



**What Every Real Estate  
Professional Needs To Know  
About Dryvit Residential EIFS**

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# Information You Need To Sell Dryvit EIFS Homes

This guide has been specially prepared to provide information and resource references that will help the real estate professional answer questions that may be asked by buyers and sellers alike, relating to EIFS (Exterior Insulation and Finish Systems).

## **“New” EIFS vs. “Old” EIFS**

EIFS has been marketed by Dryvit in the United States since 1969. Until 1998, Dryvit EIFS sold for residential use were almost exclusively “barrier” systems in which the insulation board was directly attached to the wood substrate and the surface of the EIFS acted as the weather barrier. Reacting to market demand, Dryvit introduced in 1998 “drainable” EIFS for residential use, which involved the placing of a secondary weather barrier (such as building paper) over the wood substrate prior to the attachment of the insulation board. As with other residential cladding systems, the purpose of the weather barrier was to protect the wood substrate from incidental moisture that found its way behind the wall system. In the year 2000, the IRC (the building Code affecting residential construction) was amended to require this secondary weather barrier be installed under ALL sidings, including EIFS, used over wood frame construction.

Knowing the date of construction of a home you are representing is the first step you must take in effectively marketing the home to new buyers, because that knowledge will dictate the course of action you need to take in order to assure the buyer that the EIFS is working as designed and intended.

## **What do you do if you are marketing a home finished with an “older” (barrier) Dryvit EIFS?**

The vast majority of homes built using code approved construction methods and clad with Dryvit EIFS prior to the year 2000 are performing well and display no evidence

of problems. However, if there is a concern by the seller or potential buyer as to the performance of the EIFS cladding, the best course of action is to contact a qualified, third-party inspection company to assess the entire building exterior, including the roof, other wall materials, windows, flashing and sealants. It is important to inspect all these components, and not just the EIFS, because they all work together to protect the home from moisture intrusion. In a few states, such inspections are mandatory. Performing this inspection allows the buyer and seller to know the condition of the exterior and make more informed decisions. One of the many advantages of EIFS is that much of the evaluation can be performed in a non-destructive way, in much the same manner as a doctor uses MRI and X-rays to evaluate his patients’ health. It is essential to retain an inspection company that is experienced with EIFS. Such a company is the Moisture Warranty Corporation ([www.moisturewarranty.com](http://www.moisturewarranty.com)). The Moisture Warranty Corporation performs inspections, makes recommendations for any remedial work required to bring the cladding to optimum performance, and once said work has been re-inspected by them, issues a new warranty on any affected areas. Contact Moisture Warranty Corporation for full details. This results in piece of mind for seller, buyer, and realtor alike.

Dryvit wants you and your clients to know the facts about EIFS and we want you to be confident when you market a home clad with Dryvit EIFS. It is important to us that you and your clients feel comfortable and confident that their new home – their primary investment – is working properly and will protect that investment for years.

## **Where can I get more information on Dryvit EIFS?**

You can visit the Dryvit web site ([www.DryvitHomes.com](http://www.DryvitHomes.com)) and go to the Frequently Asked Questions (FAQ) page. You can also call Dryvit directly at 1-800-556-7752 ext. 9.

We are eager to talk to you further about  
Dryvit EIFS at your next association meeting  
or individually.

Dryvit Systems, Inc.  
One Energy Way  
West Warwick, Rhode Island 02893  
1-800-556-7752  
[www.DryvitHomes.com](http://www.DryvitHomes.com)

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