

# **Working with Realtors to Make Radon Testing a Priority**

**Eric Baird, REHS, MPH**

# Background



Radon Radio with Eric Baird.m4a

# Healthy Teton County

- What is it?

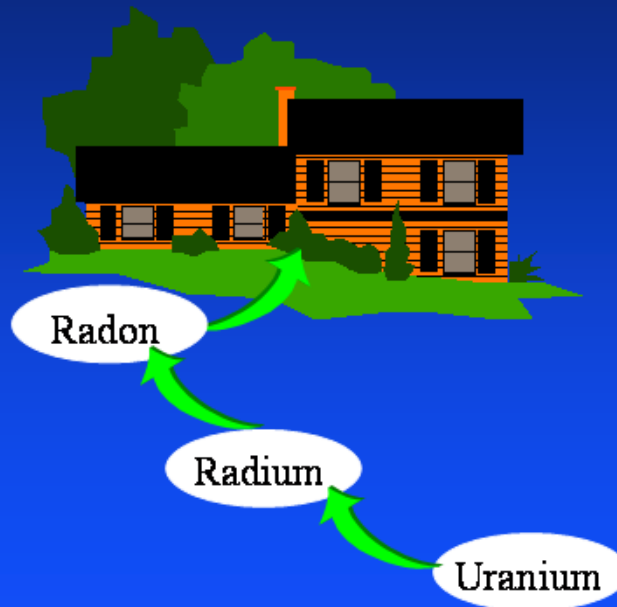


# Ways to reach out to realtors

- What's been done?
  - Real estate classes
  - State-wide conference
  - Attending meetings
  - Follow-up
- What else have you seen done? How effective was it?

# Handouts & Visuals

## What Is Radon?



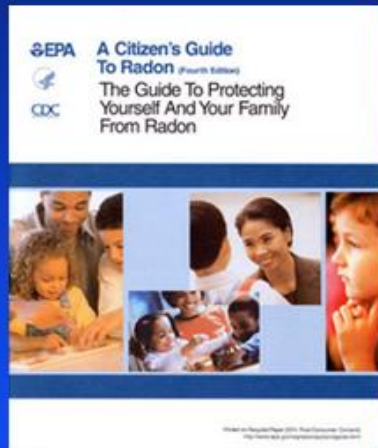
- Radon is a gas.
- It is naturally occurring.
- It cannot be seen or smelled.
- It enters buildings from the soil beneath them.

# More Handouts & Visuals

## EPA Documents

<http://www.epa.gov/iaq/radon/pubs/>

### Citizen's Guide



What it is & how to test

### Real Estate Guide



Testing at time of sale

### Consumer's Guide

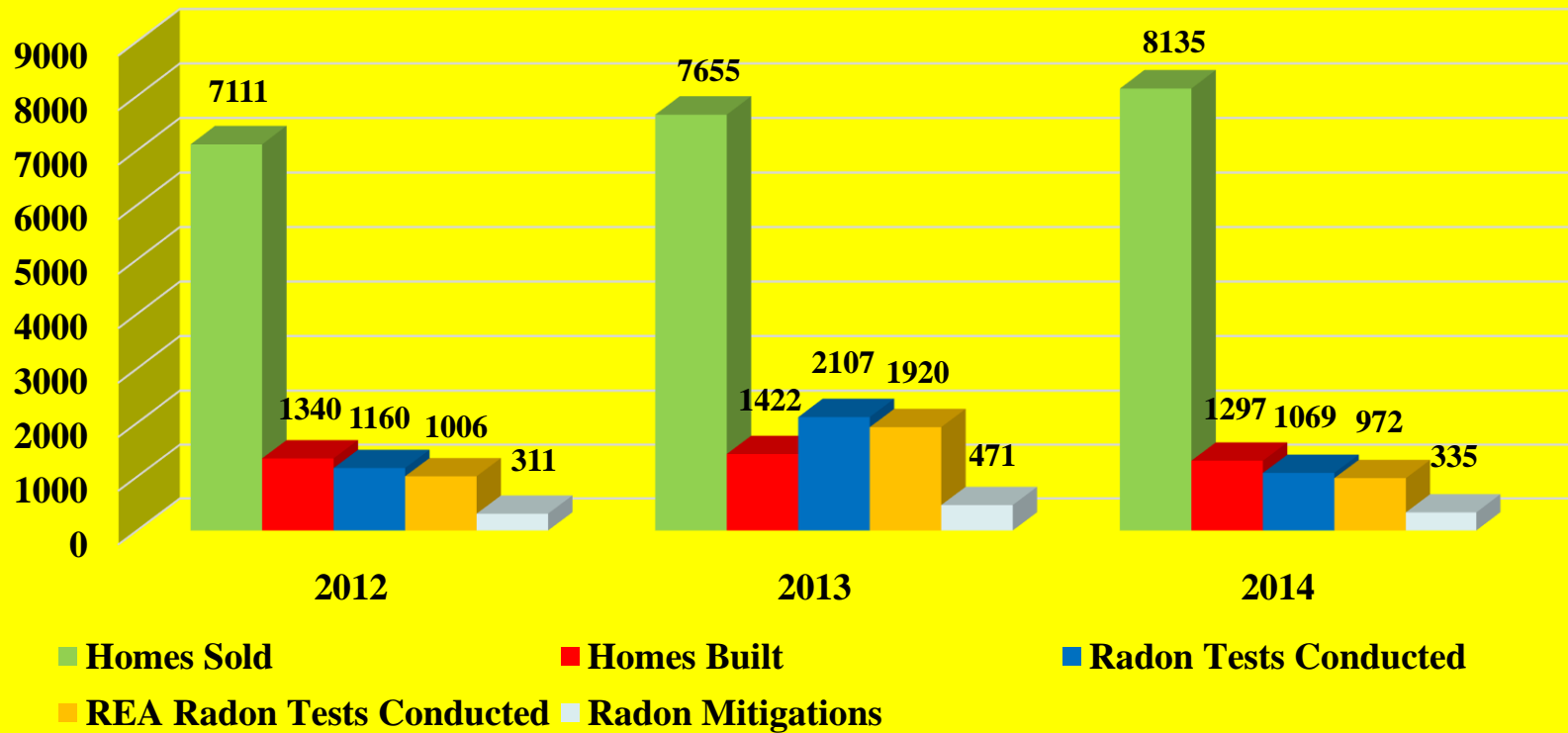


How to fix radon

©CERTI

# Charts & Graphs

**Comparison of Homes  
Sold, Built, Tested, REA Tested, Mitigated  
2012 - 2013 - 2014**





# Mitigator connection

- Know who your radon certified mitigators are:
- <http://aarst-nrpp.com/wp/certification/database-search/>



# What might realtors expect?

Comments from real estate agents who took our class:

- Dave is absolutely necessary to make this course complete. His experience & knowledge helps you digest the idea of Radon, it's impact and the solution.
- Also would be helpful to discuss the challenge of Radon Mitigation in condos - it was brought up by a broker in our class & it reminded the rest of us that it is something to review with sellers of those units prior to a purchase offer so that if mitigation is necessary, the HOA has time to vet the mitigation cost & process.
- Dave was the most useful resource for the class. Eric's content could have fit on an 8.5 x 11 sheet of paper
- Excellent resource, came to class with no prior knowledge. Feel confident now when clients ask about radon and available resources.



# Facts vs myths

- ❖ *“I can caulk my basement floor to get rid of radon?”*
  - ❖ All Concrete is Permeable.
- ❖ *“There is no radon where I live?”*
  - ❖ WY is a zone 1 state which means over 37% of buildings in WY will have elevated levels.
- ❖ *“Scientists are not sure that radon really is a problem?”*
  - ❖ More Human studies have been done on radon than most other major health issues. The EPA, AMA and Surgeon General all agree radon is a class “A” carcinogen.
- ❖ *“Radon testing is difficult, time-consuming and expensive.”*
  - ❖ Experienced professionals are available to test and mitigate if necessary all for less than the cost of most home improvements.

# More Facts vs. Myths

- ❖ *"Homes with radon problems can't be fixed."*
  - ❖ Properly installed systems will fix any home at any level.
- ❖ *"A neighbor's test result is a good indication of whether you have a problem."*
  - ❖ Each home is different and the soil contents under each house can vary, the only way to know is to test.
- ❖ *"It's difficult to sell homes where radon problems have been discovered?"*
  - ❖ Radon testing is becoming more common in real estate transactions and mitigation systems are starting to be seen as an asset in a transaction for piece of mind and value.
- ❖ *"I've lived in my home for so long, it doesn't make sense to take action now?"*
  - ❖ Limiting your exposure to radon will greatly reduce your chances of developing health problems.
- ❖ *"Short-term tests can't be used for making a decision about whether to fix your home?"*
  - ❖ Short term test give a good snap shot of what your homes radon levels are year round.

# Have a Team!



## Radon Work Group Call

Date: 11/08/2017

Participants: Eric Baird, Dina Porter, Star Jones

### Updates on Previous Action Items or Current Activities

Name: Eric Baird

- Update: Local radon action committee is having a meeting tomorrow to discuss their next goals.
- Update: Eric will be done with Teton County next week and will be heading to Idaho November 16th. He will try to have someone else from his department become involved in Teton county in his absence.
- Update: Eric attended the Real estate conference- Not much interaction with classes going on but local outreach, met with certified mitigators.
- Update: Next year's real estate conference will be held in Casper.

Name: Star

- Update: Cancer conference is in the works for hopefully early spring, will have a radon component. Details will be sent out as they come.

WDH: Dina

- Update: Dropped brochures off at Real Estate Agencies in Pinedale. Also Libraries and Town Hall.



# What we hope to accomplish

The Radon Action Group meets quarterly to discuss ongoing and new projects. Contact the Action Group chairperson to be added to the mailing list. Current projects include:

- Bolstering follow-up procedures after high radon tests done through Teton County Public Health
- Raising awareness about the dangers of radon through community outreach during Radon Awareness Month in January
- Working with local planning agencies and builders to determine best practice processes in radon mitigation



Commit to your health.

# The Goal Safe Families Radon-Free Homes

Just as a Reminder:  
Anyone Can Get Lung Cancer



Comments or Questions?