

Why?

RADON AND REAL ESTATE



- The real estate transaction is a **unique opportunity!** Your clients, whether buying or selling, are **focused on their home** more than at any other time.
- What's our message? **Radon is an important consideration** when buying a home and **prioritizing spending.**
- Why real estate agents? **Real estate agent are key!** Your clients trust you and listen to your advice. **You need to be informed!**

There are three options for dealing with radon during a real estate transaction:

OPTION A: Test - Protect - Sell



Test the home for radon, mitigate if required, then sell

ADVANTAGES

- Proactive solution
- Ensures a healthy environment for all future owners
- Peace of mind for seller, since the radon level is known and has been addressed if required

OPTION B: Sell - Test - Protect



Sell the home, then the new owner tests for radon & mitigates, if required

ADVANTAGES

- People living in and investing in the home make the decision
- Healthy environment for all future owners
- Peace of mind for buyer (knowing the test was done properly)

OPTION C: Assessment Test



Conduct a radon assessment as part of the transaction, then test the home for radon & mitigate if required

ADVANTAGES

- The Guideline provides structure for those who are determined to assess the radon levels during a real estate transaction
- Radon mitigation is still based on a long-term test
- Green/Yellow/Red assessment results provide a clear & impartial course of action to guide all parties

Remember: *the decision to mitigate should be based on a long-term test.*

ROLE OF THE REAL ESTATE AGENT

- Help the homeowner understand that all homes can be fixed and encourage them to resolve their radon problem
- Direct your client to a local C-NRPP professional to help test and reduce their radon levels
- Help potential buyers to understand the value of a radon mitigation system and a healthy home
- Help the purchaser understand that all homes can be fixed
- Encourage the purchaser to test the home during their first heating season in the home
- Direct your client to a local C-NRPP professional to help understand the cost of installing a system
- Ensure that a C-NRPP professional conducts the radon assessment
- Ensure that both parties understand that a long-term radon test is still required before making the decision to mitigate
- Remind the purchaser to contact a C-NRPP professional to conduct a long-term radon test in the home after moving in and reduce if necessary