

*Closing the Loop: Energy Efficient Homes,
Home Performance Contractors, Realtors,
Inspectors and Appraisers*

October 21, 2015

Joan Glickman
homeenergyscore@ee.doe.gov

It's Hard to Get Consumers to Look Beyond First Cost of Energy Efficiency Investments



Consumers Perceive (and Receive) a Higher Value for Efficiency Investments

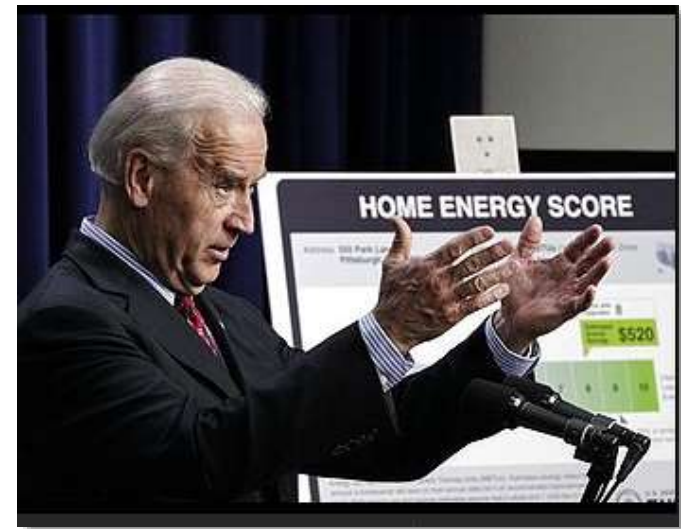


- **Joan Glickman, U.S. Department of Energy**
- **Kevin Rose, Northeast Energy Efficiency Partnership**
- **Susan Ellman, New Jersey Natural Gas**
- **Christa Ross, RE/MAX Select Realty**

Making Home Energy Performance Visible and Understandable

The U.S. Department of Energy created the Home Energy Score to serve as a nationally standardized “miles-per-gallon” rating for homes

- Offers homeowners **affordable, reliable, easy way** to understand homes’ energy performance
- Available at **no-cost** to program providers
- Intended to **motivate homeowners** to invest in residential energy efficiency
 - Simple and action-oriented
 - Ability to document investment in energy efficiency using the post-improvement score



Home Energy Score website: www.homeenergyscore.gov

Value Proposition....Why Bother?

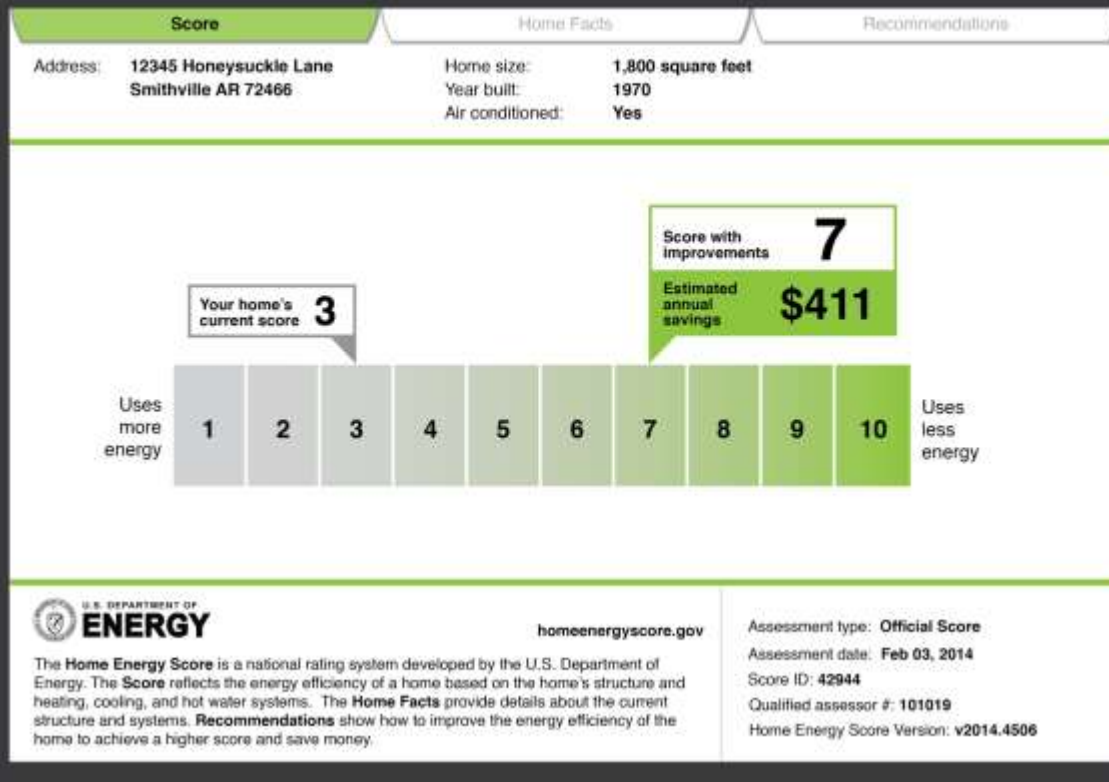
The Score helps translate investment in energy efficiency into a tangible value.

- ✓ Easy to understand and capture at point of sale
- ✓ Exposes “hidden” value: makes insulation and air sealing visible
- ✓ Used for lead generation when offered by inspectors at point of sale (NYSERDA)



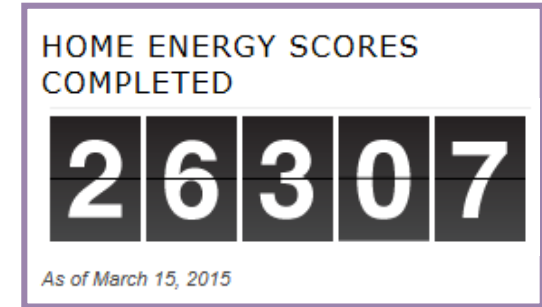
What is the Home Energy Score?

Home Energy Score

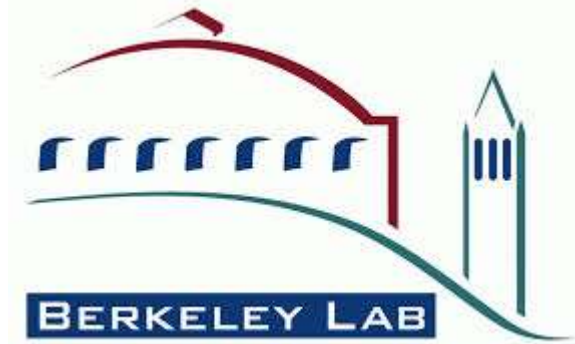


- Takes an hour or less to complete
- Can be generated by home inspectors, contractors, utilities, others
- Can be used directly on-line or linked to other software tools
- No reporting requirements, all automated
- Builds on social norming principles: “5” pegged to home with average energy use for that area

- ✓ Score is a **flexible offering** that can be customized and delivered through many avenues
 - Home Performance with ENERGY STAR; direct install programs, with specific incentives (e.g., HPWH), as part of real estate transactions
- ✓ DOE launched **new 3-D training & testing tool** for Assessors
 - Allows greater number and type of building professionals (e.g., home inspectors, HVAC contractors) to offer the Score
- ✓ **State and local adoption**
 - CO, CT, MO, OR, VT
 - Others in process or likely to adopt: AL, AR, NY
 - City of Berkeley using the Score to fulfill new disclosure requirement



- ✓ Third-party software companies can license the Home Energy Score API to build applications that exchange data with the tool
 - Allows **seamless data transfer**
 - Now accepts data in HPXML
- ✓ Software companies and organizations that have completed API integration:
 - EnergySavvy, PSD/ TREAT , Optimiser, CakeSystems, EnergySoft, Spirit Foundation, CEEF



Images courtesy Richard Szydlowski,
Minnesota Center for Energy and
Environment

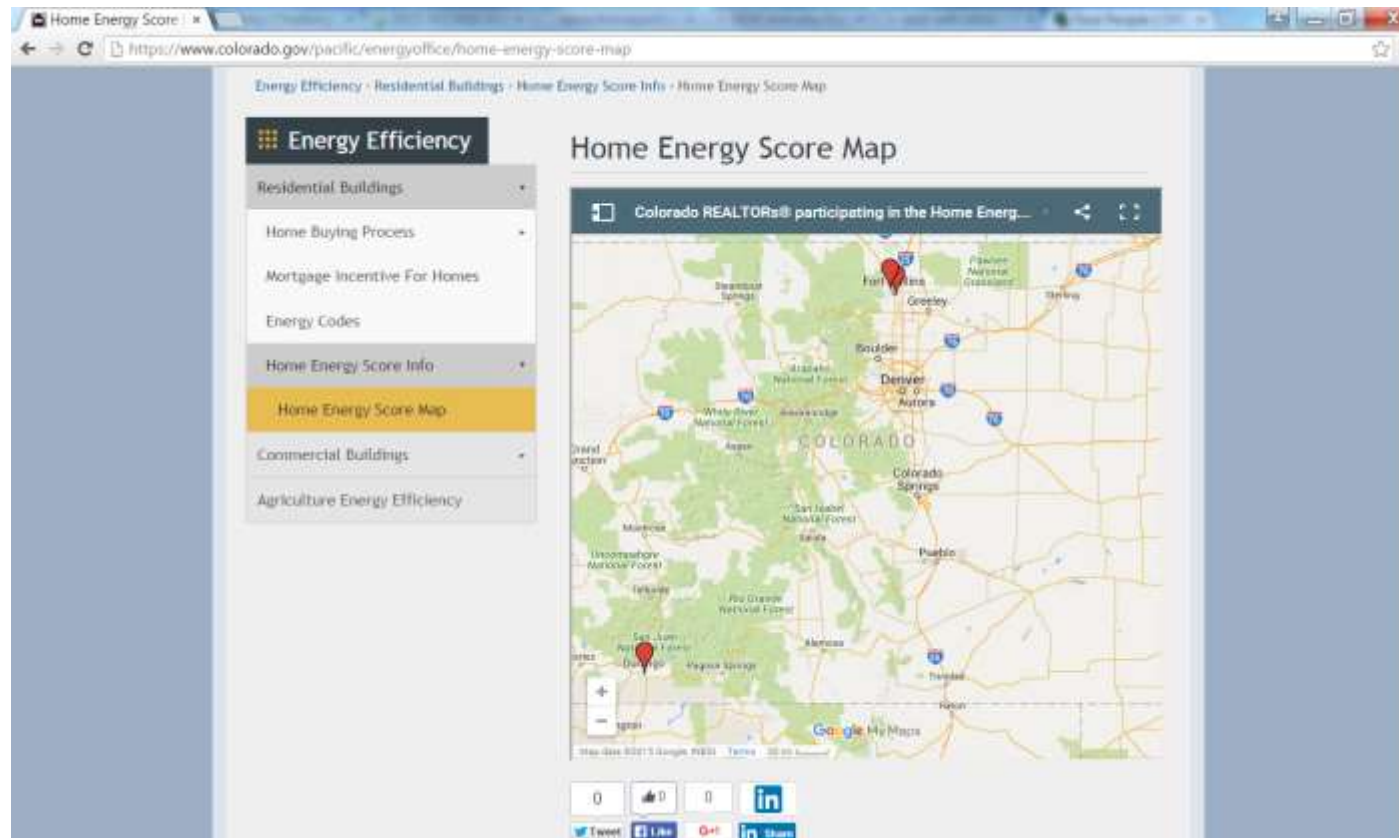
So, how do we make this
information AVAILABLE and
USED in real estate
transactions?

Closing the Loop to Capture the Value of EE in Homes



- ❖ Maintain energy information in a central repository (or make it part of public record)
- ❖ Automate information flow to MLS
- ❖ Make energy information non-threatening and useful to homebuyers
 - ✓ Buyers generally want to know what their monthly costs are going to be as a homeowner (e.g., utility costs)
 - ✓ Ideally, brokers will encourage buyers to have a home energy assessment as part of a home inspection
- ❖ Inspectors can create leads: point out opportunities for greater efficiency and as well as incentives, retailer or utility offers
- ❖ Design policies that encourage lenders and appraisers to seek out the information
 - ✓ Greater training and outreach to lenders & appraisers
 - ✓ Need clear policies on how this information can be used to inform lending decisions and valuation

Colorado: A Unique Focus on Real Estate Integration



- ✓ The Score is integrated into the state Mortgage Energy Efficiency program.
 - Homeowners receive \$750 for each point improvement on the Score, up to \$3000 for moving up 4 points. Available at point of sale or refinancing.

Vision

Widespread use of reliable home energy information at all relevant points in the real estate transaction, enabling fair value at sale for energy efficient / high performing homes.

- 1 Expand Pipeline**
 - Of homes with **verified energy information** (e.g., Home Energy Score, Zero Energy Ready homes, ENERGY STAR Homes, HERS)
- 2 Develop Tools & Systems**
 - That facilitate the **standardized flow** of home energy information from credible sources to relevant users
- 3 Demonstrate Use**
 - Of home energy information in MLS listings, appraisal forms, and other relevant applications.
- 4 Recognize Champions**
 - In relevant fields, highlight their successes, and encourage adoption of best practices.

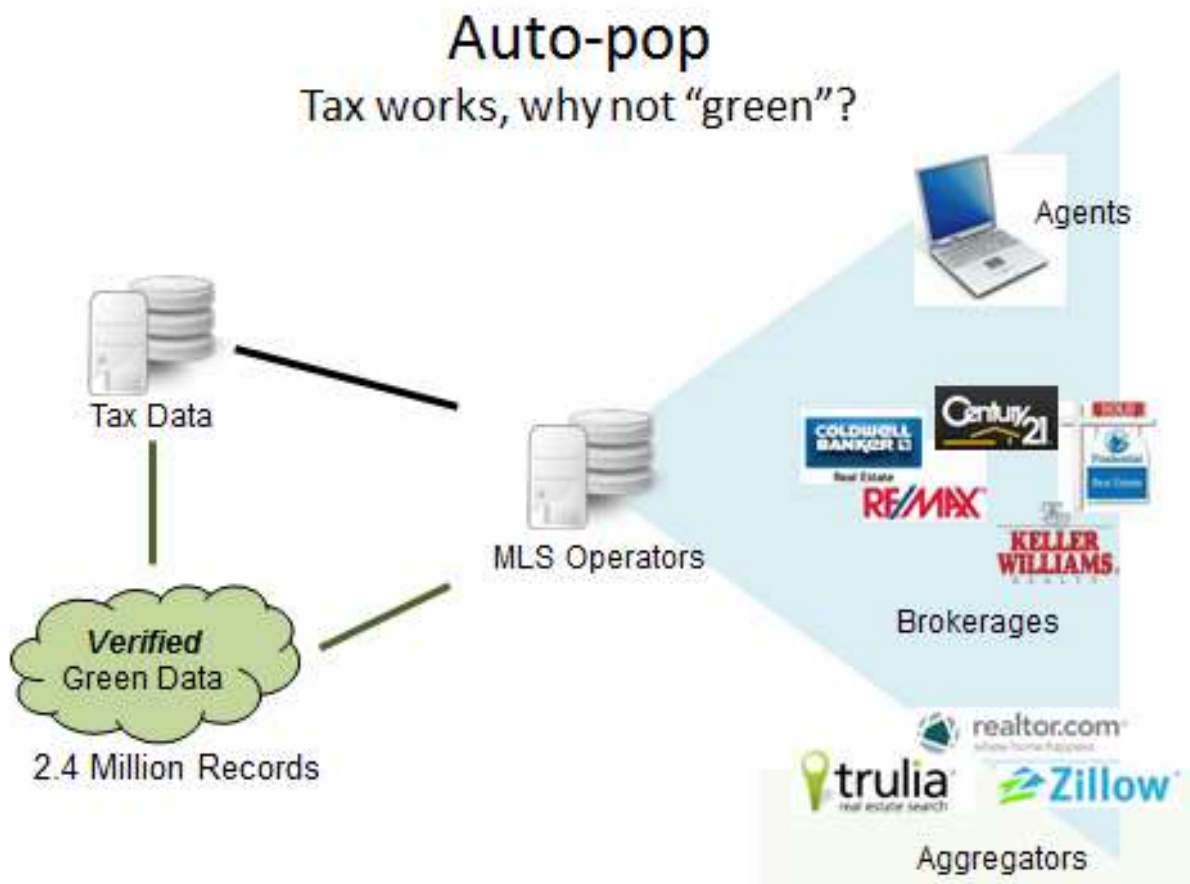


GOAL: Develop replicable models of automated, linked systems in at least 5 pilot markets with demonstrated use of this information by key real estate stakeholders.

Why a Home Energy Information Accelerator?

Two Goals:

- Grow the number of verified green data records
- Innovate with new applications for real estate



National Partners

- Appraisal Institute
- CoreLogic
- Council of Multiple Listing Services
- Green Button Alliance
- Home Innovation Research Labs
- Home Performance Coalition
- Homes.com
- Institute for Market Transformation
- National Association of Realtors®' Center for Realtor® Technology
- National Association of State Energy Officials
- PicketFence.com
- Real Estate Standards Organization
- Realtors Property Resource LLC
- U.S. Green Building Council

Local Partners

Colorado

- Colorado Energy Office
- IRES

DC Metro

- DC SEU
- MRIS

Illinois/Chicago Metro

- Elevate Energy
- Illinois Department of Commerce
- Midwest Real Estate Data (MRED)

Northeast

- NEEP
- VEIC

Oregon/Portland Metro

- Clean Energy Works
- Earth Advantage
- Energy Trust of Oregon
- Oregon Department of Energy
- Regional Multiple Listing Service

✓ Financing

- New FHA Mortgagee Letter (September 2015) allows lenders to provide a two percent stretch on qualifying ratios (e.g., debt-to-income) for borrowers purchasing or refinancing a home
 - Home must score 6 or more
 - Or borrower must demonstrate that they are taking action to improve home's score to 6 or more

✓ Market Development

- Outreach to banks, home inspectors, retailers, manufacturers...

✓ Policy

- NASEO meeting: February of 2016
- Agree on standard metrics to be provided to consumers, MLS
- Work on translator between HERS and Home Energy Score to allow comparisons of new and existing homes
 - Opportunity: DOE expected to offer EnergyPlus for homes (currently only for commercial buildings) via OpenStudio And more...

Home Energy Score

Motivate Homeowners

Data Collection Mechanism

Transparent
Calculation
Methodology

Integration with existing programs

Free

Easy and quick



HomeEnergyScore@ee.doe.gov

www.HomeEnergyScore.gov



Northeast Energy Efficiency Partnerships

HOME ENERGY LABELING IN THE MID-ATLANTIC

ACI Mid-Atlantic Regional Conference
October 21, 2015



2015 ACI Mid-Atlantic Regional Home Performance Conference • Cherry Hill, NJ

About NEEP

Mission

Accelerate energy efficiency as an essential part of demand-side solutions that enable a sustainable regional energy system



Approach

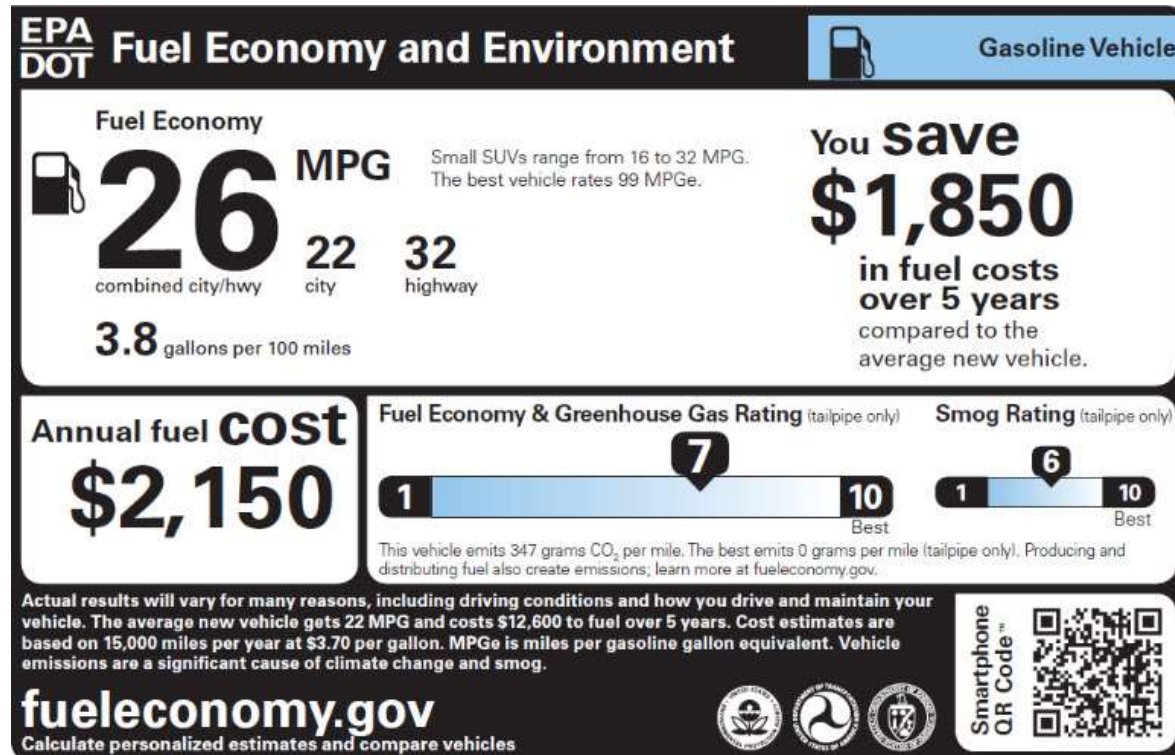
Overcome barriers and transform markets via
Collaboration, Education and Enterprise

Vision

Region embraces **next generation energy efficiency** as a core strategy to meet energy needs in a carbon-constrained world

One of six regional energy efficiency organizations (REEOs) funded by the US Department of Energy (US DOE) to link regions to US DOE guidance, products and programs

THE GOAL



THE PATHWAY



Refine Search

☒ **For Sale** (66)

☐ **Make Me Move** (30)

☐ **Recently Sold** (172)

☒ **For Rent** (20)

Price
 -

Monthly Payment ?
 -

Beds
 -

Baths
 -

Home type

☒ Single Family (31)
 ☒ Condo/Apartment (55)
 ☒ Multi Family (0)
 ☒ Manufactured (0)
 ☒ Lots/Land (0)

Listing type

☒ For Sale by Agent (65)
 ☒ For Sale by Owner (1)
 ☒ Foreclosures (0)
 ☒ New Construction (0)

Show only

☐ Open Houses
 ☐ Price Reductions
 ☐ Photos

Days on Zillow

Square Feet
 -

Lot Size
 -

2645 E Cactus Rd #A, Phoenix, AZ

For Rent: from \$1,100/mo
Pets OK: none

Beds: 1 Sqft: 425 Days on Zillow: 3
Baths: 1.0 Lot: -- Built: 2001

11 Photos Details Save Contact

2645 E Cactus Rd #A, Phoenix, AZ (Paradise Valley)

For Rent: from \$1,100/mo
Pets OK: none

Beds: 1 Sqft: 425 Days on Zillow: 3 Condo/Apartment
Baths: 1.0 Lot: -- Built: 2001 2009 Property tax: \$2,441

11 Photos Save Contact

3936 E Yucca St, Phoenix, AZ (Paradise Valley)

For Rent: \$1,250/mo
Pets OK: --

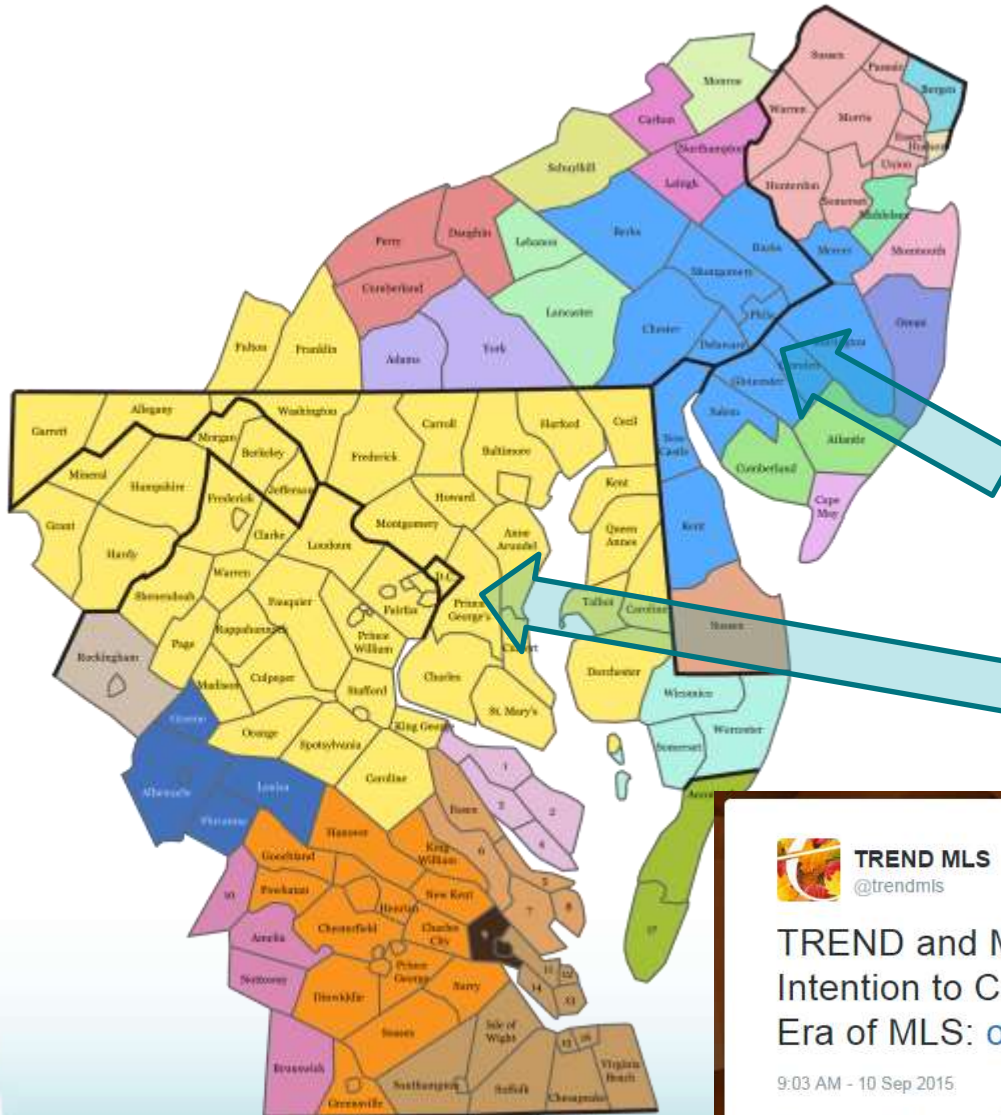
Beds: 3 Sqft: 2,030 Days on Zillow: 26 Single Family
Baths: 2.0 Lot: 9,965 Built: 1969 2009 Property tax: \$1,599

8 Photos Save

3227 E Pershing Ave, Phoenix, AZ (Paradise Valley)

For Rent: \$1,300/mo
Pets OK: --

THE CHALLENGE



TREND MLS
@trendmls

Follow

TREND and MRIS Announce Their Intention to Consolidate, Creating the Next Era of MLS: ow.ly/RZKql

9:03 AM - 10 Sep 2015



INTRO

METRICS, TOOLS, AND SYSTEMS

REGIONAL ROUNDUP

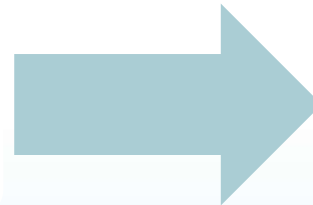
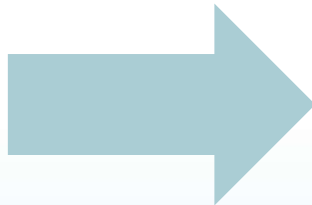
WHAT IT MEANS FOR YOU

METRICS

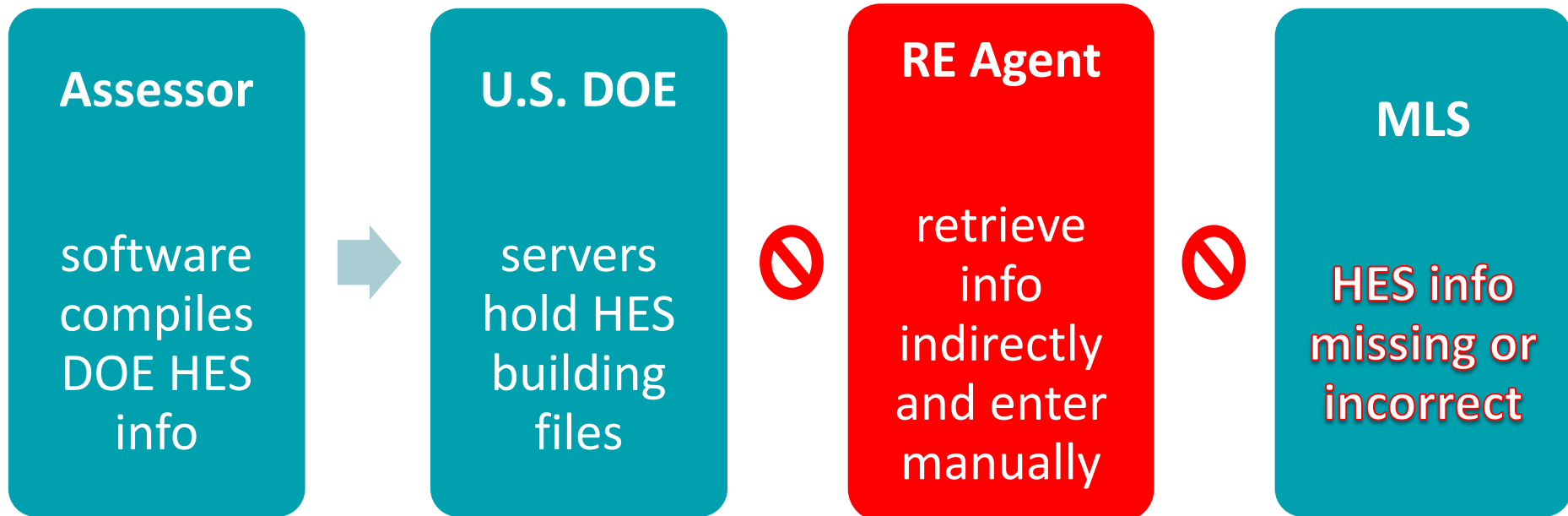


TOOLS

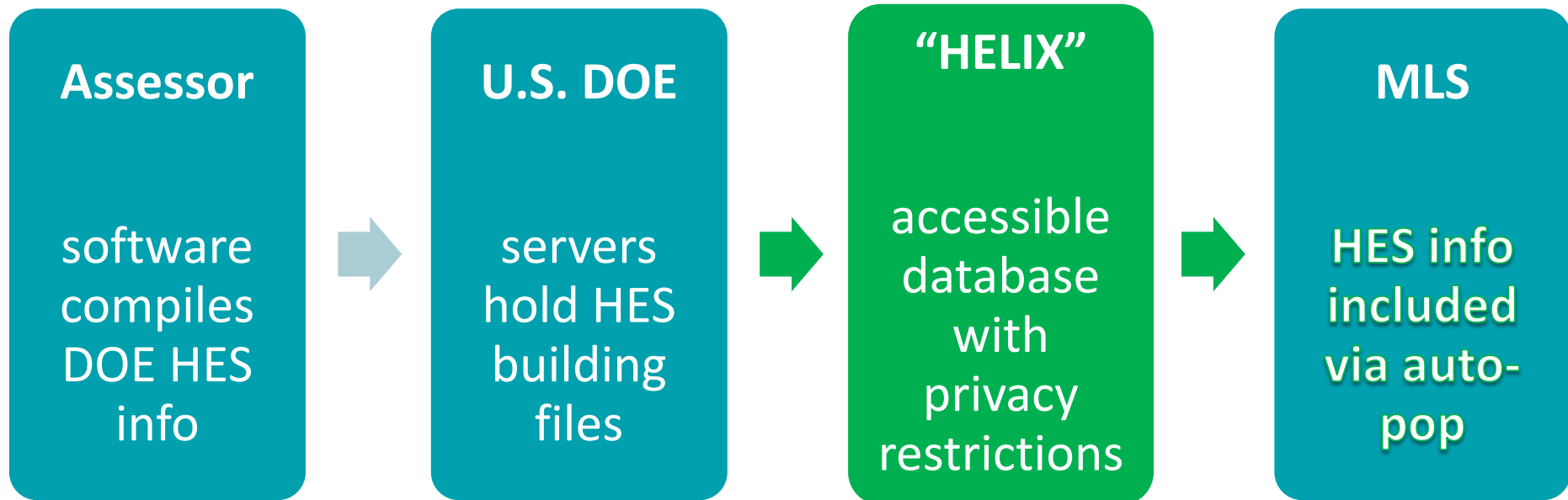
- DOE HES tool
- REM/Rate, EnergyGauge
- TREAT
- REScheck
- ...



INFORMATION FLOW - PRESENT

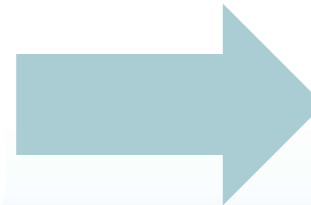


INFORMATION FLOW - FUTURE



SYSTEMS

- Home Energy Labeling Information eXchange (HELIX)
 - 3 year project (2016-2018)
 - New England + New York
 - Database development and implementation
 - Outreach to real estate community

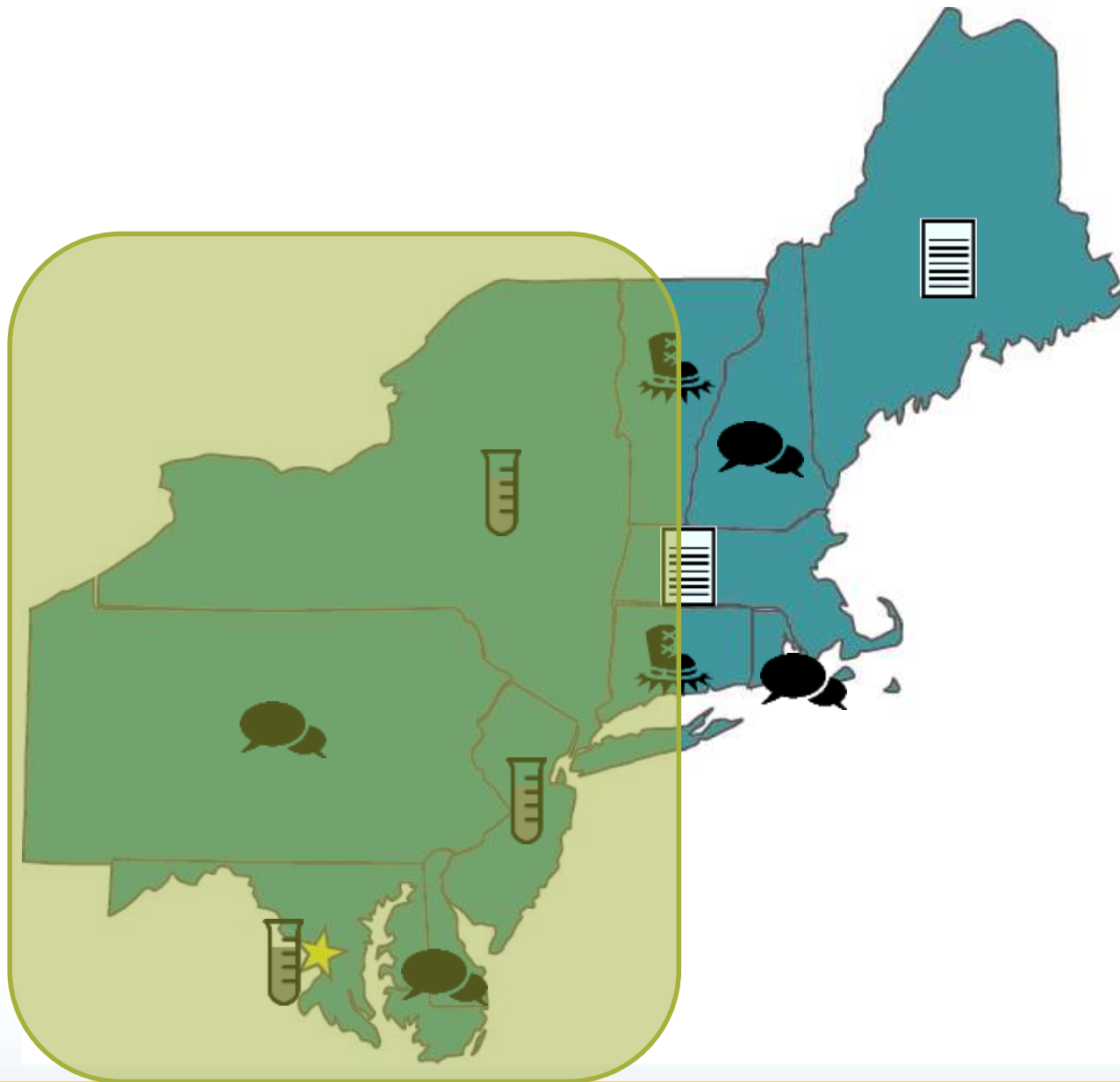


INTRO

METRICS, TOOLS, AND SYSTEMS

REGIONAL ROUNDUP

WHAT IT MEANS FOR YOU



Implementation



Legislation

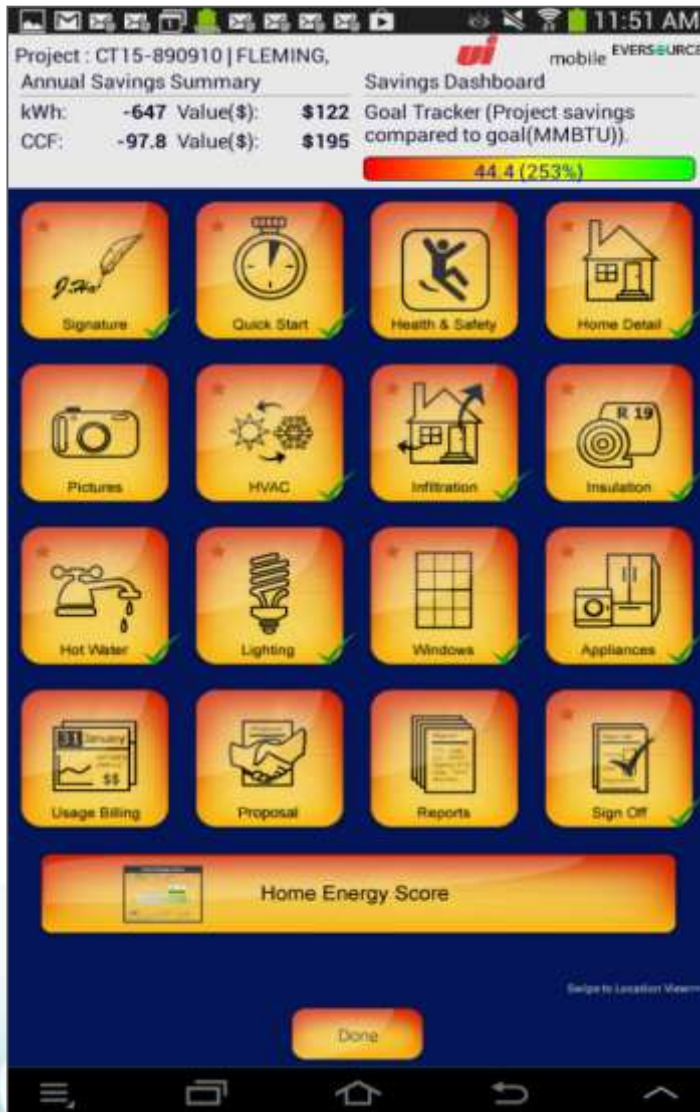


Pilot



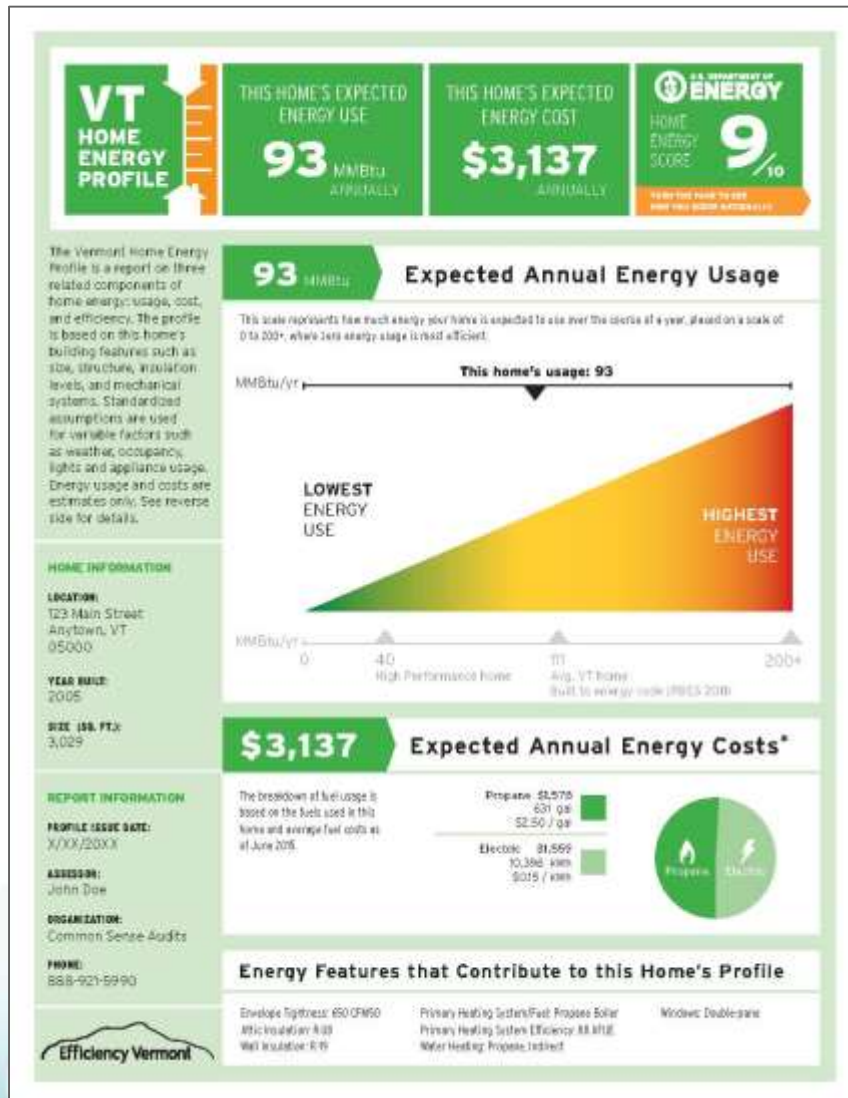
Discussion

CONNECTICUT



- **DRIVER:** mandate - weatherize 80% of CT homes by 2030
 - **SCOPE:** statewide add-on to utility home performance offerings
 - **METRICS:** DOE HES
 - **TOOLS:** DOE HES tool
 - **STATUS:** launched in April; over 10,000 scores projected in first year
- ❖ **INSTANT INFORMATION:** If energy assessor has internet connectivity they can produce and email the score and report on site

VERMONT



- **DRIVER:** 2013 Act 89 created working group - recommendations
- **SCOPE:** statewide voluntary program; meets needs of several independent audit programs
- **METRICS:** EPS (MMBtu/yr), \$\$\$ breakdown, DOE HES
- **TOOLS:** DOE HES tool
- **STATUS:** target of January 2016 to begin statewide rollout
- ❖ **COST EFFICIENCY:** Efficiency Vermont's goal was to limit audit/rating costs to ~\$250

MASSACHUSETTS

- **DRIVER:** 2012-14 HomeMPG labeling pilot project in Western MA
 - **SCOPE:** voluntary program for existing homes - 3,866 scores
 - **METRICS:** MMBtu/yr, carbon, \$\$\$
 - **TOOLS:** proprietary software
 - **STATUS:** 41% of homes completed retrofits
- ❖ **MANDATORY RATING + DISCLOSURE?:** proposed legislation requiring statewide label program and audits at time of listing

SENATE DOCKET, NO. 633 FILED ON: 1/15/2015

SENATE No. 1761

By Mr. Downing, a petition (accompanied by bill, Senate, No. 1761) of Benjamin B. Downing, Kevin G. Hosan, Stephen Kulik, Chris Walsh and other members of the General Court for legislation relative to home energy efficiency. Telecommunications, Utilities and Energy.

The Commonwealth of Massachusetts

In the One Hundred and Eighty-Ninth General Court
(2015-2016)

An Act relative to home energy efficiency.

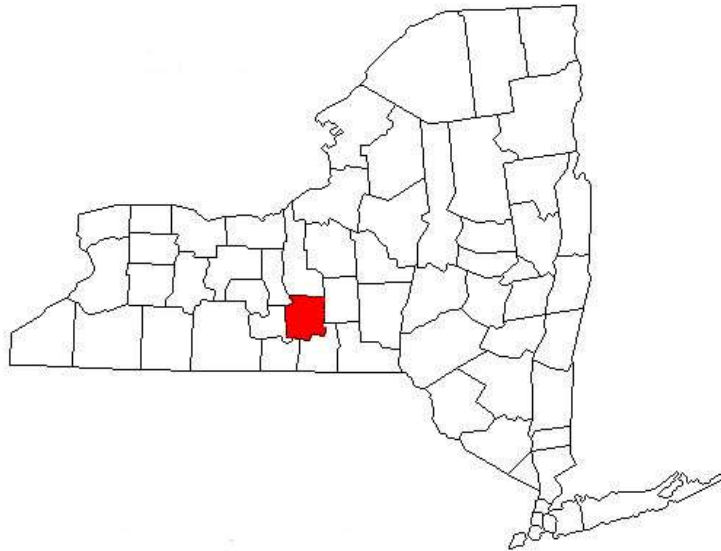
Be it enacted by the Senate and House of Representatives in General Court assembled, and by the authority of the same, as follows:

1 SECTION 1. (a) Notwithstanding any general or special law to the contrary, a seller or
2 agent acting on behalf of the seller shall complete an energy assessment through the Mass Save
3 program as overseen by the department of energy resources prior to the time of listing the home
4 for sale, provided that no additional fees shall be imposed or collected in connection with the
5 home energy assessment. This section shall apply to a seller of a single-family residential
6 dwelling or a multiple-family residential dwelling with fewer than 5 units, or a condominium
7 unit.

8 (b) The seller or agent acting on behalf of the seller shall disclose to a buyer or
9 prospective buyer information obtained from the energy assessment of the dwelling at the time of
10 listing or prior to the signing of a contract to purchase, whichever comes first.

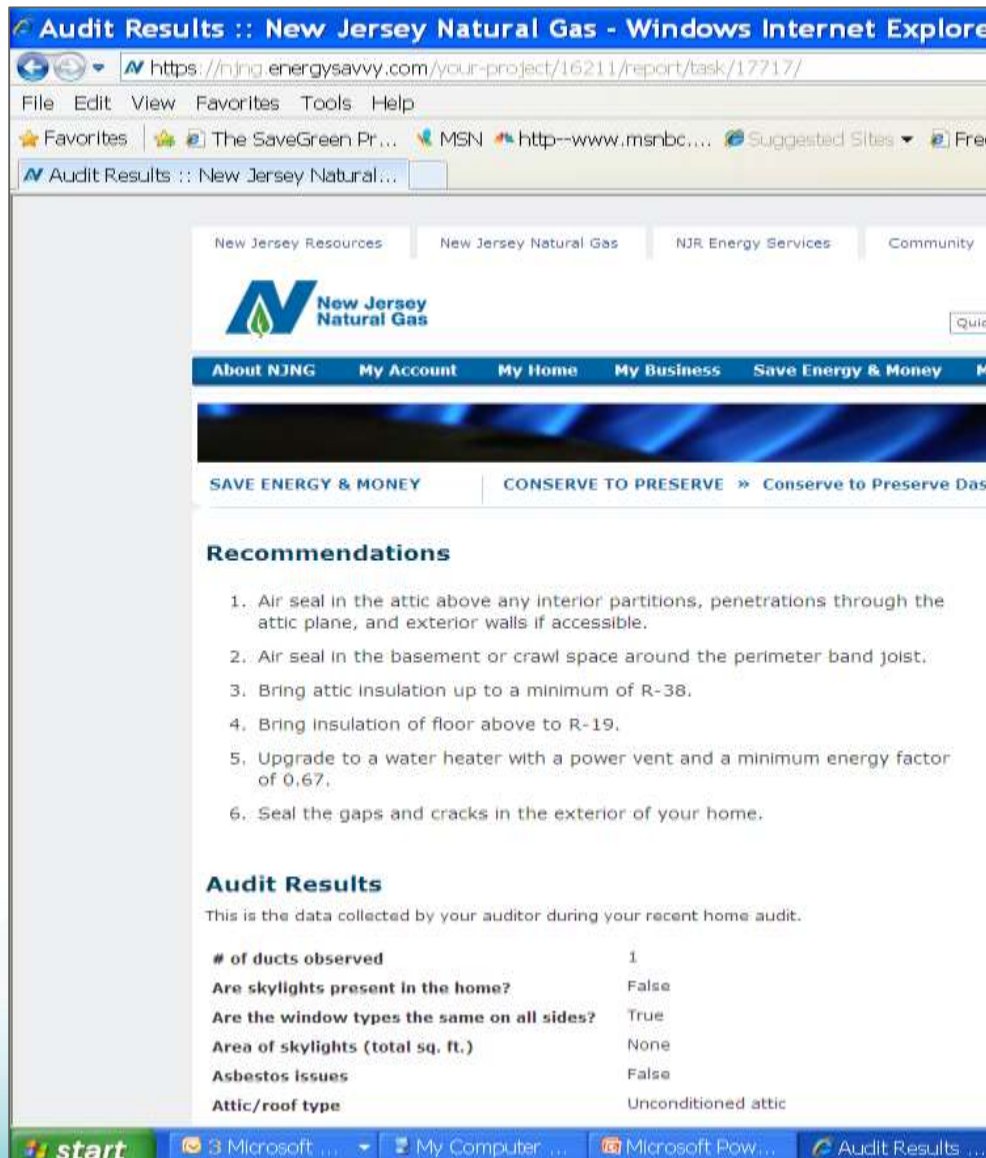
11 (c) This section shall not apply to sales of residential dwellings in the following
12 circumstances: (1) a foreclosure or pre-foreclosure sale; (2) a decedent or trustee sale; (3) a

NEW YORK



- **DRIVER:** NYSERDA “Cleaner Greener Communities” grant
 - **SCOPE:** Tompkins County
 - **METRICS:** TBD (will evaluate DOE HES, HERS, EPS, etc.)
 - **TOOLS:** TBD
 - **STATUS:** kicked off this year, not recommending required disclosure
-
- ❖ **NYSERDA DOE HES PILOTS:**
generated HES for 14k HPwES program homes; 2300 audit sample to determine HES conversion rate

NEW JERSEY



The screenshot shows a Windows Internet Explorer browser window displaying the 'Audit Results' page for New Jersey Natural Gas. The address bar shows the URL: <https://njng.energysavvy.com/your-project/16211/report/task/17717/>. The page features the NJNG logo and navigation tabs for 'New Jersey Resources', 'New Jersey Natural Gas', 'NJR Energy Services', and 'Community'. Below the logo, there are links for 'About NJNG', 'My Account', 'My Home', 'My Business', and 'Save Energy & Money'. The main content area is titled 'Recommendations' and lists six items: 1. Air seal in the attic above any interior partitions, penetrations through the attic plane, and exterior walls if accessible. 2. Air seal in the basement or crawl space around the perimeter band joist. 3. Bring attic insulation up to a minimum of R-38. 4. Bring insulation of floor above to R-19. 5. Upgrade to a water heater with a power vent and a minimum energy factor of 0.67. 6. Seal the gaps and cracks in the exterior of your home. Below the recommendations, there is a section titled 'Audit Results' which states: 'This is the data collected by your auditor during your recent home audit.' A table follows with the following data:

# of ducts observed	1
Are skylights present in the home?	False
Are the window types the same on all sides?	True
Area of skylights (total sq. ft.)	None
Asbestos Issues	False
Attic/roof type	Unconditioned attic

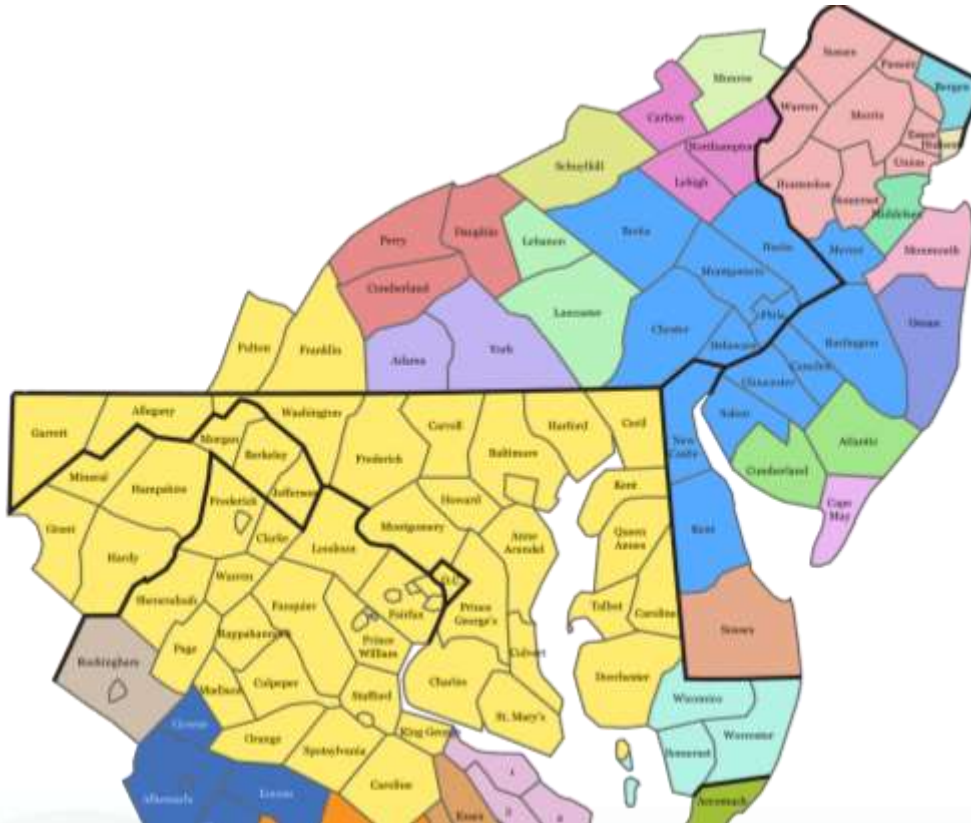
- **DRIVER:** DOE HES pilot
 - **SCOPE:** new offering of SAVEGREEN program for three counties
 - **METRICS:** DOE HES
 - **TOOLS:** DOE HES tool
 - **STATUS:** program underway; two year extension to July 2017
- ❖ **ALL ONLINE:** Customers choose a NJNG BPI certified Auditor to perform audit via the Contractor Portal and access their custom NJNG recommendations online

PENNSYLVANIA



- **DRIVER:** Conservation Consultants, Inc. and stakeholder interest
- **SCOPE:** Western PA
- **METRICS:** DOE HES
- **TOOLS:** DOE HES tool
- **STATUS:** formed working group summer 2015
- ❖ **SCALING UP:** exploring ways to integrate HES into existing programs and via statewide plans

DISTRICT OF COLUMBIA - MARYLAND - DELAWARE



- **DRIVER:** stakeholder interest
 - **SCOPE:** TBD
 - **METRICS:** DOE HES
 - **TOOLS:** DOE HES tool
 - **STATUS:** DOE's Home Energy Information Accelerator kicked off summer 2015
-
- ❖ **MERGING MLSs:** MRIS and TREND announced forthcoming merger in summer 2015



Home Performance Score is a tool to assess a home's energy consumption, cost and carbon footprint.

This report has been prepared for:
Emily Heerxxx

Au
Sq
c
Ye
Fu

Location:
**404 Main St
Dothan, AL 36301**

Home Performance Score is a tool to assess the energy consumption of a home. The better—a low HPS identifies a home as energy efficient with lower energy costs.

Estimated Monthly Energy Costs

\$182*

5-year savings potential:

\$1,337*

Estimated average energy costs per month: Electric \$169, Natural gas \$13



homeenergyscore.org

The **Home Energy Score** is a national rating system developed by the U.S. Department of Energy. The **Score** reflects the energy efficiency of a home based on the home's structure, heating, cooling, and hot water systems. The **Home Facts** provide details about the home's structure and systems. **Recommendations** show how to improve the energy efficiency of a home to achieve a higher score and save money.

*Actual energy costs may vary and are based on many factors such as occupant behavior, weather and

Prepared By:
Joe Assessor
(334) 555-5555
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Energy Assessment Co.
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Dothan, AL 36302

ARKANSAS HOME ENERGY SCORE

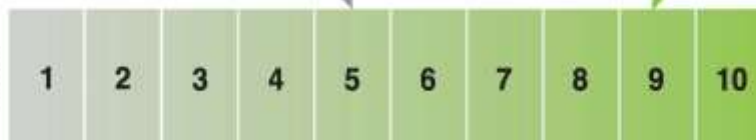


Home Energy Score

Your home's current score **5**

Score with improvements **9**

Uses
More
Energy



Uses
Less
Energy

LOCATION:
555 Magnolia Street
Little Rock, AR 77202

YEAR BUILT: 2002
SIZE (SQ. FT.): 2,210

SCORE ISSUE DATE:
July 15, 2015

ABOUT THE SCORE

The Arkansas Home Energy Score is a rating system developed by the US Department of Energy for Arkansas. The score reflects the energy efficiency of a home based on the home's structure and heating, cooling, and hot water systems. The information on this score card shows energy use and costs that are estimates only. Actual usage and costs may vary and are based on many factors such as weather and occupant behavior. See reverse side for technical information and details.

PROVIDED BY



Estimated Monthly
Energy Costs*

\$208

Estimated Annual
Energy Costs*

\$2,500

POTENTIAL ANNUAL SAVINGS

\$1,520

After recommended improvements

TOP ENERGY SAVINGS OPPORTUNITIES:

Attic Insulation Upgrade

Insulate to R-38

Duct Sealing

Seal ducts to reduce air leakage

Heat Pump Upgrade

Add high efficiency heat pump (16 SEER)

TO FIND OUT HOW YOU CAN EASILY IMPROVE YOUR HOME'S ENERGY EFFICIENCY

CALL (800) 555 -1212 OR VISIT WWW.ARKANSASENERGY.ORG

HOW MUCH YOU
CAN IMPROVE



For a complete list of upgrade opportunities for your home, please review the recommendations report.

“GREENING THE MLS”









- Greened:
 - NNEREN - VT, NH, ME, MA
 - MLS PIN - MA
 - Lehigh Valley, PA
- Next up for Greening:
 - MRIS+TREND - DC, MD, DE, PA
 - West PA
 - Ithaca, NY
 - RI (statewide)

INTRO

TOOLS, LABELS, AND SYSTEMS

REGIONAL ROUNDUP

WHAT IT MEANS FOR YOU

State <small>MID-ATL</small>	Status	Rating Programs / Policies
Connecticut		DOE HES has been incorporated statewide into HPwES program since spring 2015
Massachusetts		Potential legislation requiring rating and disclosure at time of listing following 2012-2014 HomeMPG pilot
Vermont		Statewide implementation of multi-program energy label (including DOE HES) starting in 2016
New York		Ithaca-based NYSERDA pilot launched in 2014 with additional research analyzing DOE HES statewide
New Jersey		Three county NJ Natural Gas pilot of DOE HES participation through audit program
Pennsylvania		Pittsburgh-based stakeholder group formed in 2015 promoting uptake of DOE HES in local/state programs
Maryland, Delaware		Initial interest from state-level groups (MD Energy Administration, DE Sustainable Energy Utility)
District of Columbia		Data flow and real estate community outreach supporting Home Energy Information Accelerator



Implementation



Legislation

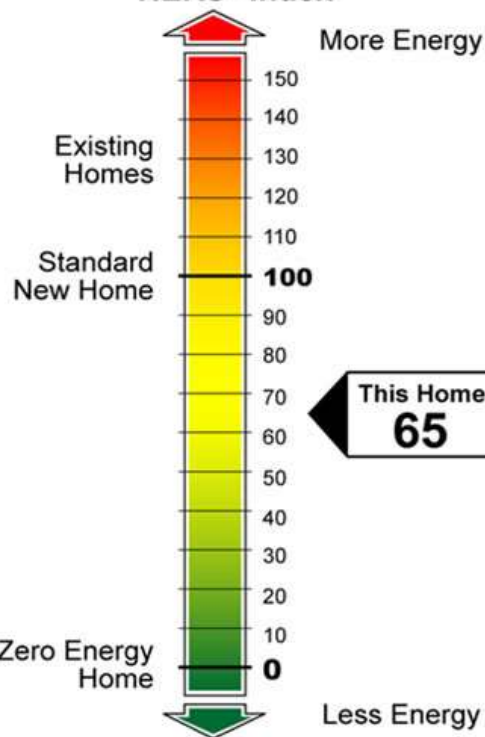


Pilot



Discussion

HERS® Index



HOME ENERGY SCORE

Address: 555 Park Lane
Pittsburgh, PA 99999

Total Energy: 190 MBTUs / year
Home Size: 1,500 square feet
Air Conditioning: Yes

Climate Zone



Score with Upgrades: **8**
Estimated Annual Savings: **\$520**

Current Score: **6**



Top 20% of similarly sized homes score here or better

Energy use reported in Million British Thermal Units (MBTUs). Estimated savings reflect the amount a homeowner will save on their annual utility bill if all recommended improvements are made. Both energy use and savings estimates assume that 2 adults and 1 child live in the home. Your actual energy use and savings will depend on how you maintain your home, how many people live there, your day-to-day habits and weather. To learn more about how to save energy and money in your home, as well as more about the home energy score, visit: homeenergyscore.gov



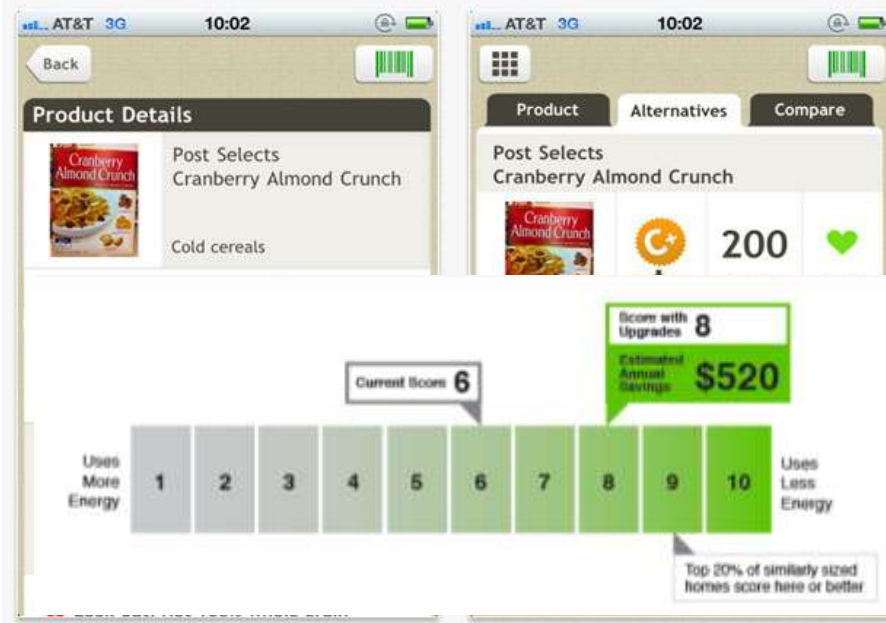
U.S. DEPARTMENT OF
ENERGY

Assessor # 85317 Assessment Date: 11/05/2010 Label # 000062465



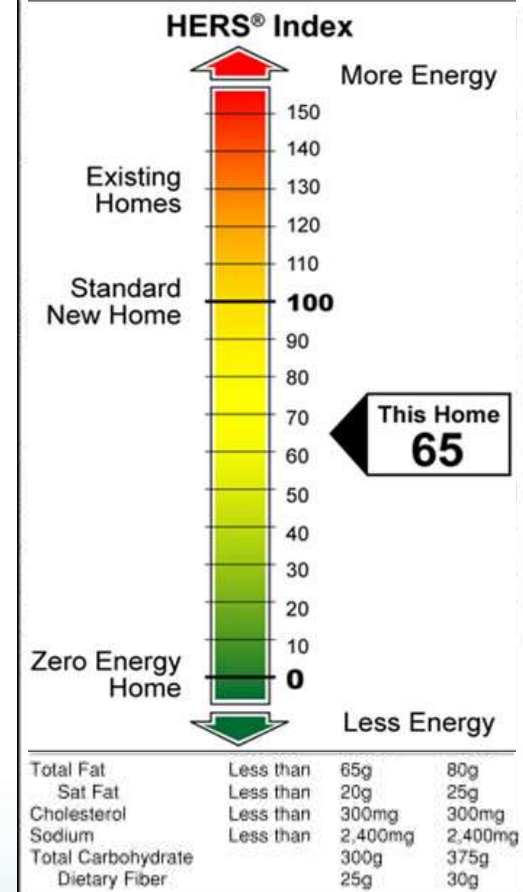
HERS VS. DOE HES

iPhone Screenshots



Nutrition Facts

Serving Size 2/3 cup (55g)



VOLUME 5, NUMBER 5

NOVEMBER/DECEMBER 1988



Also in this issue:

- Refrigerators: Your Mileage May Vary
- Apartment Building Resets
- Rating Home Energy Ratings
- Condensing Furnace Sales

home energy

The Magazine of Residential Energy Conservation

**MPG
for
Homes**



5



Kevin Rose

Senior Building Energy Technical Associate
Northeast Energy Efficiency Partnerships

krose@neep.org

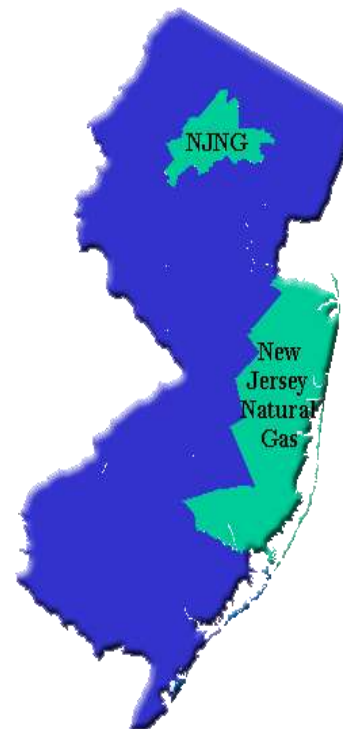


Always
Delivering
Strong
Balanced
Renewable
Local
Reliable
Innovative
Resourceful
Trusted

CLOSING THE LOOP
REALTOR OUTREACH – CONTRACTOR OPPORTUNITIES



- Established in 1952
- Largest independent Local Distribution Company in New Jersey
- 500,000 customers in Monmouth, Ocean and Morris counties
- Maintain over 7,000 miles of natural gas pipelines
- Primarily residential and small commercial customer base



- Launched in September 2009
- Promotes energy-efficiency and conservation measures to support state policy, and benefit our customers and the environment
- Designed to complement New Jersey's Clean Energy Program (NJCEP)
- Encompasses energy-efficiency rebates and incentives available for our customers
 - ✧ Energy-Efficient Equipment Rebates
 - ✧ Financing Options
 - ✧ Comprehensive Home Energy Audit

- **56,000+** Phone Calls
- **185,000+** unique visitors to The SAVEGREEN Project micro site
- **32,000+** Energy Audits completed
- **33,000+** Enhanced Rebates
- **6,500+** customers have participated in 0% APR Financing
- **11,228** Home Energy Scores conducted

➤ Advertising

- ✧ Print
- ✧ Direct Mail
- ✧ Web Site

Install an Energy-efficient Heating System and Water Heater

GET CASH BACK UP TO **\$1,500!**

Rebates from The SAVEGREEN Project® of New Jersey Natural Gas (NJNG) and New Jersey's Clean Energy Program™ (NJCEP)

Call **877-336-1743** today!

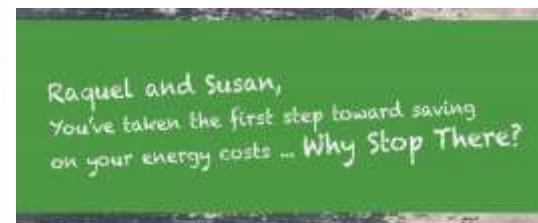
New Jersey Natural Gas **SAVEGREEN** www.savegreengreenproject.com

See reverse side for more information.

➤ Participation in numerous outreach events

➤ Work with marketing channels to get message to end users

- ✧ Realtors
- ✧ Contractors



Receive an
Additional Rebate
up to **\$5,000**, Plus
0% APR On-Bill
Repayment up to **\$10,000**,
When You Take the
Whole-House Approach
to Energy Efficiency.*



In March of 2012 you took the first step by taking advantage of The New Jersey Natural Gas
Branded Rebate in the amount of \$5,000 and the WARM Advantage Rate on your New Jersey
Clean Energy Program™. Now, take the next step toward even bigger energy savings through
whole-house energy efficiency.

Summer is here. Keep cool AND maximize your home's energy efficiency by
Air and Duct Sealing: Improve your home's energy efficiency and comfort by reducing air leakage
Insulation: Prevent conditioned air loss through loose attic insulation.
Sealed Combustion Water Heaters: Reduce potential health and safety concerns from open
ventilation by installing a sealed combustion water heater.

DON'T WAIT! Keep the cool air in now and be all set for the heating season later.
Find out what additional SAVEGREEN incentives you may qualify for with a call to:

GET CASH BACK UP TO **\$600**

When you Install an Energy-Efficient Water Heater

1. Have your contractor install a natural gas WARM Advantage-qualified water heater*
2. Call us for your FREE home energy audit
3. Apply for your rebates - It's that simple!

Plus a FREE Home Energy Analysis!

Call today! 877-519-9583

New Jersey Natural Gas **SAVEGREEN** www.savegreengreenproject.com

Don't get caught
in the cold ...

RECEIVE up to
\$2,700

ills and
e and incentives!



➤ Quarterly e-blast

➤ Tools and Resources for Realtors brochure



Realtor Advantage

Your quarterly home energy-efficiency resource. It's a tough market, so be sure to take advantage of these valuable tools to help you sell more homes and be an informed resource to help your clients save energy and money.

January's Energy-Saving Tip

Turning down the thermostat by 10 degrees at night or when the house is unoccupied can save as much as 20 percent of your heating costs. Every 24-hour period that the heat is lowered by 1 degree can result in a 3 percent savings on your heating bill. For example, if you normally keep your thermostat set at 72 degrees, you can save 12 percent on your winter heating bills by turning it down to 68 degrees. Retrain the temperature gradually to give your body time to adjust to the new temperature level. Don't forget to install a programmable thermostat to lower utility bills and manage your heating and cooling systems efficiently! For more tips, visit www.njng.com.

Nice Meeting You!

Thank you to all who visited our booth at December's Tri-State Realtor Convention in Atlantic City. We hope that you took advantage of the energy-efficiency information provided not only for your personal use, but also for your customers. If you need additional materials or if you did not attend the convention and would like to receive the energy-efficiency information provided, please contact Realtor@NJNG.com or call 1-877-478-4623.

We would like to congratulate Cindy Marsh Eiche, Weichert Realtors, Randolph, NJ office, winner of our [Domestic Home Energy Audit](#) (valued at \$250) plus a \$50 gift card to our online [energy store](#). Congratulations are also in order to our secondary prize winners who all received a \$50 gift card to our online [energy store](#).

Benefits of a DOE Home Energy Score

A Home Energy Score (HEScore) will provide an understanding of how a home performs, similar to a car's miles per gallon rating which demonstrates the vehicle's efficiency. Homes are scored on a scale of 1 to 10, with a 10 being the most energy-efficient ([see sample report](#)). The HEScore will determine how the home performs compared to others in the area and the qualified assessor will provide recommendations on how to improve your home's score and efficiency.

- Realtor sales meeting presentations
- Support realtor education seminars
- Participation at Real Estate Convention

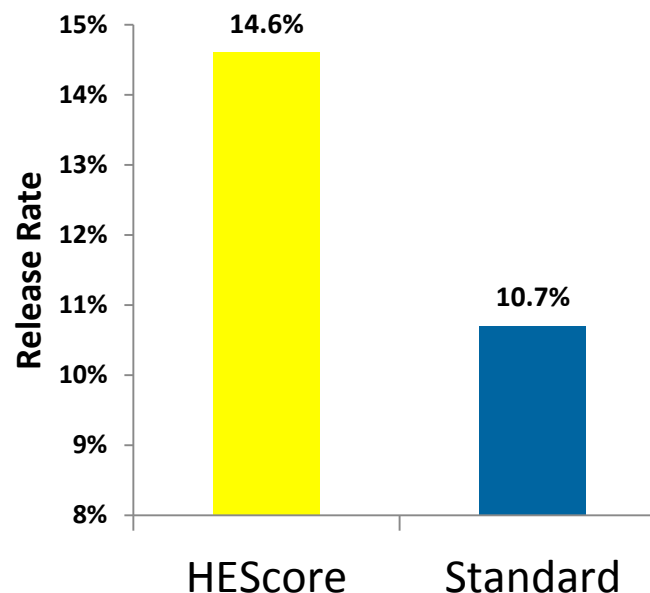
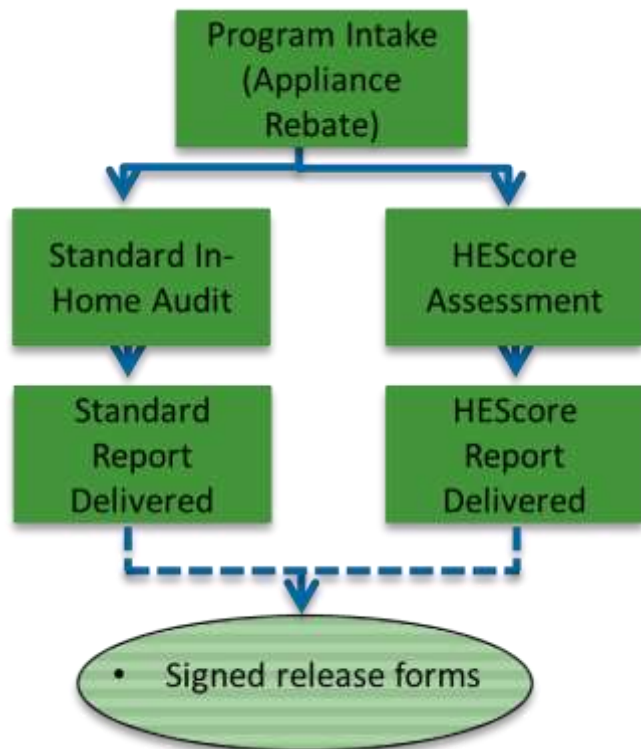


- Sponsorships

- Work with real estate community to incorporate energy efficiency into each transaction
 - ✧ More education on energy efficiency is needed
 - ✧ Ensure that listings include energy efficiency upgrades where available
- Add an energy audit to a home inspection
- Connect customers to energy efficiency programs
- Connect customers to contractors for energy efficiency upgrades

- **56,000+** Phone Calls
- **185,000+** unique visitors to The SAVEGREEN Project micro site
- **32,000+** Energy Audits completed
- **33,000+** Enhanced Rebates
- **6,500+** customers have participated in 0% APR Financing
- **11,228** Home Energy Scores conducted

- The study uses randomized control testing to identify the impact that the Home Energy Score had on homeowners' willingness to pursue energy efficiency improvements.



Latest Updates

www.savegreenproject.com/contractor/contractor-home

Apps Projects New J... Imported From IE Other bookmarks

New Jersey Natural Gas

THE SAVEGREEN PROJECT

CONTRACTORS

PROPERTY OF: NJNG

Get the latest rebate forms.

GET FORMS MORE GET FORMS

CONTRACTOR E-NEWSLETTER

Audit Drawer

Contractors Home

Marketing Tools

Audits

Important Contacts

Fuel Comparison Calculator

Calculate your energy savings.

Latest Updates

New Jersey's Clean Energy Program (NJCEP)
New WARMAdvantage AFUE Requirements
Effective November 1, 2014

Program changes include a new 95% AFUE furnace requirement with a two-tiered eligibility and rebate level (\$250 for tier 1 and \$500 for tier 2). Combination and boiler/indirect units that supply both heat and domestic hot water are now eligible.

Get more information on NJCEP fiscal year 2015 WARMAdvantage and Home Performance with ENERGY STAR programs.

New Jersey's Clean Energy PROGRAM Your Power to Save

New Natural Gas Boiler Rebate List

The [eligible product list](#) was recently compiled to include boilers between 85% and 90% AFUE that qualify for both the NJCEP and SAVEGREEN rebates. Visit ENERGY STAR for a list of eligible boilers with an AFUE of 90% or greater. Please take note to ensure your installation

2:29 PM 6/2/2015

PROPERTY OF: KING

Get the latest rebates and forms. [Get Forms](#) [Sign up Email](#)

Have you replaced an ugly furnace lately? [Replace it Now](#)

Audits to Bid

How it works:
Listed below are completed home energy audits (retrofit Home Performance with ENERGY STAR projects). Click on "Audit Number" to download and review. If after reviewing the audit you would like to bid on the project, return to this page, and click the "Request to Bid" button. You will be e-mailed the customer's contact details so that you may provide the customer with a formal bid.

Bids are posted every Tuesday morning. You'll need to make a decision quickly as we are only showing a maximum of 1 company to Request to Bid. The number of bids will count down as a Request to Bid is made.

WARNING:
Only Request to Bid on projects you are going to bid. Abuse of this system from anyone will terminate the ability for that entire company to use the system.

EA - Energy Assessment | PA - Passive | HP - Best Home Performance (5000 score)

AUDIT NUMBER	TYPE	LOCATION	DATE	BID ON THIS JOB	BIDS LEFT
01233	Full Up	Marlboro Township	03/23/15	Request to Bid	2
01352	HPAC	Green Township	03/23/15	Request to Bid	2
01351	Full Up	Green Township	03/23/15	Request to Bid	2
01330	Full Up	Town River	03/23/15	Request to Bid	1
01348A	HPAC	How Gravel	03/24/15	Request to Bid	2

Participating Home
Performance with ENERGY STAR
contractors can download leads

Up to three contractors
can bid on each job – this
shows how many bids are
left

Recommendations

1. Air seal in the attic above any interior partitions, penetrations through the attic plane, and exterior walls if accessible.
2. Air seal in the basement or crawl space around the perimeter band joist.
3. Bring attic insulation up to a minimum of R-38.
4. Bring insulation of floor above to R-19.
5. Ductwork in unconditioned space should be sealed with mastic.
6. Ductwork in unconditioned space should be insulated to R-8.
7. Upgrade to a water heater with a power vent and a minimum energy factor of 0.67.
8. Replace AC with a unit that has a SEER of 14.5 or higher.
9. Seal the gaps and cracks in the exterior of your home.

Audit Results

This is the data collected by your auditor during your recent home audit.

# of ducts observed	2
Are skylights present in the home?	No
Are the window types the same on all sides?	Yes
Area of skylights (total sq. ft.)	None
Asbestos issues	No
Attic/roof type	Unconditioned attic
Audit type	Initial
Back wall construction type	None
Back wall exterior covering	None
Back wall insulation value	None
Back window U-value	None
Back window area	26.00
Back window frame type	None
Back window glazing type	None
Back window solar heat gain coefficient	None

Audit Results :: New Jersey Natural Gas - Windows Internet Explorer

https://njng.energysavvy.com/your-project/16211/report/task/17717/

File Edit View Favorites Tools Help

Favorites The SaveGreen Pr... MSN http--www.msnbc... Suggested Sites Free Hotmail Web Slice Gallery

Audit Results :: New Jersey Natural...

New Jersey Resources New Jersey Natural Gas NJR Energy Services Community

New Jersey Natural Gas


Quicklinks Search GO

About NJNG My Account My Home My Business Save Energy & Money My Safety Regulatory Info


SAVE ENERGY & MONEY CONSERVE TO PRESERVE » Conserve to Preserve Dashboard

Recommendations

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2. Air seal in the basement or crawl space around the perimeter band joist.
3. Bring attic insulation up to a minimum of R-38.
4. Bring insulation of floor above to R-19.
5. Upgrade to a water heater with a power vent and a minimum energy factor of 0.67.
6. Seal the gaps and cracks in the exterior of your home.



DOE HEScore
View your Home Energy Score



Take the Next Step
Learn more about Weatherization

Audit Results

This is the data collected by your auditor during your recent home audit.

# of ducts observed	1
Are skylights present in the home?	False
Are the window types the same on all sides?	True
Area of skylights (total sq. ft.)	None
Asbestos issues	False
Attic/roof type	Unconditioned attic

start 3 Microsoft ... My Computer ... Microsoft Pow... Audit Results ... 11:40 AM

Come visit with us at our booth
Make sure you are signed up on portal to receive eBlasts

Susan Ellman
Energy Efficiency Marketing Manager
sellman@njng.com
732-378-4924



CHRISTA ROSS
REALTOR • RE/MAX Select Realty



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REALTOR • RE/MAX Select Realty





Green Designations in Real Estate





Homes in Southwestern PA

- Some of the oldest in the country
- City of Pittsburgh
 - 76% of homes were built prior to 1960
 - 53% constructed before 1940
 - 25% homes within the City meet the newer codes introduced in 1970
 - 22 out of 90 neighborhoods have an average age over 100 years old



In order to sell energy efficiency it needs to be visible.



Guess which one the buyer will focus on?



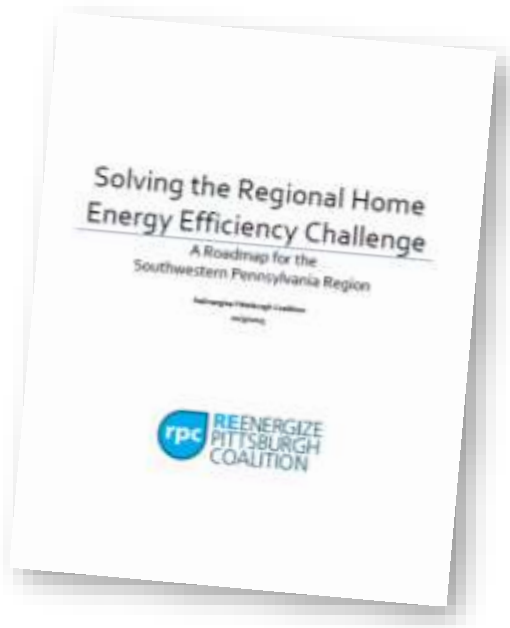


Homeowners need to see value in energy efficiency to be willing to invest in it.

- When they live in the home
 - Cost Savings
 - Comfort
- When they sell the home
 - Return on Investment



Regional Energy Efficiency Summit



- Includes the goal to “Monetize the Value of Home Energy Investments”
 - REALTOR Education
 - Greening the MLS
 - Time of Sale Actions
 - Home Energy Score



“Be the source of the source
of the information”



Help With Costs

Programs and incentives are available from a variety of utilities and organizations that can help make home energy improvements easier and less expensive. The following are available in the Greater Pittsburgh area:

Watt Choices

Duquesne Light offers rebates, low-cost energy audits, and other assistance to its customers

For more information visit www.wattchoices.com

Energy Save PA

Met-Ed, Penelec, Penn Power & West Penn Power offer a Whole House energy efficiency program with rebates towards the cost of an energy audit and installed improvements.

For more information visit www.energysavepa-home.com

Columbia Gas of Pennsylvania

WarmWise Audits & Rebates is an energy efficiency program for residential heating customers who meet certain income guidelines. The program provides a free whole-house energy audit and up to \$1,800 in rebates for installed improvements.

Call toll free, 1-866-956-0308 or visit <https://www.columbiagaspa.com/ways-to-save/warmwise-audits-and-rebates>

Keystone Help

Pennsylvania's special energy efficiency financing program, offering loans for energy related home improvements. Keystone HELP is administered by AFC First Financial Corporation a Pennsylvania energy efficiency lender and offers a wide variety of loan options and terms.

For more information visit www.keystonehelp.com

Energy Efficient and Energy Improvement Mortgages

Available from several lenders in Pennsylvania.

For more information visit www.energywisepa.org/financing/mortgages

What Should I Be Looking for in an Auditor?

The most important factor when choosing an auditor is their training, certification and experience.



The most highly qualified auditors are certified by the Building Performance Institute (BPI) and the Residential Energy Services Network (RESNET).



Where To Learn More?

ReEnergize Pittsburgh Coalition
www.reenergizepgph.org

CCI
<http://www.ccicenter.org/>

Keystone Energy Efficiency Alliance
<http://www.energywisepa.org/>

ENERGY STAR
www.energystar.gov

Where Do I Find an Auditor?

Directories of Auditors serving the Greater Pittsburgh area can be found at:



www.deawp.org
www.energywisepa.org/contractor

Buying a Home?

It's not just the mortgage you will be paying each month... A typical homeowner spends between 5% and 20% of monthly income on utility bills.

Concerned about a home's safety, health, comfort or utility costs?

A home energy audit can ease your concerns with all four!

Get a Home Energy Audit



What is a Home Energy Audit?

An energy audit (sometimes called an energy assessment) is a comprehensive top to bottom review of your home and its systems performed by a certified professional who determines how well those systems are operating and their effect on your safety, health, comfort and utility use. The audit starts with an interview to better understand your objectives, concerns and energy use patterns. The auditor then analyzes the home using advanced diagnostic tools such as a blower door to measure and locate air leaks, an infrared camera to inspect the quality of insulation and other meters that assess the condition and safety of your home's heating equipment.



Did You Know?

"Reducing energy costs by just \$350 per year increases the value of the home by \$7,000."
Said another way, every \$1 in energy savings results in an increase of \$20 in home value.
-From the Appraisal Journal Oct. 1998

Why Should I Get A Home Energy Audit?

Your home, appliances and family are all parts of a system that affects your **Safety, Health, Comfort and Wallet.** Auditors are trained to understand how all the parts interact with one another. Sometimes it's obvious, like a leaky natural gas line that poses a safety risk to your family. Other issues can be less obvious such as a malfunctioning furnace that is spilling unhealthy levels of carbon monoxide into your home. Have you ever wondered what causes one room in your home to be hotter or colder than the rest of your home? Are your utility bills causing you "sticker shock"? All these are problems your auditor can identify and help you solve. Think of your audit as the 'owners manual' for your home that you wish you had received when you purchased your home.



COMMON AIR LEAKS



Your Home is a System

So called "Energy Audits" performed by single discipline contractors may be fine for their individual discipline, but they don't address the needs of your whole house. When was the last time an HVAC contractor told you that by adding insulation in the attic, he could install a smaller, less expensive furnace? A true energy audit doesn't just focus on a single component of your home, but rather all of the components as a system. While installing new windows, a new heating or AC system, or adding insulation may fix part of your home's problem, the truth is that if you want an efficient home, greater comfort, and lower utility bills, the best way to get there is with a comprehensive, whole-house approach.

How do I put the Audit to Work?

The auditor provides written plan for the most cost-effective strategies to save you energy and money while improving comfort and safety. With the audit report in hand, you can seek out home performance contractors to implement the plan. After completing your improvements, your auditor can come back for a quality and safety inspection of the work performed.





Greening the MLS

- MLS's control the information that is entered into the system.
- MLS's are usually owned by the local REALTOR's board or for-profit company.
- Most online real estate sites (Zillow, Trulia, REALTOR.com) are fed from the local Multiple Listing Service (MLS).

RES SINGLE FAMILY RESIDENTIAL FORM

PAGE 1 OF 3

COUNTY (✓/Other)

MAIL ☐ North Allegheny
WAL ☐ West Allegheny
SAL ☐ South Allegheny
CAL ☐ East Allegheny

BUT ☐ Butler
LAK ☐ Lakewood
MCS ☐ Monaca
SEA ☐ Seawater
APR ☐ Armstrong

PROPERTY INPUT STATEMENT

CLA ☐ Classic/Colonial
WRE ☐ Westwood
MCS ☐ Monaca
SEA ☐ Seawater
APR ☐ Armstrong

TYPE PROPERTY (✓/Other)
RES ☐ Residence - Single Family
TWN ☐ Townhouse
CONDO ☐ Condominium
COOP ☐ Cooperative

PRICE (Use commas, no cents)
\$

AGENT ID # MANDATORY

ADDRESS # AD DIRECTION STREET NAME (Do not abbreviate)

Subdivision/Plan name (Enter name of Subdivision or Plan Name)

DIRECTIONS (Enter directions for locating property. Use L for left, R for right. Use compass and distance where applicable)

1 DR
2 DR
3 DR
4 DR

BEDROOMS TOTAL (Enter #)

FULL BATHS (Enter # of full baths)

LOCATION U M L S

BATHS PARTIAL (Enter # of partial baths)

LOCATION U M L S

LR LEVEL LR SIZE

DR LEVEL DR SIZE

KIT LEVEL KIT SIZE

FAM LEVEL FAM SIZE

DEM LEVEL DEM SIZE

GAM LEVEL GAM SIZE

ENT LEVEL ENT SIZE

M BR LEVEL M BR SIZE

1 BR LEVEL 1 BR SIZE

2 BR LEVEL 2 BR SIZE

3 BR LEVEL 3 BR SIZE

4 BR LEVEL 4 BR SIZE

5 BR LEVEL 5 BR SIZE

LAUN LEVEL LAUN SIZE

ADMN LEVEL ADMN SIZE

Owner(s) Initials:

MANDATORY

LISTING

MANDATORY

UNIT # (For Ten, Condo-Coop)

AREA

CONSTRUCTION (✓/Other)

ROOF (✓/Other)

HOME WARRANTY (✓/Other)

AGENT TOUR DATE (i.e. DD-MM-YYYY)

AGENT TOUR INFO

TOUR URL

HEAT TYPE (✓/Other from each source)

COOLING (✓/Other)

PARKING SPACES (Enter #)

PARKING DESCRIPTION (✓/Other)

WATER (✓/Other)

SEWER (✓/Other)

AVL (✓/Other)

OTH (✓/Other)

OTH (✓/Other)

OTH (✓/Other)

OTH (✓/Other)

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OTH (✓/Other)

RES SINGLE FAMILY RESIDENTIAL FORM

PAGE 2 OF 3

INSULATION

TYPE INSULATION (Enter Type of Insulation)

POOL (✓/Other)

MANDATORY

ZIP CODE

SCHOOL DISTRICT CODE

SCHOOL TRANS. PUBLIC TRANS.

LOCKBOX SERIAL#

ASSESSMENT-MARKET VALUE

MANDATORY

Tenant Occupied-The property is currently leased and a tenant is occupying the property.

Tenant Occupied?

Foreclosure?

Short Sale?

LOT SIZE DESCRIPTION

MAPS/LOCKBOX INFO

INCLUSIONS

PUBLIC OPEN HOUSE DATE

PUBLIC OPEN HOUSE TIME

PUBLIC OPEN HOUSE INFO

Buyer Agency Commission

MANDATORY

REMARKS: This area is provided for pertinent information relative to the listing, such as inclusions, exclusions and specific amenities that are enhancements to the property description. The uniform abbreviations listed below should be utilized, as shown, for ease in searching for the specific amenities that are desired. For all other marketing features you are required to use AGENT REMARKS. Kindly include Dead Book Volume and Page #.

1 REM

2 REM

3 REM

4 REM

5 REM

6 REM

7 REM

AA = All Amenities

GA = Gas

PR = Party Room

WALL = Wall Unit

WS = Water Softener

SCF = Some Ceiling Fans

CB = Cable Service Inc.

SCS = Some Custodial Services

RF = Recreation Facilities

SA = Some Amenities

TR = Trash Removal Included

WDR = Washer/Dryer Included

HDA = Home Owner Assoc.

IDP = Interior Parking Area

EL = Electric

IP = In-ground Pool

OP = Out of Ground Pool

WP = Water Purifier

WC = Wine Cellar

ST = Soaking Tub

RC = Recessed Ceilings

EV = Elevator

Owner(s) Initials:

MANDATORY

MANDATORY

The listing agent should verify how the above items apply to this specific property. This should be done in REMARKS or AGENT REMARKS.

RES SINGLE FAMILY RESIDENTIAL FORM

PAGE 2 OF 3

INSULATION

TYPE INSULATION (Enter Type of Insulation)

POOL (✓/Other)

MANDATORY

ZIP CODE

SCHOOL DISTRICT CODE

SCHOOL TRANS. PUBLIC TRANS.

LOCKBOX SERIAL#

ASSESSMENT-MARKET VALUE

MANDATORY

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Tenant Occupied?

Foreclosure?

Short Sale?

LOT SIZE DESCRIPTION

MAPS/LOCKBOX INFO

INCLUSIONS

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PUBLIC OPEN HOUSE TIME

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RES SINGLE FAMILY RESIDENTIAL FORM

PAGE 2 OF 3

INSULATION

TYPE INSULATION (Enter Type of Insulation)

POOL (✓/Other)

MANDATORY

ZIP CODE

SCHOOL DISTRICT CODE

SCHOOL TRANS. PUBLIC TRANS.

LOCKBOX SERIAL#

ASSESSMENT-MARKET VALUE

MANDATORY

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Tenant Occupied?

Foreclosure?

Short Sale?

LOT SIZE DESCRIPTION

MAPS/LOCKBOX INFO

INCLUSIONS

PUBLIC OPEN HOUSE DATE

PUBLIC OPEN HOUSE TIME

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Owner(s) Initials:

MANDATORY

MANDATORY

The listing agent should verify how the above items apply to this specific property. This should be done in REMARKS or AGENT REMARKS.

All listings are required to be data entered within 48 hours of the commencement date in the Listing Contract. All MANDATORY fields must be completed or a fine will be levied.

RES SINGLE FAMILY RESIDENTIAL FORM **West Penn Multi-List** **LISTING #** **APPROVED BY DATE**

PAGE 1 OF 3 **PROPERTY INPUT STATEMENT** **MANDATORY** **Rev. 10/2014**

COUNTY (✓/Other) **ZIP CODE** **SCHOOL DISTRICT CODE** **SCHOOL TRANS.** **PUBLIC TRANS.**

MAIL ☐ North Allegheny **BUT** ☐ Butler **CLA** ☐ Clarks Summit **SCM** ☐ Somerset **NTN** ☐ North Olney **STW** ☐ South Olney **CTN** ☐ East Olney

WAL ☐ West Allegheny **LWN** ☐ Lawrence **WNE** ☐ West Newton **WNC** ☐ West Chester **WNC** ☐ West Chester **WNC** ☐ West Chester

SAL ☐ South Allegheny **SEA** ☐ Seaside **FAY** ☐ Fayette **DIS** ☐ Erie **KEY** ☐ Keyport **KEY** ☐ Keyport

EAL ☐ East Allegheny **APR** ☐ Armstrong **MSH** ☐ Madison Heights **JEK** ☐ Jefferson/Crescent

AGENT ID # **MANDATORY** **PRICE** (Use commas, no cents) **UNIT #** (For Ten, Condo-Coop)

ADDRESS # **AD DIRECTION** **STREET NAME** (Do not abbreviate.) **AREA**

Subdivision/Plan name (Enter name of Subdivision or Plan Name)

DIRECTIONS (Enter directions for locating property. Use L for left, R for right. Use compass and distance where applicable.)

1 DR **2 DR** **3 DR** **4 DR**

BEDROOMS TOTAL (Enter #) **FLOORS** (✓/Other) **CONSTRUCTION** (✓/Other) **ROOF** (✓/Other)

FULL BATHS (Enter # of full) **CT** ☐ Concrete Tie **SPK** ☐ Sprinkler **FRM** ☐ Frame **STN** ☐ Stone **AL** ☐ Aluminum **STL** ☐ Steel **ASB** ☐ Asbestos **SHN** ☐ Shingles **COM** ☐ Concrete **STU** ☐ Stucco **CEC** ☐ Cedar **RED** ☐ Redwood **VIN** ☐ Vinyl **OTH** ☐ Other

LOCATION **U** **M** **L** **S** **BATHS PARTIAL** (Enter # of partial) **LOCATION** **U** **M** **L** **S** **LR LEVEL** **LR SIZE** **DR LEVEL** **DR SIZE** **KIT LEVEL** **KIT SIZE** **FAM LEVEL** **FAM SIZE** **DEN LEVEL** **DEN SIZE** **GAM LEVEL** **GAM SIZE** **ENT LEVEL** **ENT SIZE** **M BR LEVEL** **M BR SIZE** **1 BR LEVEL** **1 BR SIZE** **2 BR LEVEL** **2 BR SIZE** **3 BR LEVEL** **3 BR SIZE** **4 BR LEVEL** **4 BR SIZE** **5 BR LEVEL** **5 BR SIZE** **LAUN LEVEL** **LAUN SIZE** **ADMN LEVEL** **ADMN SIZE** **OWNER'S INITIALS** **MANDATORY**

STYLE (✓/Other) **MANDATORY** **CONSTRUCT TYPE** **NEW** ☐ **EXISTING** ☐ **PRELACE** (✓/Other) **FP DESCRIPTION** (✓/Other) **SAGEMENT** (✓/Other) **BSMT DESCRIPTION** (✓/Other) **SAGEMENT ACCESS** **W/O** ☐ Walk Out **W/U** ☐ Walk Up **OTH** ☐ Other **PARKING SPACES** (Enter #) **PARKING DESCRIPTION** (✓/Other) **W/O** ☐ Walk Out **W/U** ☐ Walk Up **OTH** ☐ Other **HEAT TYPE** (✓/Other) **GAS** ☐ Gas **PA** ☐ Forced Air **ELE** ☐ Electric **HW** ☐ Hot Water **OL** ☐ Oil **BR** ☐ Radiant **SOL** ☐ Solar **HP** ☐ Heat Pump **PRO** ☐ Propane **ST** ☐ Steam **COA** ☐ Coal **SP** ☐ Space Hr **WD** ☐ Wood **GR** ☐ Gravity **OTH** ☐ Other **RA** ☐ Radiant **2M** ☐ 2m **3M** ☐ 3m **AVG BILL (MO)** **COOLING** **GAS** ☐ Gas **ELE** ☐ Electric **WALL** ☐ Wall **WIND** ☐ Window AC **CEN** ☐ Central **WNO** ☐ Window Unit **ATTIC** ☐ Attic Fan **OTH** ☐ Other **PUB** ☐ Public **SEP** ☐ Septic **SPR** ☐ Spring **SAN** ☐ Sand **CLM** ☐ Clam **MOUN** ☐ Mound **AVL** ☐ Available **OTH** ☐ Other

All listings are required to be data entered within 48 hours of the commencement date in the Listing Contract. All MANDATORY fields must be completed or a fine will be levied.

RES SINGLE FAMILY RESIDENTIAL FORM **West Penn Multi-List** **LISTING #** **APPROVED BY DATE**

PAGE 2 OF 3 **PROPERTY INPUT STATEMENT** **MANDATORY** **Rev. 10/2014**

INSULATION **TYPE INSULATION** (Enter Type of Insulation) **POOL** (✓/Other) **ZIP CODE** **SCHOOL DISTRICT CODE** **SCHOOL TRANS.** **PUBLIC TRANS.**

SHOW (✓/Other) **MANDATORY** **LOCKBOX SERIAL** **ASSESSMENT-MARKET VALUE** **MANDATORY** **Tenant Occupied** **Tenant Occupied?** **Foreclosure** **Short Sale** **LOT SIZE DESCRIPTION** **MAPS/LOCKBOX INFO** **INCLUSIONS** **PUBLIC OPEN HOUSE DATE** **PUBLIC OPEN HOUSE TIME** **PUBLIC OPEN HOUSE INFO** **REMARKS** **1 REM** **2 REM** **3 REM** **4 REM** **5 REM** **6 REM** **7 REM** **AA** **BA** **PR** **SPF** **WS** **SCF** **CB** **SCS** **RF** **SA** **TR** **WID** **HDA** **IDP** **EL** **IP** **OP** **WP** **WC** **ST** **RC** **EV** **Owner's Initials** **MANDATORY** **MANDATORY**



Without a space in the MLS to enter energy efficiency or green features:

- Information is not available to agents, buyers and online sites.
- The information is not easily searchable by agents or buyers.
- Appraisers are not aware of the energy efficiency features of a home, or a comparable home.



Appraisal process 101



Seller puts the home
on the market

Buyer likes it and
agrees on a price

Buyer asks the banks
for the money to buy it

Bank sends the appraiser to look
at the house and confirm
the price is accurate



If not...

Appraiser compares
seller's house to others
that have sold recently
using best available
information.

If appraiser supports
value then deal goes
through.



What if...

- The seller's home has home performance upgrades that the appraiser doesn't know about?
- The comparable homes did not have the same energy efficient features?

Either way, without “Green Fields” the appraiser can't value what he doesn't know about, even if the buyer does.



Selling The Green House



4-year New Construction home warranty

make this a home with flair.



Savings Per Year - \$3,168 (that's \$264 a month)

Savings over 10 years - \$31,680

Savings for the planet too!

E lane @ Carnegie

Size: 1,100 Sq Ft

HERS Index: 69

Insulation: Roof R-50, Walls R-27

Heating: High Efficiency Electric Heat Pump

	Cost
Heating	\$319
Cooling	\$31
Hot Water	\$317
Lights/Appliances	\$397
Service Charges	\$78
Total Estimated Annual Energy Costs	\$1141

vs.

Existing Pittsburgh Home

Size: 1,085 Sq Ft

HERS Index: 159

Insulation: Roof R-15, Walls R-0

Heating: Gas Furnace

Use	Cost
Heating	\$2856
Cooling	\$105
Hot Water	\$323
Lights/Appliances	\$810
Service Charges	\$216
Total Estimated Annual Energy Costs	\$4309

2 Units Available

Priced at \$184,900 and \$189,900



Each Office Independently Owned and Operated



Contact: Christa Ross, REALTOR®

Direct: 724-309-1758

Email: christa@greenhomespgh.com

724-933-6300 x214



CHRISTA ROSS
REALTOR • RE/MAX Select Realty





Client File #:

Appraisal File #:

Residential Green and Energy Efficient Addendum

Client:

Subject Property:

City:

State:

Zip:

Additional resources to aid in the valuation of green properties and the completion of this form can be found at

http://www.appraisalinstitute.org/education/green_energy_addendum.aspx

ENERGY EFFICIENT ITEMS

The following items are considered within the appraised value of the subject property:

Insulation	<input type="checkbox"/> Fiberglass Blown-In <input type="checkbox"/> Foam Insulation <input type="checkbox"/> Cellulose <input type="checkbox"/> Fiberglass Batt Insulation						R-Value:
	<input type="checkbox"/> Other (Describe): <input type="checkbox"/> Basement Insulation (Describe): <input type="checkbox"/> Floor Insulation (Describe):						<input type="checkbox"/> Walls <input type="checkbox"/> Ceiling <input type="checkbox"/> Floor
Water Efficiency	<input type="checkbox"/> Reclaimed Water System (Explain):			<input type="checkbox"/> Cistern - Size: Gallons		Location:	
	<input type="checkbox"/> Rain Barrels - #:			<input type="checkbox"/> Rain Barrels Provide Irrigation			
Windows	<input type="checkbox"/> ENERGY STAR®	<input type="checkbox"/> Low E	<input type="checkbox"/> High Impact	<input type="checkbox"/> Storm	<input type="checkbox"/> Double Pane <input type="checkbox"/> Triple Pane	<input type="checkbox"/> Tinted	<input type="checkbox"/> Solar Shades
Day Lighting	<input type="checkbox"/> Skylights - #:	<input type="checkbox"/> Solar Tubes - #:	<input type="checkbox"/> ENERGY STAR Light Fixtures		<input type="checkbox"/> Other (Explain):		
Appliances	ENERGY STAR Appliances:		Water Heater:		Appliance Energy Source:		
	<input type="checkbox"/> Range/Top <input type="checkbox"/> Refrigerator	<input type="checkbox"/> Dishwasher <input type="checkbox"/> Other:	<input type="checkbox"/> Solar <input type="checkbox"/> Tankless (On Demand) Size: Gal.		<input type="checkbox"/> Propane <input type="checkbox"/> Electric <input type="checkbox"/> Natural Gas <input type="checkbox"/> Other (Describe):		
HVAC (Describe in Comments Area)	<input type="checkbox"/> High Efficiency HVAC - SEER:		<input type="checkbox"/> Heat Pump		<input type="checkbox"/> Thermostat/Controllers		<input type="checkbox"/> Passive Solar
	<input type="checkbox"/> Programmable Thermostat		<input type="checkbox"/> Wind		<input type="checkbox"/> Radiant Floor Heat		<input type="checkbox"/> Geothermal
	<input type="checkbox"/> ENERGY STAR Home				<input type="checkbox"/> Indoor Air PLUS Package		





Challenges

- Resistance from the MLS / No one cares

1. Please rate your agreement with the following statements:

#	Question	Strongly Disagree	Disagree	Somewhat Disagree	Neither Agree nor Disagree	Somewhat Agree	Agree	Strongly Agree
1	Homebuyers frequently ask me about the energy use, energy efficiency, or other cost savings or "green" features of a home.	3	10	6	27	15	13	7
2	The energy efficiency, or other "green" features of a home, appears to be a significant factor in my homebuyers' purchasing decision.	7	6	14	26	17	7	4
3	I make homebuyers aware of the value of cost saving features, like energy efficiency, when showing a home.	3	4	8	15	18	19	14

2. In your experience, does the age of the homebuyer influence their interest in energy and "green" features?

#	Answer	Bar	Response	%
1	Yes	<div style="width: 86%;"></div>	70	86%
2	No	<div style="width: 14%;"></div>	11	14%
	Total		81	

3. How important are the "green" or energy features of a home for homebuyers in the following age groups?

#	Question	Not at all important	Somewhat important	Very Important	Total Responses	Mean
1	Under 40	7	23	30	60	2.38
2	40-60	8	35	10	53	2.04
3	Over 60	19	24	6	49	1.73

**4. Rank the following training sessions or seminars on your level of interest.
(1=Most Interested and 4= Least Interested)**

#	Answer	1	2	3	4	Total Responses
1	Building Envelope (Windows/Doors/Insulation)	15	6	7	7	35
2	High efficiency appliances (furnace/water heater/kitchen appliances/ etc.)	12	17	5	5	39
3	Renewable energy (solar panels/geothermal heat pumps)	11	5	10	10	36
4	Home Energy Use Ratings (Home Energy Score/ Energy Star/ LEED for homes)	11	8	11	8	38
	Total	49	36	33	30	-



Challenges

- Resistance from the MLS / No one cares
- No one wants to add cost to the transaction



Challenges

- Resistance from the MLS / No one cares
- No one wants to add cost to the transaction
- Agents need objective information



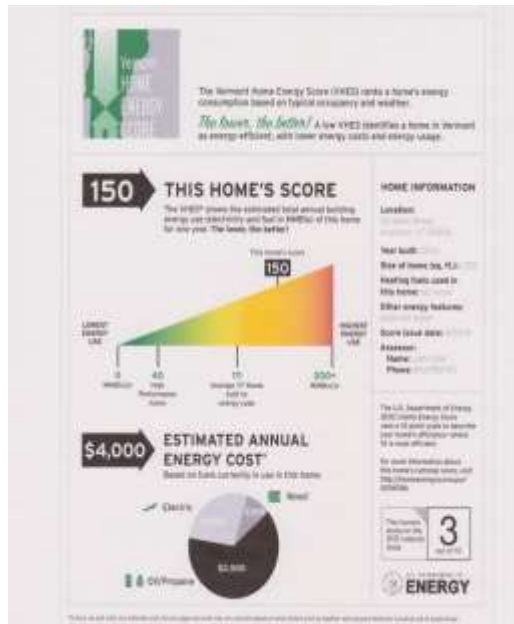
Objective Information

- As agents we need good information that can be presented to buyers, we can't use our opinion or subjective details.
- We will make scores and reports available if they come from a reliable 3rd party.
 - ENERGY STAR, LEED, HERS, HES



Home Energy Score

The HES score and reports that are being created are a consumer friendly, objective way to present energy efficiency information.





Challenges

- Resistance from the MLS / No one cares
- No one wants to add cost to the transaction
- Agents need objective information
- Devaluing of homes / Nothing to compare to



Devaluing Homes

- What is a “5”?
- Is this just one more way to “beat up” the seller?



Last Thoughts

- Our job is to help buyer's get the best home for the best price and to help the seller's get the most money.
- We need your help to get the best information.
- Greening the MLS is an important step to getting value for your work.