

**Subject:** Re: 470 Ruthven today dispute  
**From:** Fatekh Vergasov (vergassov1@yahoo.com)  
**To:** milesm@kw.com;  
**Date:** Monday, 14 May 2012, 16:01

My only concern is irrigation pipe and no digging.

The Beauty you do know better them most of us stupid Russians

Sent from my iPhone

On May 14, 2012, at 3:58 PM, "Miles McCormick" <[milesm@kw.com](mailto:milesm@kw.com)> wrote:

1-5 understood.

6: The post is installed with a rod design as you mentioned before. They do not use the old method of digging out the soil. I have used the same professional for many years to install my signs and he is very careful regarding irrigation. However, if you have a location you would like to use for the installation, please mark it at the property and let me know where you have marked so I can let my installer know. I will need to know your desired location by this Wednesday at 12noon.

Thanks,

Miles

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**From:** Fatekh Vergasov [mailto:[vergassov1@yahoo.com](mailto:vergassov1@yahoo.com)]  
**Sent:** Monday, May 14, 2012 3:46 PM  
**To:** Miles McCormick  
**Subject:** Re: 470 Ruthven today dispute

Miles,

Because my existing language problems, the best way to communicate with me is to use email channel, so please use it.

My comments to your questions raised today in phone conversation:

1. "Trust me!" Why should I? Give me just one reason, please.
  
2. "Not doing Staging is extremely big mistake". Versus you I do believe into our wives, who prove by made perfect decision to get existing husband. It was not some kind of lucky, it was not that clear in the past, but they made no mistake only thanks to their true perfect imagination. I do know wives will not make any mistake with my house even without staging.
  
3. "Don't show up at Realtors tour, because people may think you are nervous about money". First, I cannot restrict people to think in our liberal America. Second, yes I am nervous like fiancé before... This is pretty understandable, because it is simply natural. And I fill no shame about that matter. Third, I love money and always care about them. That is why I have them versus assnaked tonguey philosophers. Fourth, most realtors just don't know my face, they may consider I am just your assistant. So, I'll see at realtors tour.
  
4. "Despite you are selling brand new house "As is", you must pass both Termite and Building inspection. Otherwise efferent will put contingency for sure". I already express my opinion on that subject. It was not changed since. In addition - I am comfortable to get such contingency from true buyer in real offer with good price.
  
5. Tomorrow mobbing I hope to get original contract at your office.
  
6. To avoid problem with existing irrigation system I want you to use said pole design with rode at the it's end which will go to the soil, I.e. no digging!!! In addition we should determinate best spot for the pole installation to avoid irrigation pipe protrusion.

Thanks

FV

Sent from my iPhone

On May 12, 2012, at 7:57 PM, "Miles McCormick" <[milesm@kw.com](mailto:milesm@kw.com)> wrote:

Regarding item 4, I thought the speed of the response time was quite rapid given you and I met with Rose Wednesday afternoon and she had a proposal to you by the end of the day Friday. Was your expectation different?

Sent from my iPhone

On May 12, 2012, at 7:46 PM, "Fatekh Vergasov" <[vergassov1@yahoo.com](mailto:vergassov1@yahoo.com)> wrote:

1. Since property is still in construction process under existing Building Permit, City has all inspections list in the computer. It should enough so far
2. House was never occupied even by termites, because it is new
3. Understood
4. Actually, you and your stager use to kill idea to stage, acting toooooooo slow, as I stated recently. I just follow yours true intension demonstrated de facto. Subject is closed for now.
5. I still waiting original of our Agreement. So, call me when may I get it, please

Sent from my iPhone

On May 12, 2012, at 7:27 PM, "Miles McCormick" <[milesm@kw.com](mailto:milesm@kw.com)> wrote:

Dear Fatekh,

The next steps are as follows:

1. Termite and property inspections have been ordered for next week. We should have the contract from the home inspector and the cost of the inspections by Monday so you will be able to pay them.
2. Photography is scheduled for Wednesday.
3. The property will be placed on MLS on Wednesday with instructions not to show until Friday's broker tour.
4. There will be a public open house next Sunday.

Yes, in Palo Alto and throughout the rest of the country, most Sellers stage. They also do things to keep their property looking as best as they can, such as watering the garden (as I know you will). My marketing efforts and negotiating skills will be unlike any other. However, it is my belief, as well as most of the real estate community, that staged houses sell for more money than those un-staged. In spite of my recommendation to stage, you have clearly made the decision not to do so. I certainly respect that decision.

Miles

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**From:** Fatekh Vergasov [<mailto:vergassov1@yahoo.com>]  
**Sent:** Saturday, May 12, 2012 12:45 PM  
**To:** Miles McCormick  
**Subject:** Re: 470 Ruthven

Miles,

If I need to believe I'll would go to church. I prefer to know...

1. Existing market shows almost every house was staged, so it looks like true banality. But we are different, and always were.
  
2. My subcontractors and other true service provider use to stay in line trying to get couple hundreds deal from me. And I choose only those who demonstrate real readiness to serve me
  
3. House was cleaned just week ago. Some spots will be cleaned for sure.

What is your next steps?

Thanks

Fatekh Vergasov

Sent from my iPhone

On May 12, 2012, at 12:20 PM, "Miles McCormick" <[milesm@kw.com](mailto:milesm@kw.com)> wrote:

Dear Fatekh,

I strongly believe it is a huge mistake not to stage the house, but you are the owner and obviously make the ultimate decision. The house does need to be cleaned however. Can you have your cleaners take care of it before Friday?

Miles

<image001.jpg>

**Founding Agent**

**Keller Williams Realty**

**505 Hamilton Avenue #100**

**Palo Alto, CA 94301**

[milesm@kw.com](mailto:milesm@kw.com)

**(650)618-7262 e-fax**

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

**DRE# 01184883**