

# front porch news

Jon and Leslie Foster, J & L Real Estate Group | 510-397-0696 | [www.JonAndLeslie.com](http://www.JonAndLeslie.com)

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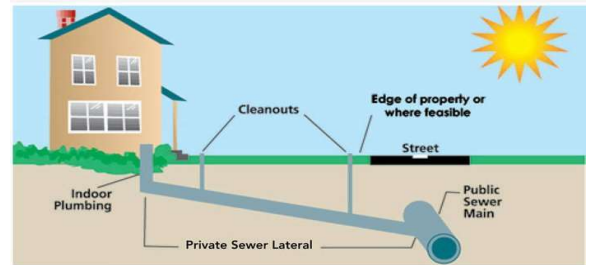
## Fun Facts for the kids

My son Grant and I love to play true or false, it helps pass the time when we travel on long car trips or when we are just out and about running errands.

Here are some true fun facts we discovered last week... they are a little weird but pretty cool. See what your kids think!

- Jellyfish sting even when dead.
- Strawberries have more Vitamin C than oranges.
- Blood Hounds can follow a scent that is four days old.
- A Hippos's lips are about two feet wide.
- There's a heart-shaped coral reef in Australia.
- Snakes can't slither on glass.
- Girls have more taste buds than boys do.
- The tallest known snowman was higher than a 12-story building

## Are Castro Valley Sellers required to test their Sewer Lateral prior to Selling??



This issue has been the recent topic of spirited

debates between Castro Valley homeowners, real estate agents and Castro Valley Sanitary District. As with any good debate there are issues that are important to all parties involved. We'll get into these issues here shortly, but it's important to note that on July 1, 2019 Ordinance No. 179 which establishes a Private Sewer Lateral Regulatory Inspection (PSL Program) will go into effect in Castro Valley.

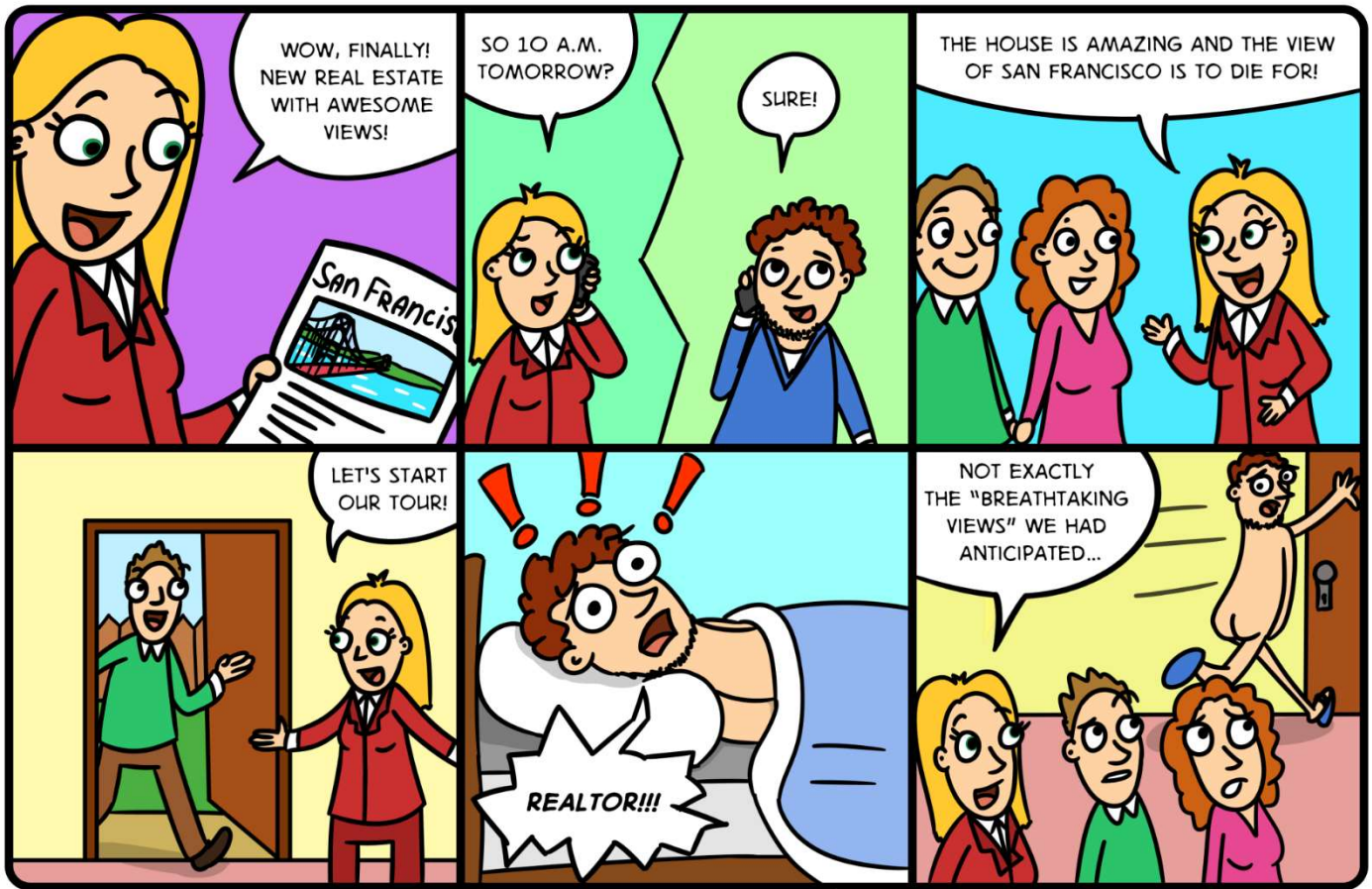
The purpose of this ordinance is to reduce the amount of rainwater received at the CV San / Oro Loma Wastewater Treatment Plant (WWTP) during storms. Currently, damaged private sewer laterals allow rainwater to enter through cracks and offsets, which in turn causes more flow into the WWTP than the system was designed to handle, and this rainwater is treated unnecessarily.

The PSL Program will require all Castro Valley homes within the CV San boundary to have a private sewer lateral compliance certificate at the time of sale (close of escrow). Homes that were built less than 30 years ago or have had at least 50% of their sewer lateral replaced in the last 10 years will automatically be issued compliance certificates and be considered exempt from this program.

The process to have a sewer lateral inspected will be as follows: The property owner will need to pay CV San a \$230 permit fee to have a closed captioned TV camera inspection of the sewer lateral. The CCTV inspection must be witnessed by a representative of CV San and the video will then be valid for a period of 6 months. This video is then used by CV San to determine whether the sewer later will need to be replaced.

Like with any other term of the sale, there will be an option for homeowners to negotiate these permit and possible sewer replacement fees with the buyer of their home. The average cost to replace a sewer lateral can range anywhere from \$4,000 - \$10,000 depending on the

*(continued on page 2)*



## APRIL QUIZ QUESTION

*What do you get if you divide the circumference of an apple by its diameter?*

### Meet the Team – Valerie Ruby

Hello, my name is Valerie Ruby and I'm a buyer specialist on Jon & Leslie Foster's real estate team. I assist Jon and Leslie to be sure all leads from our open houses and social media are followed up with and work with many of our buyers to provide the best service possible when buying a home. I've been living in the Bay Area for 18 years, 13 of them in Dublin. I can't believe how fast that time has flown by!

Like many of you we are a blended family. I have two amazingly talented and bright children from a previous marriage. Brayden, my only boy is 15. (wow!) He is into everything sports, baseball, football and of course basketball. My oldest daughter Bailey is almost 12 going on 25. She is musically talented, loves playing the flute in the Wells Middle School band and has a million friends whom she facetimes all day every day.

I am so blessed to have met the most incredible man, my true soul mate and best friend Cody. We have two adorable little girls together. Isabella is 3 and she is the stuff of fairytales. She has the kindest soul I've ever witnessed, and it shines. Our youngest little one is Kennedy Rose who is now 7 months. We can already tell she will do big things in life, she has goals and won't let any one stop her!

Which brings me back to you. My business is more than the professionalism and negotiating skills that I bring to the table. It's the passion I have for serving others. I didn't get into the real estate industry to make money, I got into the real estate industry because I fell in love with it. I fall in love with each property I walk into and every single person and family I meet. I love hearing your stories and getting to know your needs. So please call me, let's go grab some coffee and chat about your real estate goals.



## Thank You!

**Thank You** friends who've trusted us to work with you, your friends, and family. Special thanks this month to...

**Dustin M., Christine T.,**

Our business depends on referrals. We hope you feel comfortable introducing us to the people you care about.

## Want to Win a \$10 Coffee Card?

**It's easy to win!** Just send in the answer to the **quiz question** on page 2. Each month, all correct entries have a chance of winning a coffee card. Put **QUIZ** in the subject and email it to: [jandrealestateteam@gmail.com](mailto:jandrealestateteam@gmail.com)



**Last Month's Question:** *From what festival did the month of February get its name?*

**Last Month's Answer:** *February gets its name from the ancient Roman festival of purification called "Februa." The festival emphasized atonement and the need for purification to bring about good fortune and fertility.*

Congratulations to February's winners! Darlene S., Uncha S. Judith T. & Brand W.

*(continued from page 1)*

the complexity of the job. If the homeowner and the real estate agent negotiate that the buyer perform the repairs after the close of escrow the buyer will need to put up a \$4,500 bond with CV San and in turn CV San will issue the buyer a time extension certificate allowing them to complete the work after the escrow has closed.

We have been asked many times already as real estate agents how we feel about this issue. This simply is one extra step that now must be taken in order to get a home sold in Castro Valley. In terms of negotiating this is no different than a roof that needs to be replaced, a deck that needs repairs or an electrical panel that needs to be replaced, they are all issues that must be negotiated on between buyer and seller. In this regard we want to continue to be an asset to Castro Valley home owners in representing them in the strongest way possible. As in any real estate transaction sometimes it makes sense for a seller to perform repairs and sometimes it doesn't. Ultimately a home will sell for its true value which is always a function of location, condition, features and benefits.

In summary we want to be a resource of information, advice and guidance for this new PSL program taking effect in Castro Valley 7/1/19. If your home closes escrow between now and 7/1/19, then this can be avoided, otherwise we would suggest a plan be put into place to decide how you will handle this issue when the time comes to sell your home. In preparation for this ordinance to take effect we have already lined up plumbing contractors who have agreed to offer very competitive pricing for any work needing to be performed. Let's work together to make the best of this new challenge that will ultimately improve our sewer system and improve the homes here in Castro Valley. Like the old saying goes, "The only thing constant in this life is: Change".

## Castro Valley Businesses We Love!!



If you are looking for Yoga, look no further! This is your place; Castro Valley Yoga has a variety of classes for the true beginner (like me) or the hardcore Yoga goer. You will not be disappointed!

Tell them Leslie sent you ☺

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[www.cvyoga.com](http://www.cvyoga.com)

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## “How can you know if you’re hiring a good real estate agent?”

Sizing up an agent is difficult for many people, because there's no consistent standard to measure them against. Buyers and sellers must make a decision based on very little more than what the agent tells them.

The only reliable approach to measuring an agent's effectiveness is to ask other people for their experiences with that agent. Ask the agent to give you the names and contact info of the last three clients they worked with. Then call or email those past clients for a reference.

If you’re considering hiring a newer agent, you may want to explore their support system. Talk to their broker or office manager to see how they’ll back up the agent to ensure you get high quality service as this is a business where experience and service matters.

*When you're in the market for a real estate agent, please allow us to interview for the job. We'll happily provide references that will prove our value. We also invite you to read our reviews: [www.jonandlesie.com/testimonials](http://www.jonandlesie.com/testimonials)*



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