

THE NEWEST SPDS DISCLOSURE: CHLOROPYRIFOS COMPOUNDS!

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First it was DDT, then Chlordane. Now it is Dursban and its cousin, Lorsban. And each of these pesticides have three things in common today: They all cause neurological damage to humans and animals, they exist in high concentrations in homes, schools, hospitals, recreation areas, daycare centers, public buildings and yards throughout Arizona and they are all now absolutely BANNED! The point: ***With about 20 million pounds of the chloropyrifos compounds (Dursban and Lorsban) still being used annually in America, the EPA ban going into effect for them on December 31, 2000 and December 31, 2001, respectively, spells serious and immediate disclosure issues for our industry!***

It's because Dursban, a relative of Sarin (a nasty organophosphate used in chemical warfare and most recently suspected as the culprit behind the "Gulf War Syndrome," a neurological disorder plaguing many GIs from the Iraqi theater), is not only the main toxicant of just about every commonly used household insect spray (the EPA says over 800 consumer products contain it), but it is also **STILL the central professional termite and general pest control medium in Arizona**. It's *everywhere* and has been accumulating since the late 1970s and 1980's when the other previous toxicants were respectively barred from use. Worse, the EPA admits that ***it is truly awful stuff!***

Chloropyrifos compounds attack and paralyze the nervous system, terminating of the voluntary and autonomous life systems. In insects such as termites, ticks, fleas, ants and cockroaches, the ability to move or breathe is simply precluded until they gasp to their death. (Not an attractive thought, even when they are so ugly.) But according to the EPA studies, ***as it does to bugs, so it can do to humans***. In our case it just takes a lot more than we are ever likely to encounter in order to kill us. Even though this is the case it doesn't take that much to **maim** us. Children are especially vulnerable and can suffer from blurred vision and even permanent memory loss from only small amounts. And that is the point. A detailed 1994 medical survey of 1,000 Americans (adults and children) randomly selected published by U.S. News and World Report in November 1999 reported that 82% had chloropyrifos traces in their urine. Other subsequent and even larger studies are consistent. So the answer is yes. **It's bad, it's here and now.....it's inside of us!**

What does this say for our industry? It doesn't take a rocket scientist to figure out that one! Disclosure, disclosure, **DISCLOSURE!!** GET THIS ON YOUR INITIAL CONTRACT AND INTO WRITTEN DISCLOSURES. If your form does not have a specific check box for "other matters" that might affect the transaction or property, try writing in something like this: ***"This home and land may contain the pesticides Dursban, Lorsban or other compounds which have been banned by the EPA, the former being banned effectively January 2001 and January 2002, respectively. Dursban and Lorsban have been widely used throughout American homes and yards for over a decade, yet have only recently been identified by the EPA as a potential health hazard. If Buyer considers this material, Buyer should have the property inspected and/or remediated by someone competent in the field."*** You buyer-brokers out there: Don't wait for the Seller to do this. Give your buyers the same "heads up" in writing somewhere before the deal goes hard (and you may want to ask the Seller to clean it up as part of the sale). Landlords

and property managers: Ditto. And you may want to switch to the alternative, legal pesticides for your regular treatments right now.

No, this is not the end of 21st real estate century as we know it. It is just another disclosure item among the hundreds that we bring to the table every day in order to maintain accurate, valuable, and effective service to our clients and customers. ***So who ever said that assisting people in making the largest single investment of their entire lives is supposed to be a snap!***

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