

Real Estate

& Energy Efficiency:

TIPS FOR HOME BUYERS & SELLERS



leap IS OFFERING A FREE, PUBLIC WORKSHOP!

Thursday, April 21 from 5:30 PM to 7:00 PM at

ecoREM0D: The Energy House (608 Ridge St. in Charlottesville)

RSVP eric@leap-va.org

local energy alliance program (LEAP) 434.227.4666 www.leap-va.org

Beyond THE GRANITE COUNTERTOP

What comes to mind when you think about your dream home? And what aspects of your current home would you brag about to prospective buyers?

Amenities like real wood cabinets, extra storage space, a deck, garage, and quality location might come to mind. But a growing trend in consumer interest puts an emphasis on a home's energy efficiency and other sustainable features.

For some their home is not only a major investment, but it's a place where they can make a real difference. Their desire to live in a more sustainable home stems from concerns about energy security, climate change, or conservation of resources. Others want to be on the cutting edge of clean energy and efficiency technologies. For some health and comfort are most important - the quality of their indoor air affects the respiratory health of their family. And of course everybody benefits from lower energy costs.

In a sluggish market, homebuyers along with their real estate agents are more empowered than ever to be choosy about selecting homes that speak to their lifestyle choices and quality of life concerns.

"More and more clients are inquiring about energy costs and asking for past utility bills. Once they have lived in an efficiently performing home, there's no turning back."
- Tom Raney, C'ville realtor

"Energy efficiency, indoor air quality, and good, compact design were the primary factors we focused on when looking for a home for our family."
- Nate and Alisa Hefner, homeowners

"Today's home buyers, in addition to being serious students of the real estate marketplace, are also increasingly concerned with sustainable conditions of their next home including the use of healthy components, low maintenance materials and low operating expenses particularly heating, cooling and electrical demands."
- Roger Voisinet, C'ville realtor

"There are both social and personal reasons why I chose to live in an energy-efficient house. On a social level, I feel we all need to be more frugal in our energy use if we are going to be able to sustain our way of life. Personally, it seems to me that an energy-efficient house has to be built with good, tight construction. You cannot have a shoddily built house that is very energy efficient."
- Peg Miller, homeowner

"During the home search, I'm continually seeing growing interest in green building and energy efficiency. People understand that building and retrofitting the right way will pay off for both their health and their utility bills."
- Erin Garcia, C'ville realtor

Energy Efficiency: Know Your Options

- **Home Energy Score:** Department of Energy's inexpensive home inspection and report that provides a 1-10 scale rating.
- **Home Energy Assessment:** A comprehensive report on home health and energy issues with prioritized recommendations for improvements.
- **Home Performance with ENERGY STAR:** LEAP's energy improvement program that increases a home's efficiency by at least 20% and provides a certificate to the homeowner.

Visit www.leap-va.org/realestate.

And join us April 21st for a free workshop, "Real Estate & Energy Efficiency." RSVP eric@leap-va.org

