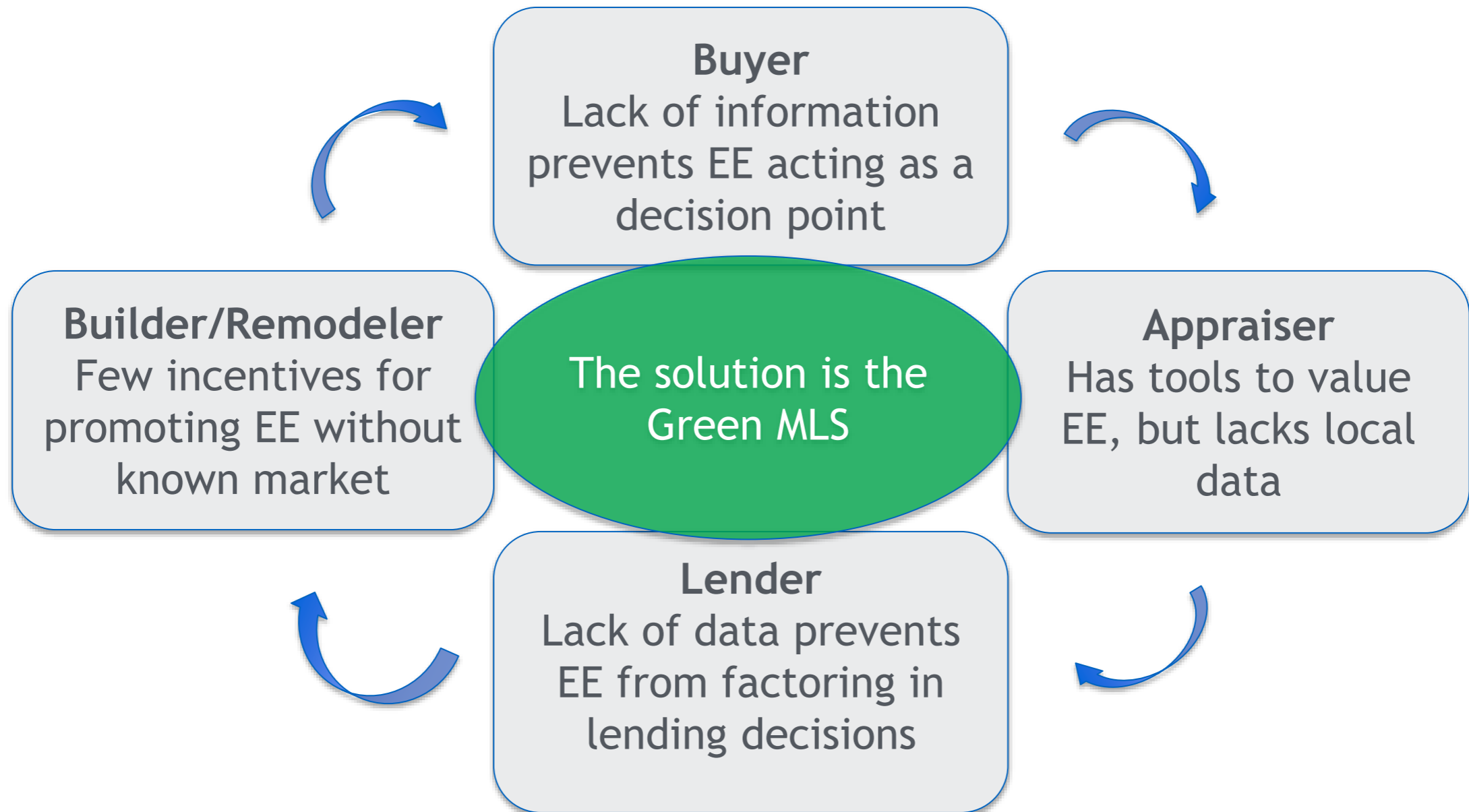


Original Issues with Valuing Efficiency



Searchable Certifications

GREEN CERTIFICATIONS				
HERS Rating	(Year Certified)	Score		LEEDS for Homes Level (<input type="checkbox"/> one) <input type="checkbox"/> Certified <input type="checkbox"/> Silver <input type="checkbox"/> Gold <input type="checkbox"/> Platinum
Energy Star Qualified New Home				NAHB/ICC Level (<input type="checkbox"/> one) <input type="checkbox"/> Certified <input type="checkbox"/> Silver <input type="checkbox"/> Gold <input type="checkbox"/> Platinum
LEED for Homes				
NAHB/ICC-700				
Other Certifications (name)				
GREEN FEATURES				
Solar PV	(Year Installed)	Kilowatts		<i>(Please upload the Energy/Green Feature Addendum to your listing to provide additional information - Available under Forms, at www.metrolist.com)</i>
Solar Thermal		Type		

The Home Energy Score field is being added to ReColorado and IRES, which house over 80% of Colorado real estate transactions



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Why Does it Matter?



← This Home Is Worth More



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FHA's Stretch Ratio Announcement

Quick highlights:

- On August 24th the Federal Housing Administration (FHA) announced that homes scoring 6 or higher on the Home Energy Score scale will be eligible to increase their qualifying income ratio by 2%.
- It means that FHA borrowers can borrow more when they buy an energy efficient home.
- The future of underwriting mortgages will include energy usage.

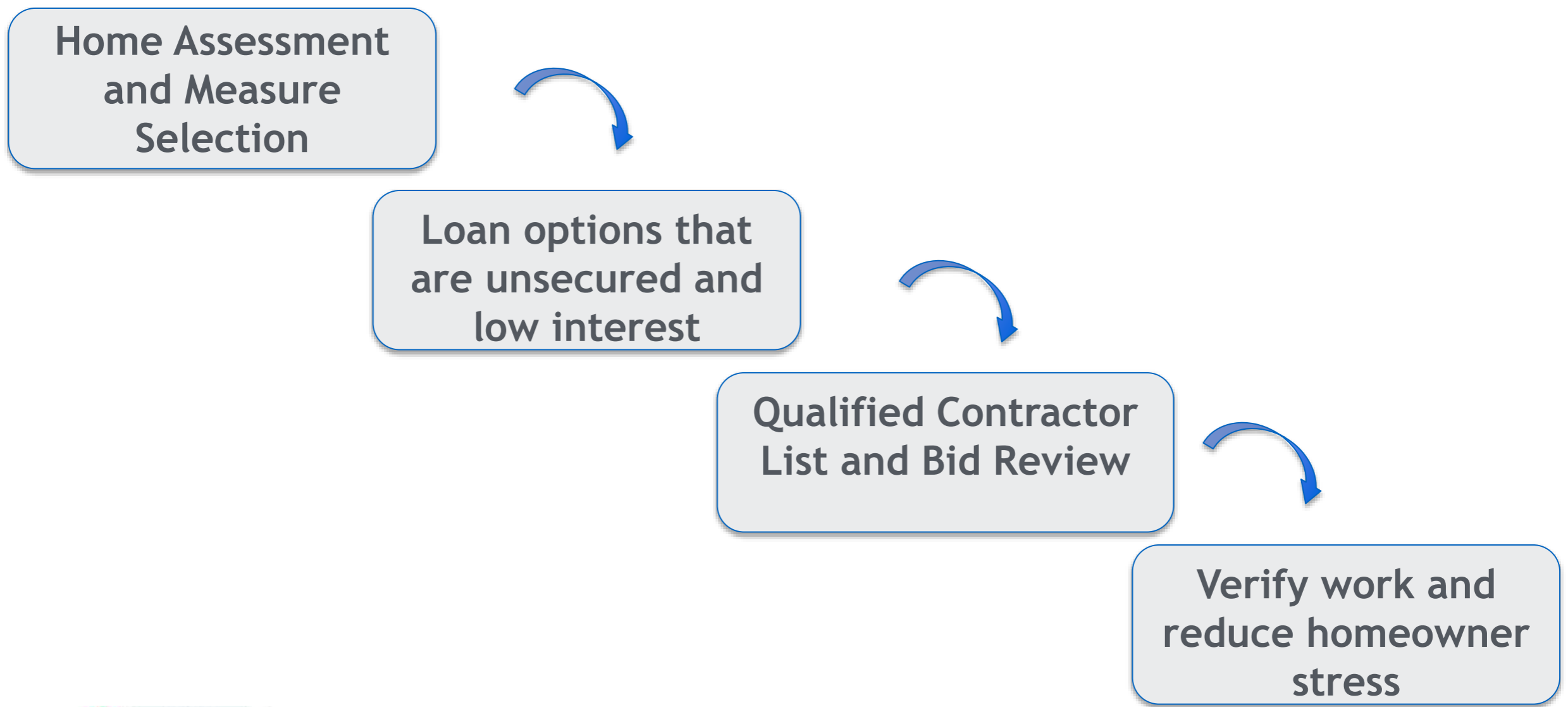


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How Utility Programs Fit with Home Buyers

The home is a good candidate for a retrofit at point of sale, but it won't happen unless...

- The real estate agent or home inspector provides a link to a network
- The process must not delay mortgage closings



REALTOR® OPPORTUNITY

NAR's D.A.N.G.E.R report analyzed emerging trends that could have a negative impact on today's REALTOR®, MLS vendors, and local boards.

- Danger 5 of 10, the decline in relevancy in agents due to failure to change or respond to changing consumer demands.
- Danger 9 of 10, commissions concentrate into a few hands, as a small group of REALTORS® take a larger share as these REALTORS® develop a winning formula to stay ahead of consumers.



Stay
Competitive
Know the Score



U.S. DEPARTMENT OF ENERGY Home Energy Score

—an energy efficiency SALES TOOL



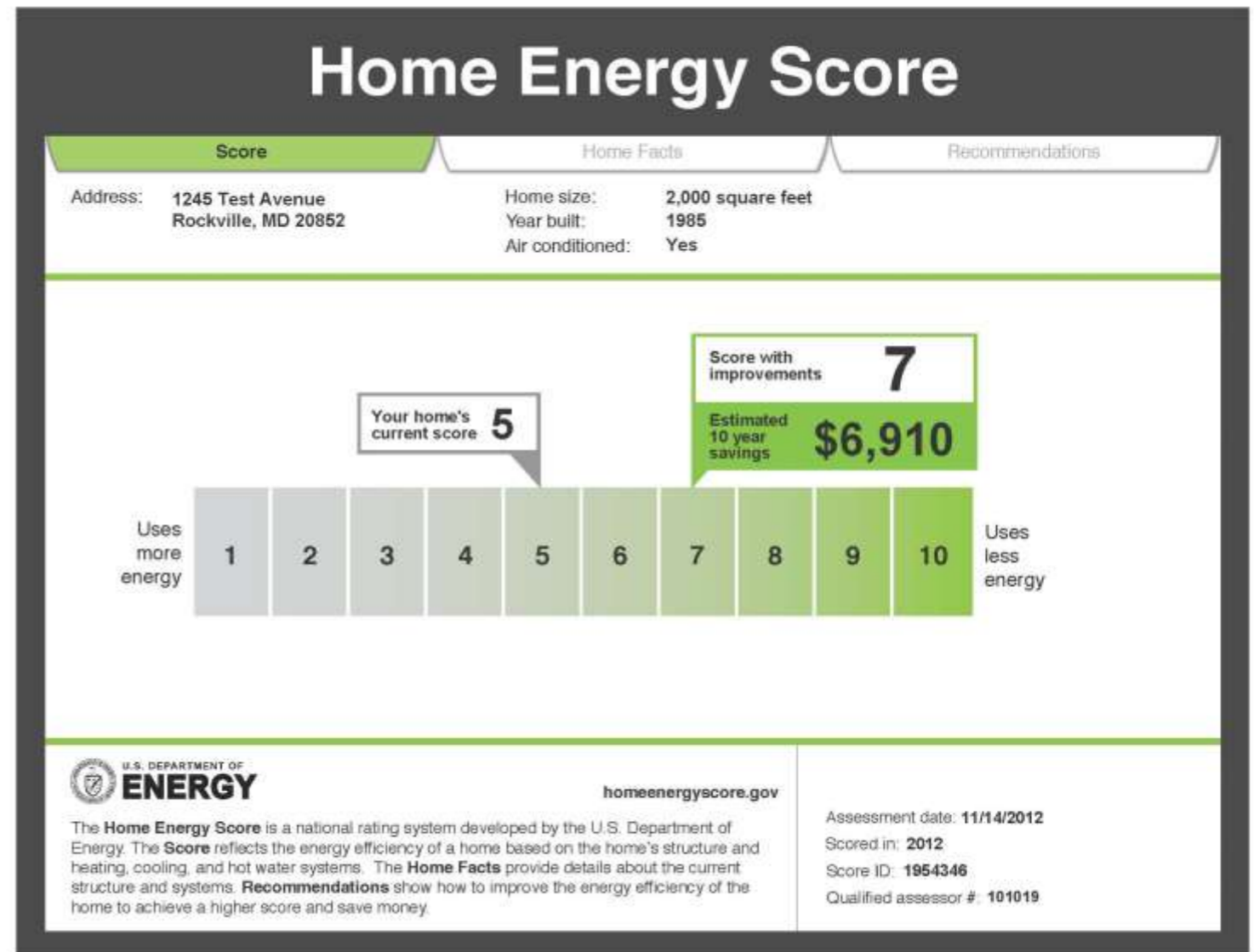
Visit www.BetterBuildingsCO.com
for REALTOR® training information



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What is the Home Energy Score?

- A score from 1-10 that one can use to compare the energy use of homes.
- The scale is set to local conditions, where a 5 is the average home in each location.
- Does not include any information on renewable energy
- 92% of all owner occupied homes in Colorado can be scored



Source: U.S. Department of Energy



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