

How To “Deal” With Radon

Sold



Agent's Guide to Smoother Transactions

Agent's Guide to Sm

EPA Radon Recommendations

The U.S. Environmental Protection Agency and the Federal Housing Administration recommend ALL homebuyers test for high radon levels. As an agent, it is important to notify clients that the home may present exposure to dangerous levels of indoor radon gas. This places the occupants at risk of developing radon-induced lung cancer.



Radon, a Class A human carcinogen, is the leading cause of lung cancer in non-smokers and the second-leading cause overall. EPA estimates that approximately 21,000 Americans die of lung cancer each year as a result of radon exposure.

Although this information is alarming, radon levels are easily controlled in homes and should never be a "deal breaker" in a real estate transaction.

Every home has the potential for a high radon level: existing homes, homes built on a slab, homes with a crawl space or basement, and new construction. Indoor radon concentrations are not consistent in a neighborhood, a street or from one house to the next. Each house must be tested. There can be no assumptions concerning radon.

Inform Both Buyers and Sellers

The topic of radon should not be avoided. Acknowledging the potential presence of radon in the home and having a test performed is simply addressing an air quality concern. The discovery of a radon concentration higher than the EPA Recommended Action Level is no reason to become overly alarmed. It is a reason to perform a simple home improvement that will regulate the radon level indoors. Both Buyers and Sellers benefit. Sellers complete the sale, and Buyers get a home that is low in radon with less potential for growth of mold and mildew. Radon mitigation also reduces the entry of methane, pesticides and herbicides. This home improvement does not diminish the home's value; it enhances the home's value.

Eliminate Liability

Informing both Buyers and Sellers of the EPA recommendations concerning testing for radon, eliminates potential health as well as liability risks. Factual information and implementation of the simple installation procedure that regulates radon levels in a home safeguards Buyers, Sellers and Agents from present or future liability. Legal experts consider this the best way to protect your client and you as an agent from liability.

Radon Testing Options

There are three types of tests available and used to measure radon levels:

Do-It Yourself Passive Devices are available at local and chain retail hardware stores and are used by some home inspectors. Their availability may be viewed as positive, but widespread use by untrained testers and uncontrolled testing conditions raises concerns:

- The device cannot monitor closed-house conditions required by EPA Protocol to assure testing accuracy.
- The device cannot monitor weather conditions and is subject to false readings.
- The device must be mailed away for analysis and takes as much as a week to get results.

Radon Transactions

Low-Tech, Low-Sensitivity Continuous Monitors are purchased and used by many home inspectors because they are cheap. Perhaps better than Passive Devices, concerns include:

- There is no regulation or assurance the monitor is maintained and calibrated.
- There is no ability to record environmental data that ensures closed-house conditions or tracks unusual weather changes that cause false highs.
- The extremely low detector efficiency is highly susceptible to statistical errors and false fluctuations in the hourly radon readings.

Radalink Radon Monitors are precise, highly sensitive electronic instruments available only to qualified home inspectors and radon test specialists. Radalink Affiliates are trained and certified to perform radon tests you and your clients can depend on. Benefits of a Radalink test are:

- Radalink ensures regular maintenance and calibration.
- Radalink's skilled technical staff reviews all data.
- Radalink Monitors have tilt and power sensors to detect any tampering that would invalidate results.
- Radalink Monitors provide hourly readings of radon levels, temperature, humidity and barometric pressure that check for adherence to the protocol and track false highs due to unusually severe weather.
- Radalink's easy-to-read report is emailed to you and your client within the hour of test completion.

A Radalink Radon Monitor in a controlled environment and operated by a certified tester provides the most valid radon results available.

Radon Readings and EPA Recommendations

Radon is measured in picoCuries per liter of air. The Curie is a basic unit for measuring radioactivity named for Marie Curie, a well known pioneer in the science of radiation. If the radon reading is 4 pCi/L or higher, the air quality is not acceptable according to the Environmental Protection Agency and permanent steps should be taken to lower the radon concentrations.

A Simple Solution

The installation that regulates radon presence in a home is known as a mitigation system. The technical term is Active Soil Depressurization (ASD). This process consists of the installation of PVC pipe into the soil below the lowest level floor. An energy efficient fan is attached to the pipe. This is either outside the home (generally near the HVAC system) or in the attic before the pipe penetrates the roof. The number of pipes, contact points, and exact installation procedures are determined, as is the cost, on the size and design of the home. The system fan runs continuously to regulate the level of radon inside the house. Since radon mitigation also reduces the entry of moist soil air, the humidity levels in the home are often lowered, reducing the potential for mold and mildew.

Agents – Be the BEST for your clients!



Be informed

Educate clients

Seek a Radalink Affiliated Inspector

Test each home's radon level

Helpful Web Sites:

www.radalink.com

www.cansar.org

www.epa.gov/radon

The Best Professional Home Inspectors

Insist on the finest (and most accurate) radon testing technology:

RADON RESULTS YOU CAN DEPEND ON!



The Best In The Industry

Radalink Monitors are precise, highly sensitive instruments that produce speedy test results you can trust. A Radalink test protects all parties to the transaction - Buyers, Sellers, and Real Estate Agents.

High-Tech Confidence

Accurate, sophisticated, technology eliminates the high or low bias of low-tech devices. Hourly readings and tamper deterrents eliminate false accusations of Realtor interference that can easily occur with other test devices.

Immediate Test Report

The inspector automatically transmits collected data directly from the monitor to Radalink where it is carefully reviewed by our team of certified analysts. A complete, personalized test report is emailed to both inspector and agent within the hour. No postponing closing dates because of delayed test results!

**Has Your Inspector Made The Link?
Insist On Radalink Radon Monitors!**

To find a Radalink Affiliate near you
Call 800-295-4655 or visit www.radalink.com

