

The Savvy Agent's Top 7 Ways to Avoid a Radon Problem

1 Educate Both Buyers and Sellers

Knowing What to Expect Will Help Ease Your Client's Mind

For your liability protection and your client's wellbeing, always:

- ✓ Disclose the EPA's recommendation that every homebuyer have a radon test performed prior to purchase.
- ✓ Advise sellers to anticipate a radon test & explain the process.
- ✓ Inform the seller that most employee relocation companies require a radon test.
- ✓ Assure them that should radon levels test high, **there is no cause for alarm.** It will not diminish their property values and it can be remedied quickly and affordably.

2 Validate the Issue

The Concern for Elevated Radon is Legitimate

If the radon test result is at or above the 4.0 action level, it is important to validate the radon issue with the seller and assure them that it is easily remedied by a simple home improvement.

- ✓ Remember the U.S. Surgeon General has issued a Health Advisory warning Americans about the health risk from exposure to radon in indoor air.
- ✓ Radon exposure is the leading cause of lung cancer in non-smokers.
- ✓ Treat the radon issue as a routine element of the real estate transaction.
- ✓ Remind the seller that they too will be buyers who will want the same assurance of a radon-free home.
- ✓ Assure them you will be there to help them every step of the way.

3 Explain the Required Test Conditions

Facilitate the Signed Authorization Agreement

In most instances, a radon test will be performed on behalf of the buyer while the house is still occupied by the seller. An Authorization Agreement educates your buyers and sellers to the importance of following EPA protocol, ensuring accurate results and preventing delays in closings. According to EPA Radon Testing Protocol:

- ✓ The Inspector shall have the seller (or seller's agent) sign an Authorization Agreement.
- ✓ The Agreement explains the required test conditions. By signing, the seller acknowledges they understand and agree to abide by them.
- ✓ Your assistance in delivering the form or providing the seller's contact information will help the process go smoothly.
- ✓ Insist on an Authorization Agreement. Inspectors who don't require one are inviting conflict or misunderstandings which can delay closings or disrupt a smooth transaction.

4 Demand the Best for Your Clients

Insist on Radalink Radon Test



What sets us apart from the rest?

Radalink Radon Monitors, “The Little Green Machines”:

- ✓ Are the most accurate and precise monitors in the industry.
- ✓ Have the highest detector efficiency & sensitivity in the industry (12x greater than others).
- ✓ Are available only to qualified inspectors to ensure integrity and consistency in testing and reporting.
- ✓ Are regularly maintained and calibrated to EPA standards by Radalink, Inc.
- ✓ Collect hourly readings of radon levels.
- ✓ Collect hourly readings of environmental data such as room temperature, relative humidity and barometric pressure which can indicate protocol violations and/or false-high readings due to severe weather.

Radalink Test Results:

- ✓ Are reviewed thoroughly by Radalink’s analytical experts and inspected for unusual fluctuations or indicators (indoor air temperature, humidity, barometric pressure, power disruptions) that reveal a violation of closed-house conditions or false-highs resulting from unusually severe weather.
- ✓ Provide easy-to-read reports, processed and emailed to you and your client within an hour of test completion.
- ✓ **THE most reliable radon test results available.**

Radalink Inspectors:

- ✓ In addition to state licensing requirements (where applicable), Radalink Affiliates are specially trained beyond EPA standards which ensures you and your client the most reliable results and a smooth and worry-free real-estate transaction.
- ✓ Are exclusively provided with state-of-the-art Radalink Radon Monitors, professional tech support and the most current radon education available.
- ✓ Go the “extra mile” to prevent test tampering and ensure accurate test results.

5 Avoid Inspectors Using Inferior Monitors

Unreliable test results can delay closings and disrupt your transaction process.



Why are test results from inferior equipment not trustworthy?

- ✓ Low-quality monitors may not record environmental data which can reveal closed-building violations and produce false-high results due to severe weather changes.
- ✓ Low-efficiency detectors decrease the reliability of test results and can result in unnecessary mitigation, or worse, a false-low result.
- ✓ Low quality monitors are up to 12x lower in efficiency & sensitivity than Radalink monitors.
- ✓ Because of their low detector efficiency, these monitors are highly susceptible to statistical errors and false fluctuations in the hourly readings. In other words, violations of the required test conditions are unlikely to be detected.
- ✓ Low-quality monitors are mass-produced and can be purchased by the general public. This allows for a lack of accountability to EPA standards of calibration and maintenance.

6 Have a Mitigation Game Plan

Be informed. Be prepared. Diffuse the issue.

- ✓ Secure at least two bids for the job from Independent mitigation experts.
- ✓ Establish relationships with several quality mitigation contractors in your area to ensure competitive pricing and timely installation.
- ✓ Some key questions to ask mitigators in your area:
 - Is your license or certification current?
 - How much do you charge to install an average mitigation system?
 - Do you provide a guarantee?
 - What are the terms and what does it cover?
- ✓ To find a complete list of state licensed or certified radon mitigation contractors near you, go to <http://www.radalink.com/eRadalink/NeedaMitigator.html>

7 Deliver The Silver Lining

Radon Mitigation Systems are a Home Improvement!

If the buyer was feeling good about the home until the radon result was high, they should feel even better knowing:

- ✓ Radon can be easily controlled by a mitigation system which is a simple home improvement.
- ✓ Radon mitigation systems do not diminish the property value.
- ✓ The system fan is very quiet and energy efficient.
- ✓ The fan's motor can last up to ten years or more since it runs continuously (does not cycle off and on).
- ✓ The Silver Lining: Radon control systems also reduce the entry of moist soil air into the home, which can lower humidity levels and reduce the potential for mold and mildew growth.

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