

✓**Checklist**  
*Inspections*

# Discussing Mold Testing with Clients:

## *A Realtor's Guide*





# Introduction

*From Arizona's Premier Home Inspectors Since 1998.*

---

As a real estate agent, your clients trust you to guide them through important decisions. That includes how to handle mold concerns! Whether they're buying or selling, addressing mold proactively can protect health, smooth the transaction, and protect long-term property value.



**Here's a professional guide to help you confidently talk to your clients about mold testing.**

**✓Checklist**  
**Inspections**

# *Transparency & Disclosure*

## **Mold is Common—But Excess Should Be Taken Seriously**

Educate your clients that mold is a natural part of the environment and is actually commonly found in homes (think a little mildew in shower corner). However, when moisture issues go unchecked, mold can grow beyond acceptable levels and become a problem.

## **Health Risks to Be Aware Of**

Some molds can produce allergens or irritants. Individuals with asthma, allergies, or compromised immune systems may be more sensitive to mold exposure. Even in healthy individuals, mold can cause respiratory discomfort or sinus issues.

In fact over half of our mold testing requests are not due to anything seen, but either due to past leak disclosure, or health concerns. We do many tests for people with asthma, allergies to molds, etc.

## **Disclosure Obligations for Sellers**

In most states, sellers are legally required to disclose known mold or water damage. Proactive sellers should address any mold concerns before listing and retain documentation of any testing or remediation. This transparency builds buyer confidence.

We do testing often for the listing side that had a past leak. This shows right away with a clean mold test that there is no issue and buyers make offers with confidence.

## **Due Diligence for Buyers**

Encourage buyers to carefully review disclosures and visually inspect for signs of moisture. If anything looks or smells suspicious, professional mold testing should be considered.



# Recognizing Potential Mold Concerns

## Visual and Sensory Clues

Help your clients understand what to look for, including:

- Musty or earthy odors
- Visible mold (black, green, or white growths)
- Water stains or discoloration
- Peeling paint or warped baseboards
- High humidity areas like bathrooms and basements

## Moisture = Mold Risk

Explain that mold needs moisture to grow. This can come from:

- Roof or plumbing leaks
- Condensation including from the HVAC system
- Poor drainage or grading allowing water up to the siding
- Inadequate ventilation
- Recent or unresolved water damage



During a home inspection, each of these will be addressed in our reports. However, without explicitly testing it, we cannot positively identify anything as mold. At Checklist Inspections, we send our mold samples to a third party laboratory to give you a full analysis of our findings.

# *The Role & Benefits of Mold Testing*

Checklist Inspections understands that mold can be a nasty business. Getting to the root of the mold problem is the only sure way of removing mold from a property. In most cases, we capture the samples from air. This is used to see how much is floating and can affect people. If found visually, we also recommend a surface test to see not only if mold, but the type(s).

Our reports are detailed and include types of mold found. This is because most are common (think mold growing on bread) and can be air born in small amounts in about every home. Some types, like stachybotrys, take more moisture and longer time to grow.

Mold can grow anywhere in a home, whether it's an improperly vented bathroom, damp basement, closed off attic or unclean carpet. Mold doesn't just stay on a surface growing, microscopic spores are released into the air irritating sinuses, lungs and the overall health of everyone who lives there.

## **Our Mold Assessment Includes:**

- Visual check for mold and moisture build-up
- Thermal imaging cameras and moisture meters help in locating moisture
- Air samples and/or mold swabs are taken to identify mold



While DIY kits exist, they can be unreliable and can lead to false reassurance or unnecessary panic. Our professional testing provides accurate, lab-backed results.



# Testing New Construction Homes

Yes—mold testing is important for new builds too. Testing gives buyers confidence that their new home is truly a clean and safe environment from day one.



## **New homes can hide mold due to:**

- Improperly sealed materials exposed to rain
- Construction delays that caused moisture intrusion. This includes how and where the materials were stored
- Poor site drainage or roof flashing defects
- Condensation in improperly ventilated areas

## **When to Test a New Build:**

- Before closing: Avoid surprises after move-in
- After delays or weather exposure during construction
- After cleaning/debris removal: Exposes potential moisture areas
- If a musty odor is present despite new materials

# *Handling Remediation & Next Steps*

## **Recommend the Right Professionals**

If mold is confirmed, refer your clients to certified mold remediation specialists—not general contractors. Proper containment and removal are essential. Navigate to our Trusted Vendors list on our website for professional recommendations.

## **Fix the Root Cause**

Cleaning mold in many cases is not enough. The source of moisture must be identified and corrected to prevent recurrence—this could involve plumbing repairs, improving ventilation, or correcting grading.

## **Re-Test After Remediation**

A follow-up mold test ensures the remediation was successful and gives your client documentation for peace of mind and future resale value.

## **Keep Records**

Whether buying or selling, it's smart to keep inspection reports, lab results, and remediation receipts on file. They add value and help prevent legal disputes later.

## **Why It Matters**

By following this guide, you'll strengthen client relationships by helping them understand:

- Health Protection – The importance of minimizing exposure to potentially harmful mold spores.
- Marketability – A clean bill of health from mold testing boosts buyer confidence, especially in homes with a history of water damage.
- Negotiation Leverage – Test results can be used to support requests for repairs, remediation, or price reductions.

# Conclusion

*From Arizona's Premier Home Inspectors Since 1998.*

---

**Mold doesn't have to be a dealbreaker—but it *does* require professional guidance and clear communication.**

By openly discussing mold testing, you show your clients that you prioritize their health, investment, and peace of mind. As home inspectors who offer mold testing, we are here to help you and your clients make informed, confident decisions.

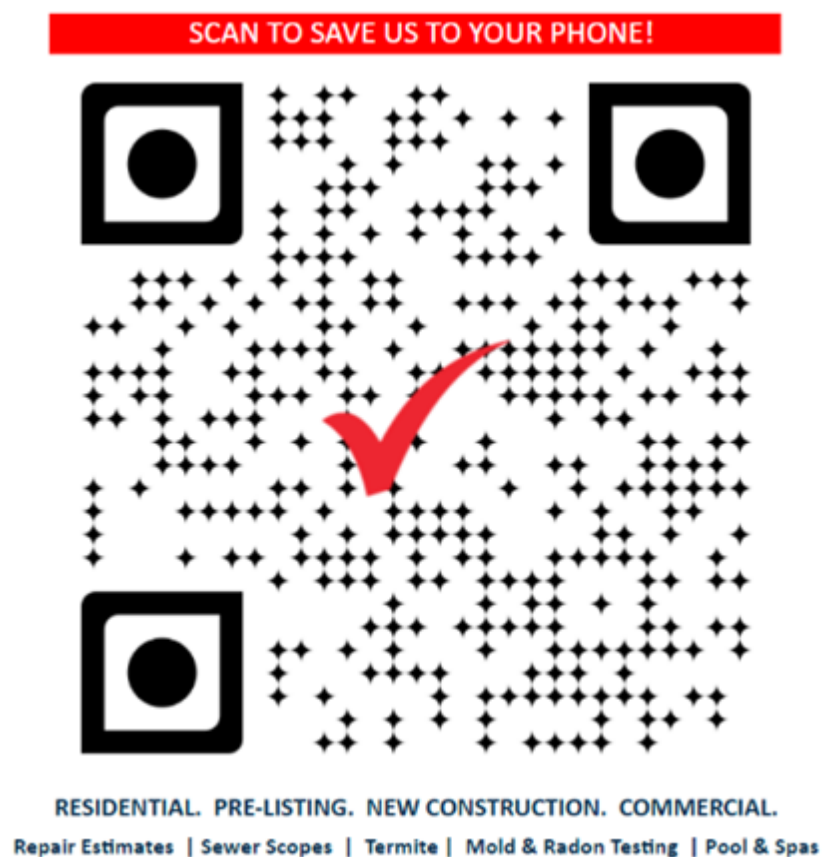
## Need a Mold Inspection or Test?

Contact Checklist Inspections today to schedule your mold inspection.

📞 480.361.8120

🌐 [checklistaz.com](https://checklistaz.com)

✉️ [office@checklistaz.com](mailto:office@checklistaz.com)



**✓Checklist  
Inspections**