



THE STANDARD IN ENVIRONMENTAL RISK INFORMATION.

EDR NEIGHBORHOOD ENVIRONMENTAL REPORT: KEY BENEFITS FOR SELLERS AND SELLER'S AGENTS:

The EDR Neighborhood Environmental Report is **good news** for all parties in residential real estate transactions. Buyers receive important information about the property and neighborhood up front, so they can proceed with greater confidence and peace of mind. Sellers benefit from a faster sale with fewer surprises before and after the closing. Finally, the real estate agents benefit from more efficient transactions with less chance for unpleasant post-closing problems.

INCREASE BUYER CONFIDENCE FOR FASTER AND SMOOTHER TRANSACTIONS

In most cases the EDR report will find no significant issues. This increases buyer confidence and makes the property and surrounding neighborhood more attractive. When a significant issue is found identifying and properly reporting it during the home inspection reduces the chances for last-minute surprises, difficult negotiations, and post-closing problems.

REDUCE RISK

While sellers and their agents still have an obligation to disclose known environmental issues, the neighborhood environmental report reduces risk by ensuring significant recorded issues are revealed. The report identifies some issues that could be considered common knowledge because it searches federal, state and local records for known environmental issues that are rarely identifiable based on visual inspection, and are often the result of historical influences.

ENCOUNTER FEWER UNPLEASANT SURPRISES DURING AND AFTER THE TRANSACTION

If a significant environmental issue is present on or near a property homebuyers may eventually learn about it from neighbors, the news media, or some other source. Identifying and properly reporting environmental issues during the home inspection reduces the chances for last-minute surprises, difficult negotiations, and post-closing problems.

QUICKLY, ACCURATELY AND EFFECTIVELY ADDRESS AN AREA OF GROWING AWARENESS AND CONCERN

Homebuyers are increasingly aware of and concerned about environmental issues. Home inspectors are providing a valued service by offering an EDR Neighborhood Environmental Report.

BRING GREATER PEACE OF MIND FOR ALL PARTIES

The bottom line is that when a significant issue is found in an EDR Neighborhood Environmental Report, it is in the best interest of all parties that it has been discovered and reported.

- ✓ 81% of real estate agents surveyed think the report will increase buyer confidence in their purchase
- ✓ 83% of real estate agents surveyed believe that environmental hazards are important to the decision making process of residential property buyers
- ✓ 96% of real estate agents surveyed said that a neighborhood environmental report would be useful to residential property buyers

REAL ESTATE AGENT'S FREQUENTLY ASKED QUESTIONS

1. WHO IS EDR?

Environmental Data Resources Inc (EDR) has been a national leader in the U.S. environmental information market since 1990 and is the recognized authority in providing environmental disclosure information for real estate transactions. EDR is the most trusted source of environmental risk information among environmental professionals, lenders, attorneys and corporations. In fact, EDR has worked closely with the EPA, the ASTM and other organizations to lead the development of national and international environmental reporting standards.

2. WILL THE EDR NEIGHBORHOOD ENVIRONMENTAL REPORT UNNECESSARILY FRIGHTEN HOMEBUYERS?

In most cases EDR reports will increase buyer confidence by finding no records of significant environmental issues. Also, unlike neighborhood rumors and news hype, the report presents balanced information and relevant facts that will help buyers understand issues and make better decisions.

3. IF HOMEBUYERS HAVE ANY QUESTIONS ABOUT FINDINGS IN THE REPORT WHO WILL ANSWER THEM?

The home inspectors who offer the EDR report are trained to explain findings and answer most common questions. If a homebuyer wants extremely detailed information about a finding in the report they can contact the government agency responsible for reporting and monitoring contaminated sites. All agency contact information is included in the report. In the extremely rare cases when an environmental issue warrants further investigation, the homebuyer can use the services of a local environmental consultant.

4. WHAT SHOULD I DO IF THE HOMEBUYER ASKS ME QUESTIONS ABOUT THE REPORT?

Refer the buyer to the home inspector who provided the report, or instruct them to contact the relevant government agency listed in the back of the report.

5. IF A SIGNIFICANT ENVIRONMENTAL ISSUE IS FOUND IN A REPORT, WHAT ARE THE NEXT STEPS?

Next steps vary slightly depending on the type of issue found and specific circumstances. For example, if there is a well on the property a homebuyer may choose to have the water tested for possible contaminants. In most cases, acquiring additional information and explanation from the home inspector, relevant government agency or EDR will resolve any concerns. In the extremely rare cases when an environmental issue warrants further investigation, the homebuyer can use the services of a local environmental consultant.

6. WILL THE REPORT CREATE UNNECESSARY PROBLEMS AND COMPLICATE THE TRANSACTION?

The vast majority of EDR Neighborhood Environmental Reports will not find significant environmental issues that can interfere with transactions. From a risk management standpoint, if a problem is found, it is in the best interest of all parties to have it reported. Also, keep in mind that identifying and properly reporting environmental issues during the home inspection reduces the chances for last-minute surprises, difficult negotiations, and post-closing problems.

7. WHAT IS THE BENEFIT TO THE SELLER?

In most cases the EDR report will find no significant issues. This increases buyer confidence and makes the property and surrounding neighborhood more attractive. When a significant issue is found identifying and properly reporting it during the home inspection reduces the chances for last-minute surprises, difficult negotiations, and post-closing problems.

8. WHAT IS THE BENEFIT TO THE BUYER?

The report provides the homebuyer with important information and increases their peace of mind that there are no hidden problems.



IT'S OFFICIAL: THE EDR NEIGHBORHOOD ENVIRONMENTAL REPORT IS THE STANDARD.

EDR® Environmental Data Resources Inc

The Standard in Environmental Risk Information

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