Termite Company Exit Diligence Checklist

The exact documents a private buyer or regional consolidator will ask for when evaluating your termite book. Have these ready and you close faster at a higher multiple.

Bond and renewal ledger

- Active bond count with issue date, renewal date, and annual fee
- Renewal rate by year for the past three years
- Recent price increases and adoption rate
- Bond agreement template and any state-specific addenda

Claims and liability

- Re-treatment log for the past three years with cost per claim
- Repair claim log with dollars paid out
- Open claims or disputes and their status
- Reserve or bond backing arrangement, if applicable

Inspection and treatment records

- Digital treatment graphs and diagrams accessible in one system
- Inspector notes and photos linked to each account
- Chemical purchase and application records for the past two years
- WDIR / WDO report history

Team and license depth

- Named certified operator and backup operator
- Inspector rotation and average years of experience
- Owner role in new bond sales and post-sale transition plan

Financials to hand a buyer

- Termite revenue and margin broken out from general pest
- Cost of goods per treatment including chemistry, labor, and equipment
- Marketing cost per new bond sold
- Trailing 24 months P&L; with add-backs noted