

Residential Real Estate: Representing Sellers

Put a checkmark beside 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 home 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.

The results show less than 150 Bq/m³

- If the results were 150 Bq/m³ and below, this may be a selling feature as no remediation is required at these levels.

The results show 200 Bq/m³ or higher

- Ask the seller if they remediated the home and used certified C-NRPP professionals.
- 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.
- 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
- If the home was built after November 1, 2015, look for the rough-in installation for a radon sub-slab depressurization system
- Provide the sellers with radon related links or publications.