

1 in 3 Indiana homes have high levels of radon, a serious health risk impacting your clients and their families. As a real estate professional in Indiana, it's critical that you're prepared to address this common, local issue during real estate transactions.

**Radon doesn't have to kill your sale.** Use this guide to help you have the radon talk with your clients.

## What is Radon?

Radon is a radioactive gas that forms naturally from the breakdown of uranium, which is found in rock and soil across the United States. As second leading cause of lung cancer in the United States, radon contributes to over 21,000 lung cancer deaths each year. What you should know:

- Radon is colorless, tasteless and odorless. The only way to detect radon in the home is to test for it.
- Radon can enter homes through cracks in the foundation, floors, walls, or other openings.
- Radon can enter both new and old homes, homes with and without a basement and homes with any foundation type.
- Radon is measured in picocuries per liter (pCi/L). 4.0 pCi/L is the action level determined by the Environmental Protection Agency (EPA) to take action to fix a radon problem in your home.
- Radon problems in the home are fixable.

## Radon Testing

- During a real estate transaction, it is recommended to hire a certified radon measurement professional to conduct the test, as a third party helps protect the seller and buyer.
- Testing takes a minimum of 48 hours and can cost around \$200 - \$400.
- Radon tests should be conducted in ALL homes, even if there is a mitigation system installed.
- Homes with no mitigation systems that report low radon levels should re-test every 5 years.

\*if a test result shows high levels of radon, a second test should be performed to confirm levels before mitigating.

## Radon Mitigation

- Homes testing at or above 4.0 pCi/L should have a radon mitigation system installed by a certified radon professional, and homes testing between 2.0-4.0 pCi/L should consider mitigation.
- Mitigation systems can cost \$1,000 - \$2,500.
- Another radon test should be conducted within 24 hours of the mitigation system installation, then in 30 days to ensure the system is working properly.
- Homes with mitigation systems should re-test every 2 years.

## What is a Radon Mitigation System?

Mitigation systems typically include sealing cracks in the foundation and installing a vent pipe to pull radon from the soil underneath the home and vent into the outdoor air. Sometimes an exhaust fan is needed. Mitigation systems are designed based on each homes' unique features.

For more information on radon risks, testing and mitigation, visit our new Real-Estate for Professionals webpage at [Lung.org/radon-real-estate](https://www.Lung.org/radon-real-estate) or scan the QR code.



## Communication Tips

1. **Lead with health and safety** – emphasize that radon is a serious health risk, not just a technical issue.
2. **Use clear language** – use available resources to discuss radon in easy-to-understand terms.
3. **Normalize the process** – present radon testing as a standard part of the home inspection process.
4. **Explain testing procedures clearly** – briefly outline how testing works and what buyers can expect.
5. **Be solution-oriented** – reassure clients that if radon levels are high, the issue is fixable, just like any home maintenance issue.

If you're working with a client who is building a new home, encourage them to talk to their builders about **radon resistant new construction (RRNC)** techniques. RRNC techniques include layering gravel and/or plastic sheeting beneath the foundation and installing a radon mitigation system proactively during the home build.

## Working with Sellers

Before sellers put their home on the market, encourage them to have the following items available:

1. Disclosure form including any known radon levels in the home – The state of Indiana requires sellers to complete a Seller's Residential Real Estate Sales Disclosure form to disclose knowledge of hazardous conditions on the property including radon.
2. A copy of any prior radon test results (pre- and post-mitigation if applicable).
3. Mitigation system construction and maintenance reports.

## Working with Buyers

During the home buying process, discuss a typical timeline for radon testing and mitigation:

1. Home buyer submits and offer.
2. Seller accepts offer.
3. Home buyer orders a home inspection, including radon testing and/or mitigation system. maintenance inspection. The cost of radon testing and inspections are covered by the buyer like other inspections.
4. If radon levels are reported at or above 4.0 pCi/L, the home buyer requires a radon mitigation system installation.

## What if Radon Levels are High?

The client who ordered the radon test will receive the radon results. If radon results are 4.0 pCi/L or above, encourage the buyer to request an allowance for mitigation system installation and encourage the seller to provide one.

## Agency Radon Plan

Consider developing a written radon plan for your agency that all licensed realtors and/or brokers must follow when working with clients. A radon plan should include agent responsibilities such as:

1. **Purpose** – Building trust with clients and protecting them from the health risks of radon exposure.
2. **Client education** – Have resources on hand to share with clients.
3. **Testing recommendations** – Discuss radon testing with clients up-front.
4. **Disclosure requirements** – Ensure sellers follow all Indiana state disclosure requirements.
5. **Mitigation procedures** – Encourage the seller to include an allowance for mitigation if applicable.