

The Water Quality Blind Spot in Real Estate

PRE-LISTING AND PRE-PURCHASE CHECKLIST

WHY THIS EXISTS

Four contamination categories carry documented home value impact: lead service lines (~5%), PFAS detections (6.4-7.4%), harmful algal blooms (22%+), and boil-water notices.

A standard home inspection does not include a chemical test of the tap.

FOR SELLERS

1. Pull your local Consumer Confidence Report; document any violations in the past five years.
2. Test for lead (first-draw and flush from the kitchen tap); document service line material if available.
[KELP home water test kit covers lead.](#)
3. Test for PFAS (EPA Method 533 or 537.1); priority for private wells or areas with AFFF, manufacturing, or military installations.
4. Private well: also test for nitrate, total coliform, and arsenic at minimum.
5. If contamination is detected, install treatment proactively: point-of-use RO for PFAS, lead, or nitrate; water softener for hardness or scale.
6. Document results, treatment installed, and any boil-water history; disclose proactively in the listing.

FOR BUYERS

1. Request a recent water test as part of your inspection package, not as an afterthought.
[KELP's mail-in kit uses EPA-certified methodology.](#)
2. Pull the address's Consumer Confidence Report; review the past five years of violations and treatment changes.
3. Private well: request the well log, recent test results, and any prior remediation records.
4. For PFAS-suspected areas, check the PFAS Grade for the zip code before commissioning the specific test.
5. If a lead service line is present, expect about 5% lower sale price or budget for replacement (\$5,000 to \$10,000).
6. If contamination is detected: walk, renegotiate to reflect remediation cost, or condition closing on remediation.

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ketos.co/home-water-test-kit