

## Commercial Real Estate: Representing Sellers

Check off each item as they are completed

Done

### Discuss the implications of unhealthy concentrations of radon gas with the seller

- Explain what radon gas is and its health implications to the seller
- Ask if the sellers have tested their building for the presence of radon gas and whether they used a reliable radon test

### If the seller has tested for radon

- Ask for a copy of the certified test results.
- Were these test results provided by a certified C-NRPP professional or licensed testing laboratory?

### The results show less than 200 Bq/m<sup>3</sup>

- If the results were significantly (150 Bq/m<sup>3</sup> and below) less than 200 Bq/m<sup>3</sup>, this may be a selling feature as no remediation is required at these levels.

### The results show 200 Bq/m<sup>3</sup> or higher

- If the seller has remediated the building and used certified C-NRPP professionals to remediate the building, this will likely appeal to the prospective buyer.
- If the seller has done nothing to mitigate the radon gas, this is a material latent defect and you must disclose the defect to potential buyers.
- When the results are 200 Bq/m<sup>3</sup> or higher, discuss with the seller the potential for them to obtain a remediation estimate or remediate the defect.

### If the seller has not tested for radon

- Inform them of the different approaches buyers may take; prepare them in advance of any offers.
- Provide the sellers with radon related links or publications.