



THE STANDARD IN ENVIRONMENTAL RISK INFORMATION.

## HOME INSPECTORS: THE LOGICAL CHOICE FOR ENVIRONMENTAL REPORTS

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Environmental information is a logical extension of the services home inspectors provide. A Harris Interactive poll conducted for Environmental Data Resources, Inc. (EDR) revealed that 55% of home buyers\* would consult a home inspector for environmental information, more than any other category included in the survey.

*\*Source: Harris Interactive for EDR, 2004; n=581*

**ALREADY INVOLVED** – Most home contracts are contingent upon a home inspection, so home inspectors are already involved in the process of purchasing or selling a home. They are experienced in reviewing the interior and exterior of the physical building. It makes sense for home inspectors to also provide environmental information regarding the property on which building stands, as well as the surrounding area.

**LOCAL KNOWLEDGE** – Purely by the nature of their job, home inspectors have local knowledge regarding the neighborhoods in which they work that will aid them when reviewing an environmental report with a client. Many home inspectors have also lived in the areas where they work for many years and can offer anecdotal information regarding local construction and what, if anything, may have existed in a residential area prior to homes.



**CERTIFIED AND TRAINED** – All home inspectors offering the EDR Neighborhood Environmental Report™ must participate in training to become EDR-certified. Training ensures that the inspector has the tools and resources necessary to fully explain a report's findings as well as to direct and assist the buyer (or seller) in obtaining additional information as needed.

**TRUSTED RELATIONSHIP** – Real estate professionals have long standing relationships with home inspectors. They trust home inspectors to provide balanced and fact-based information regarding a home, promoting informed decisions for both the buyer and the seller. Home inspectors are also experts at communicating any negative findings in a way that is not alarmist or threatening, and they have the knowledge and expertise necessary to guide a home buyer to the resources that can help to rectify any potential issues.



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**IT'S OFFICIAL: EDR'S ENVIRONMENTAL REPORTS ARE THE STANDARD.**

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**PROTECTS AGENTS AND BROKERS** – The burden of managing and explaining an environmental report should not fall to agents and brokers. They will not have the training necessary to guide customers through the contents of reports and field questions that may arise. Just as agents and brokers are not responsible for conducting other forms of technical property inspections, likewise, they should not be responsible for providing and explaining an environmental report.

**NO EXTRA COST** – There is no extra cost for the buyer to obtain a report from a home inspector vs. directly from an agent or broker. Plus, home inspectors will be able to add value by guiding the buyer or seller through the report in the same manner that they guide buyers and sellers through a home inspection.

**REGULATED INDUSTRY** – The home inspection industry is licensed and regulated in many state agencies and upheld to a certain standard of care. In addition, any inspector offering EDR reports will be trained and EDR-certified to to explain the report and to provide guidance to buyers and sellers on where they can obtain additional information.

**DUE DILIGENCE VS. DISCLOSURE** – At EDR, we believe that sellers and seller's agents should be rewarded for providing the best disclosure possible. The EDR report provides that in the form of liability protection for the seller and seller's agent. At the same time, we believe that the buyer and buyer's agent have a responsibility to perform the due diligence necessary before making a large investment on a property. The EDR reports are designed to help them accomplish this in the most convenient yet reasonably comprehensive way possible. Overall, getting an EDR report is a true win-win for all parties in a residential real estate transaction.

### HOME INSPECTORS AND EDR

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EDR is dedicated to the home inspection industry and is an affiliate member of the National Association of Home Inspectors (NAHI), the American Society of Home Inspectors (ASHI), and the Arizona Chapter of the American Society of Home Inspectors.

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