

Why is Green Information Important To The Real Estate Industry?



The Green Market

- Florida is the third largest state for Green homes
- For years, My Florida Regional MLS has had extensive Green Fields.
 However, these fields are now being standardized.
- Green features are a <u>huge</u> selling point of a home
 - Even if a buyer is not looking for a green certification, they may ask about HVAC size, lighting time, thermostat, insulation, etc.
 - Energy costs are becoming a proportionately higher expense for homeowners
- Green features can increase the appraised value of a home (if documented).
- International buyers from certain countries often look for Green Certifications



Green Features & Property Values

91						
AI Reports®	Client File #:		Appraisal File #:			
	Residential Green and Energy Efficient Addendum					
	Client:					
	Subject Property:					
	City:		State:	Zij	p:	
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						

The appraiser hereby certifies that the information provided within this addendum:

- has been considered in the appraiser's development of the appraisal of the subject property only for the client and intended user(s) identified in the appraisal report and only for the intended use stated in the report.
- is not provided by the appraiser for any other purpose and should not be relied upon by parties other than those identified by the appraiser as the client or intended user(s) in the report.
- is the result of the appraiser's routine inspection of and inquiries about the subject property's green and energy efficient features. Extraordinary assumption: Data provided herein is assumed to be accurate and if found to be in error could alter the appraiser's opinions or conclusions.
- is not made as a representation or as a warranty as to the efficiency, quality, function, operability, reliability or cost savings
 of the reported items or of the subject property in general, and this addendum should not be relied upon for such
 assessments.

Green Building: The practice of creating structures and using processes that are environmentally responsible and resource-efficien throughout a building's lifecycle from string to design, construction, operation, maintenance, renovation, and deconstruction. This practice expands and complements the classic building design concerns of economy, utility, durability, and comfort (US EPA). High Performance building and green building are often used interchangeably.

Six Elements of Green Building: A green building has attributes that fall into the six elements of green building known as (1) site, (2) water, (3) energy, (4) materials, (5) indoor environmental quality, and (6) maintenance and operation. The energy and water elements are the most measurable elements of green or high performance housing. Appraisers need savings amounts to develop an income approach to support energy efficient contributory value.

			-				
THIRD-PARTY VER	RIFICATIONS	(See type:	s defined in glossary).				
The following verified	d items are con:	sidered wit	hin the appraisal analysis of the	subject prope	erty:		
Green Certification	Environmenta	l Protection	n Agency (EPA):	☐ Indoor airPLUS ☐ WaterSense ☐ ENERGY STAR			
Green Certification	Energy Department (DOE):			☐ Zero Energy Ready Home (ZERH)			
Certifications attest	Home Innovat	tion Resear	ch Labs NGBS Home Remodel:				
that the home meets	Home Innovat	tion Resear	ch Labs NGBS New Home:	□ Bronze	☐ Silver ☐ Gold	□ Emerald	
certain minimum	Living Building	<u>Challenge</u>	(LBC):	☐ Living Building Certified ☐ Petal Certification			
thresholds.	Passivhaus Sta	andard:		☐ PHI Low Energy ☐ EnerPhit ☐ Passive House			
	Passive House	Institute U			015		
	USGBC LEED:				☐ Silver ☐ Gold	old Platinum	
	Other:						
	Date Green Certification Version:				ABOVE VALID ONLY IF O		
	Verified: Organizat		ion URL:		☐ Verification reviewed on site		
	//				□ Verification attached	to this report	
Energy Label	RESNET'S HER	S	Estimated energy savings for this home: \$/yearckWh rate dated//_				
Labels disclose the	Rating (0 to 150):		Energy Savings includes electricity, heating & Cooling.				
state of the home's	☐ Sampling R	ating	Score below 100 indicates energy costs are expected to be lower than average code-				
energy assets.	☐ Projected R		built home. HERS Index Report occupancy estimates energy cost based on number of				
energy assets.	☐ Confirmed	Rating	bedrooms plus one. Only a "confirmed rating" is diagnostically tested.				
	DOE's Home Energy Score		Estimated energy savings for this home: \$/year¢kWh rate dated//				
			Energy Savings includes electricity, heating & Cooling.				
	Score (1 to 10		Score above five indicates energy costs are expected to be lower than average local				
	☐ Official Sco		home. Home Energy Score estimates energy cost based on state average energy				
	☐ Unofficial S		rates and the home's energy features.				
	Other Energy Score:		Estimated energy savings: \$/year¢ kWh rate dated//				
	Range (1	to):	Describe energy label system:				
	Verified: Organizat		Rating Version: tion URL: www.resnet.us/		ABOVE VALID ONLY IF (ureven.	
		/			☐ Verification reviewed on site ☐ Verification attached to this report		
		Li Other:			□ verification attached	to this report	

- In some markets, green features or certification may increase the appraised value of a property.
- The Appraisal Institute has published a "Green and Energy Efficient Addendum" to assist appraisers in compiling information on a properties green features.
- Appraisers cannot attribute value to Green Features if these are not documented in listings!



Some Green Developments In MFR's Service Area

- Lakewood Ranch
 - Largest green certified community in nation!
 - o 1/2 community set aside as open space
 - 150 miles of trails
 - 21+ sustainable home builders
- Babcock Ranch https://www.babcockranch.com/
 - Designed from ground up incorporating green building techniques, solar power, clean technology, and smart innovation
 - Energy self-contained powered by a 75 mega watt solar plant
 - Over 340K solar panels on residential and commercial properties
 - First large scale community in U.S> fully powered by renewable energy!
- Green Key Village (Lady Lake)
 - Net Zero (HERS) Homes
 - Each home FGBC Certified

Source: https://greencommunities.com/green-communities/florida/



NAR's REALTORS® and Sustainability Report (2017)

- Seventy-one percent said energy efficiency promotion in listings was very or somewhat valuable
- Sixty-one percent of respondents found clients were at least somewhat interested in sustainability.
- A majority of agents and brokers (70 percent) said that energy efficiency promotion in listings was very or somewhat valuable.
- Important Green Features
 - Efficient Lighting 47% marked as "important" or "somewhat" important to customers
 - Green Community Features 36%
 - Landscaping for Water Conservation 31%
 - Renewable Energy Systems 25%



Updates To The Green Tab



NEW Green Verification Section



New Green Verification section under the Green tab of the input forms.

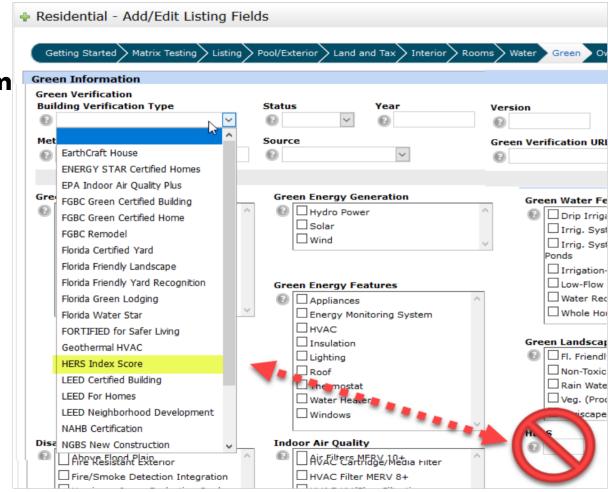


HERS Field

The HERS Field will show as a picklist item under the new Building Verification Type field.

The actual score will be entered under the "Metric" field on the table.







New Field: Green Sustainability



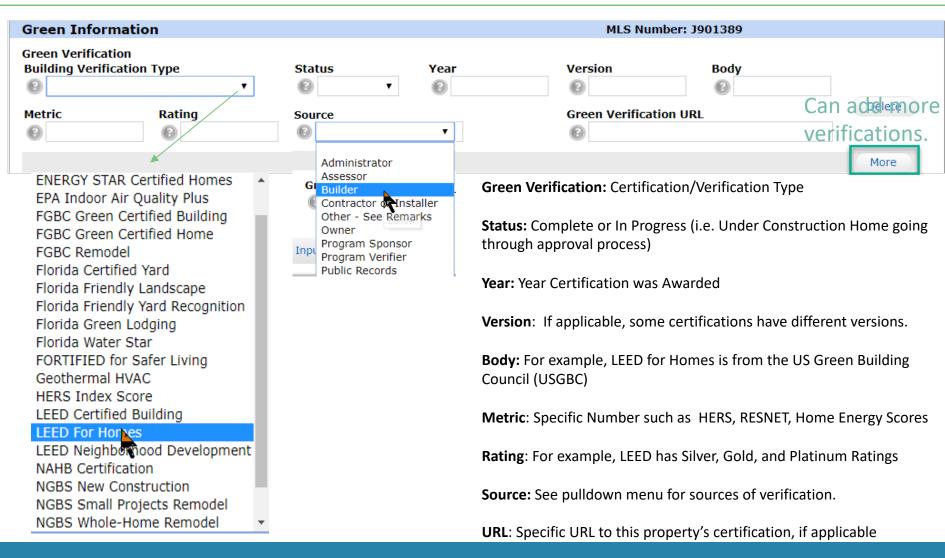
This field lists several sustainability methods & materials used during construction.



What Does the new Green Verification Fields Mean?



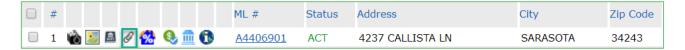
Green Verification Fields





Green Certification Documentation

- Green verifications/Certifications are usually completed at the time of construction (except for certified remodels), and extensive documentation is provided.
- If a listing is indicated as having a green certification, corresponding documentation must be uploaded as an attachment in the MLS.



File Name	Туре	Supplement Type	Description
Energy Efficiency Brochure.pdf	PDF	Green Certification/Energy Efficiency Document	Energy Efficient Brochure
Frequently Asked Questions.pdf	PDF	Feature Sheet	Frequently Asked Questions
HOA Disclosure.pdf	PDF	HOA Disclosure	HOA Disclosure
Seller's Property Disclosure.pdf	PDF	Property Disclosure	Seller's Property Disclosure
STANDARD FEATURES Callista.po	:PDF	Green Certification/Energy Efficiency Document	STANDARD FEATURES Callista
Certificate of Green Home.pdf	PDF	Green Certification/Energy Efficiency Document	Certificate of Green Home





Overview of Green Certifications

- Various independent certification agency
- Rigorous certification process
- American National Standards Institute (ANSI) certifies some of these certification programs
- Homes can lose Green Certification (i.e. if additions are made that do not follow criteria)
- Most Green Certifications consider the following factors:
 - Energy Efficiency
 - Water Efficiency
 - Site Considerations
 - A healthy Indoor environment
 - Environmentally-friendly building materials
 - Disaster Mitigation









Metrics Versus Ratings

What?	How?	Outside Industry example	Vertical Fields	Priority Programs to implement
Green Certifications: Recognition through Thresholds	Verification with a rating	ENERGY STAR USDA ORGANIC	 Body Type/ Program Year Rating Version Status 	 Home Innovation Research Labs, NGBS Living Future Institute, Living Building Challenge PHIUS, Passive House USDOE, Zero Energy Ready Home USEPA, Water Sense USEPA, Indoor airPLUS LEED, USGBC
Energy Labels: Rating a Home's Energy Features	Verification with a metric	Nutrition Facts Serving Fin 12 auch 11 faul Serving Fin Container About 4 Amend Fin 15 Serving Amend Fin 15	 Body Type/ Program Year Metric Version Status 	 RESNET, HERS USDOE, Home Energy Score
Verified Energy Improvements	No rating/ metric	REDUCED FAT 40% LISS FAT THAN BEFORE	BodyType/ProgramYearVersionStatus	USDOE, Home Performance with ENERGY STAR

Source: Council of Multiple Listing Services (CMLS) Quick Start Guide to Green MLS Fields



Florida Green Building Certification (FGBC)

- Bronze, Silver, Gold, or Platinum Ratings
- Widely used in Florida and many homes in Sarasota/Manatee have this certification
- Standards designed for the hot/humid climate in Florida
- Not nationally recognized
- Not ANSI certified



www.floridagreenbuilding.org/



LEED For Homes

- Through the US Green Building Council (USGBC)
- Leadership In Energy and Environmental Design
- Silver, Gold, and Platinum Levels
- LEED certification is costly and harder to achieve
- Nationally recognized program



http://www.usgbc.org/LEED



National Association of Homebuilders (NAHB) Green Building Program

- Fast turn around time
- Lower costs



- ANSI Certified
- Not widely recognized in Florida

http://www.nahb.org/en/research/nahb-priorities/green-building-remodeling-and-development.aspx



HERS Index Score

- Scoring system established by the Residential Energy Services Network
- Based on 2006 International Energy Conservation Code
- The lower a score, the more efficient a home is
 - New Florida Code = 80
 - Net Zero Home = 0
 - Negative HERS feeds back into grid



 Several vendors will conduct a HERS evaluation, prices vary based on size of home



Other Green Fields

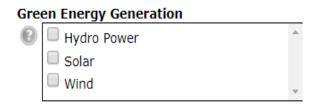
- A property may not have a Green Certification, but may have Green Features!
 - Sustainability Features
 - Energy Efficiency Features
 - Water Conservation Features
 - Native Landscaping
 - Indoor Air Quality Features
 - Disaster Mitigation Features
- A lot of those separate features are components of Green Certifications.



Green Generation/Green Energy Fields

- Use these fields to indicate if the home has any green energy features.
- Be sure to verify the feature before entering into the MLS





Gree	en Energy reacures	
0	Appliances	-
	Energy Monitoring System	
	HVAC	
	☐ Insulation	
	Lighting	
	Roof	
	☐ Thermostat	
	☐ Water Heater	
	Windows	•



Green Water Field

- Use this field to indicate if the home has any green water features.
- Be sure to verify the feature before entering into the MLS



Green Water Features





Green Landscaping

 This field gives you the option to select Green Landscaping features (such as Native Landscaping, Rainwater Harvesting, etc.)





Note that, under the Green Verification Field there are separate options for certified Green yards.

Florida Certified Yard
Florida Friendly Landscape
Florida Friendly Yard Recognition



Indoor Air Quality Field

 This field gives you the option to select Indoor Air Quality features, such as a sealed combustion system, Range Hood Vented to Outside, Non Toxic Pest Control, etc.



Indoor Air Quality Air Filters MERV 10+ HVAC Cartridge/Media Filter HVAC Filter MERV 8+ HVAC UV/Elec. Filtration Janitor Closet Neg Pressurized No Smoking-Interior Buildg No/Low VOC Cabinets/Counters No/Low VOC Flooring No/Low VOC Paint/Finish Non-Toxic Pest Control Sealed Combustion Ventilation Whole House Vacuum System



Disaster Mitigation Field

 This field allows you to select Disaster Mitigation features, such as Hurricane Shutters, Fire Resistant Exterior, etc.



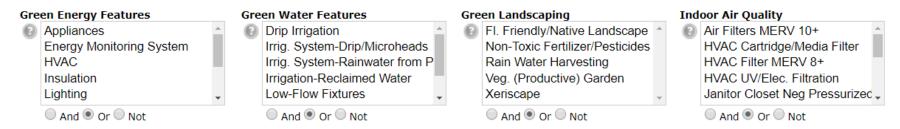


Searching In Matrix For Green Features

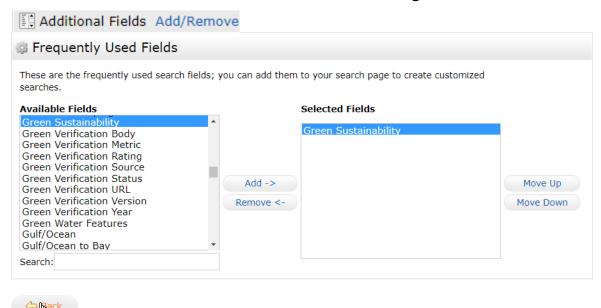


Searching For Green Features

Several Green fields are available on the "Detail" search forms.



Or can be added to the "Quick" search forms.



***Note: The way to search for Green Verification Type has changed. The field changed from multi-select to single select with the "and" option no longer available.





Thank You!

