orkin-termite-treatment/>
- 21 <https://www.orkin.com/commercial/services/exclusion-services/>