

# The High Performance Value Chain & Chicago's Residential Energy Disclosure Requirements

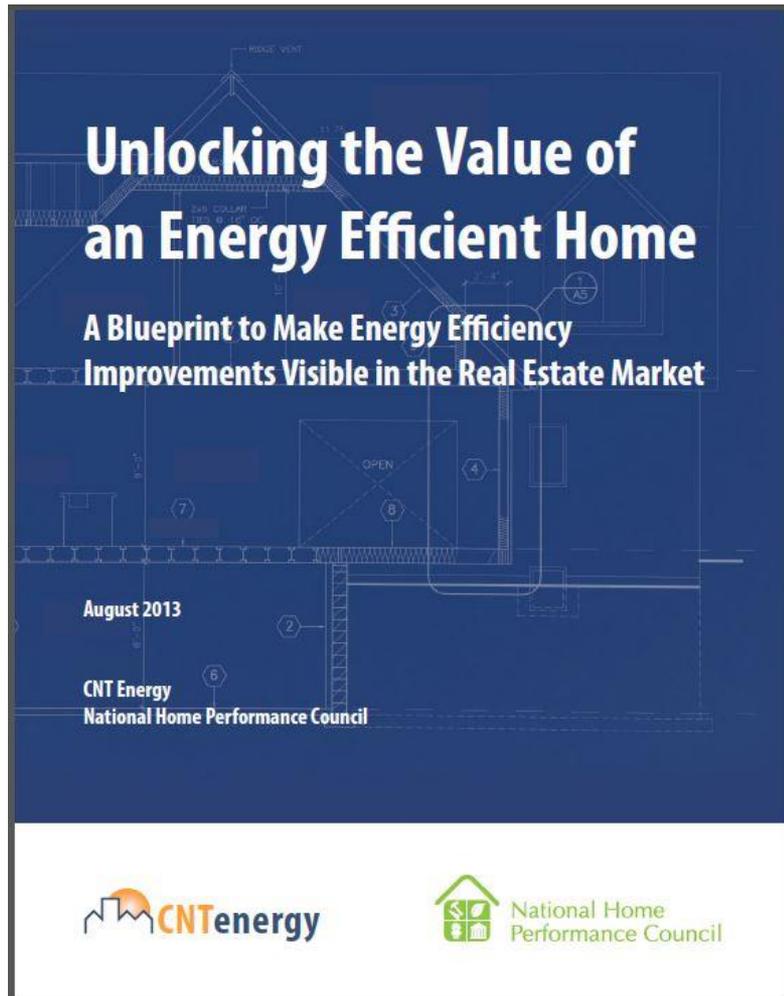
2014 National Symposium on Market Transformation  
April 1, 2014



**ELEVATE** ENERGY  
Smarter energy use for all



# Seven Step Blueprint



1. Document Improvements
2. Data for Appraisals
3. Data for MLS
4. Training Opportunities
5. Report Inventories
6. Standardized IT Solutions
7. Work with Financial Institutions

*[http://www.elevateenergy.org  
/value-high-performance-  
homes/](http://www.elevateenergy.org/value-high-performance-homes/)*



# The High Performance Value Chain

## Value for Green Homes



Documentation is key:

- ✓ Green building certificate
- ✓ Performance test results
- ✓ Local green disclosure form
- ✓ 12 month utility usage



# Making Energy Efficiency Data Accessible

## Value for Green Homes



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# Chicago Energy Disclosure Ordinance

Agent submits applications to individual utilities

Utilities process request

Utilities send report via mail



An Exelon Company



1-2+ weeks to complete

Agent submits utility info when listing home on MLS

3rd party site develops disclosure report

Report is uploaded to home's listing



Completed Instantly

LEGACY

IMPROVED



# Energy Cost Look-up

To fill-in the following fields, click the "Lookup Estimates" link and follow the instructions.

\*Annual Estimated Electricity  Required  [Lookup Estimates](#)  
Costs:

\*Monthly Estimated Electricity  Required  
Costs:

\*Annual Estimated Gas Costs:  Required  [Lookup Estimates](#)

\*Monthly Estimated Gas Costs:  Required



# Energy Cost Disclosure

connectMLS - Connecting Your Real Estate Community - Google Chrome

demo1.dynaconnections.com/myhomeeq/common/HomeEQAccountLookup.jsp

OK Cancel

Below are the utility estimates for your listing at:

**W Jackson St, Chicago, IL**

Electricity Customer Account Number: **Confidential**

Gas Customer Account Number: Unknown

Click "OK" to save these values for your listing. Click "Cancel" to start over

Annual Estimated Electricity Costs: \$159.60

Monthly Average Electricity Costs: \$13.30

Annual Estimated Gas Costs: Unknown

Monthly Average Gas Costs: Unknown

 [Click Here to view the full disclosure](#)

It is strongly recommended that you save this disclosure as an attachment to your listing. [Click here](#) to view the full disclosure on connectMLS.

OK Cancel

*Condo/Central Boiler example  
(no gas account)*



# Energy Cost Disclosure

**MRED** Welcome **Becky R Realtor for Team Becky** Contact  
 Midwest Real Estate Data REInventing MLS

**My MLS** **Search** **Listings** **Reports** **Forms** **Setup**

**Search Results - Attached Single**

← List View ← Refine Criteria | Full - Agent | Show | Quick

◀ showing 1 of 1 listings ▶



### Detached Single

Status: **NEW**  
Area: **8021**

List Price: **\$399,900**  
List Date: **06/26/2013**  
List Dt Rec: **06/26/2013**  
Orig List Price: **\$399,900**  
Sold Price:

Directions: **Diversey West to Rockwell, North to Property**

Sold by:  
Closed:  
Off Market:  
Year Built: **1920**  
Dimensions: **37.5X125**  
Ownership: **Fee Simple**  
Corp Limits: **Chicago**  
Coordinates: **N:2900**  
**W:2600**

Contract:  
Financing:  
Blt Before 78: **Yes**

Lst. Mkt. Time: **1**  
Points:  
Contingency:  
Curr. Leased: **No**

Rooms: **7**  
Bedrooms: **4**  
Basement: **Full**

Bathrooms **1 / 1**  
(full/half):  
Master Bath: **None**  
Bsmnt. Bath: **No**

Model:  
County: **Cook**  
# Fireplaces:

Parking: **Garage**  
# Spaces: **Gar:2**  
Parking Incl. **Yes**

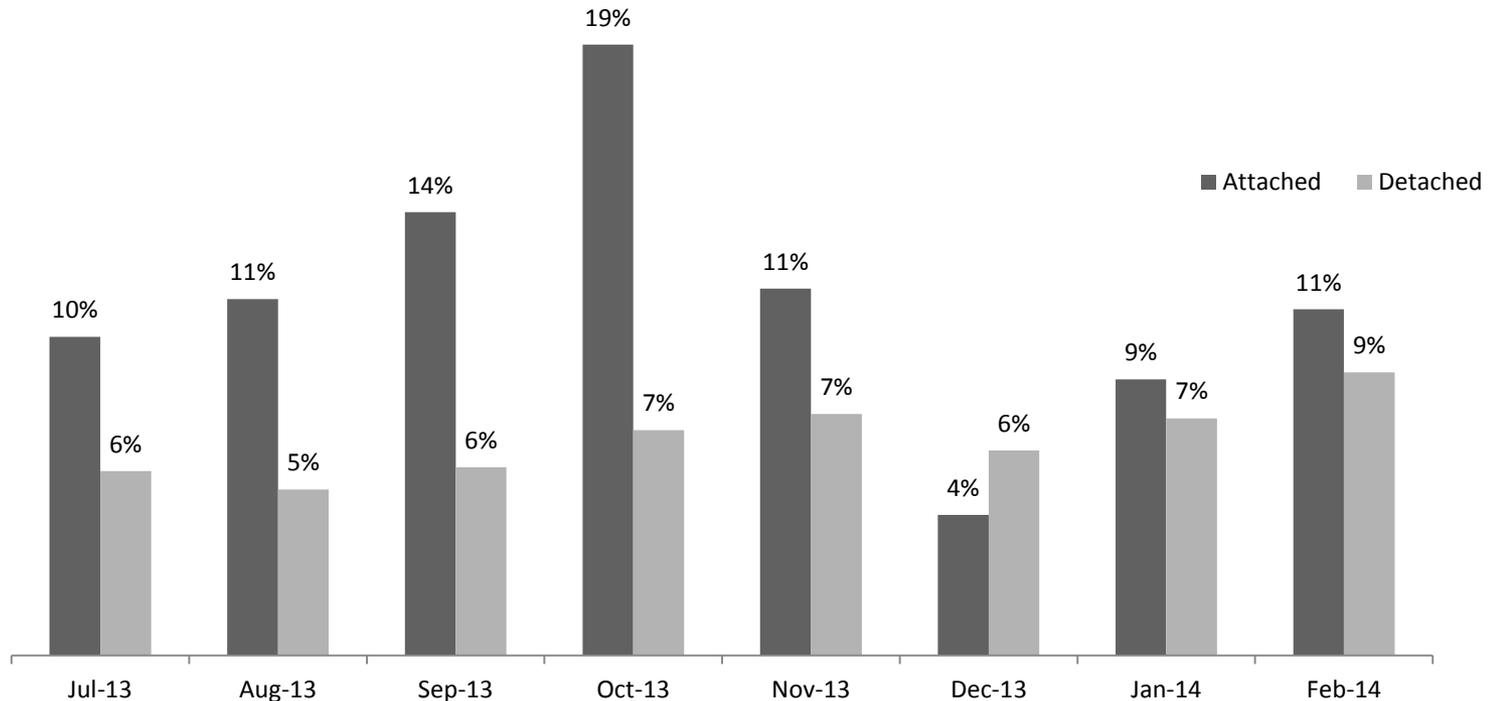
Utility Costs: Elec. - **\$770.60/yr, \$64.22/mo**; Gas - **\$1198.00/yr, \$99.83/mo**

Remarks: **CHARMING 4 BED+DEN, 1.1 BATH SINGLE FAMILY HOME ON LOT & A HALF IN DESIRABLE LOGAN SQAURE/AVONDALE LOCATION. REMODELED APPROX 10 YEARS AGO W/ NEWER HVAC, ELECTRIC, PLUMBING, H2O HEATER & ROOF. DIAG HDWD FLRS; LARGE EAT IN KITCHN W/ SS APPLS; HIGH CEILINGS; FULL BASEMENT; HUGE FENCED YARD W/ BLUE STONE PATIO; SECURITY SYS OVERSIZED 2 CAR GARAGE. CLOSE TO 90/94 & ALL LOGAN SQAURE/BUCKTOWN SHOPPING & RESTAURANTS!**



# Energy Cost Disclosure Preliminary Data

Listings with Energy Disclosures as a Percentage of Total Listings

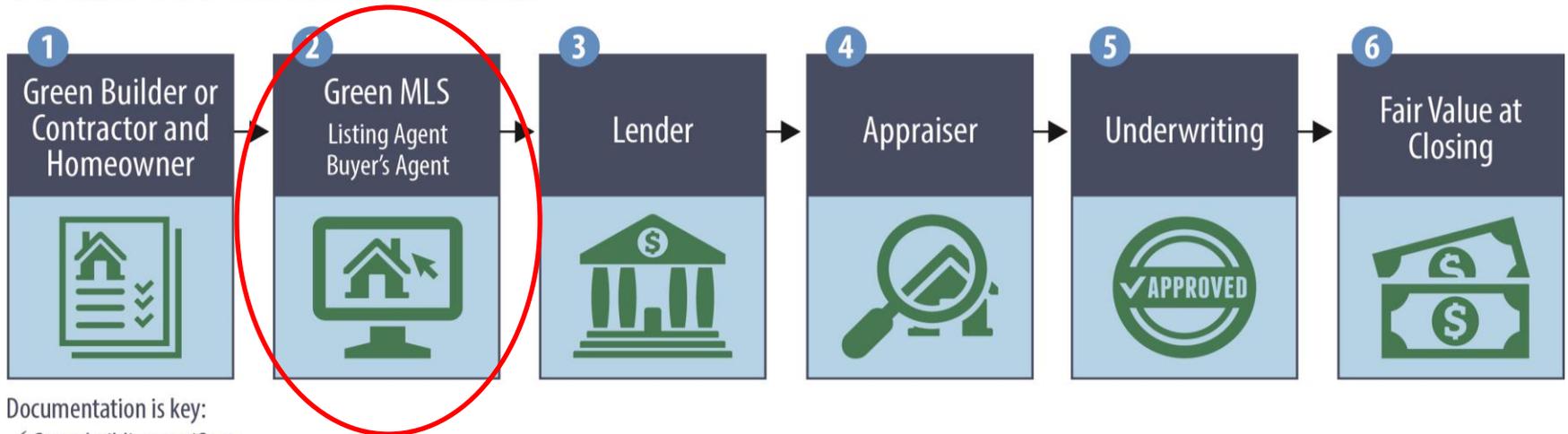


- Early market time and SP:OLP metrics positive, but may say more about early adopters than market



# Green MLS

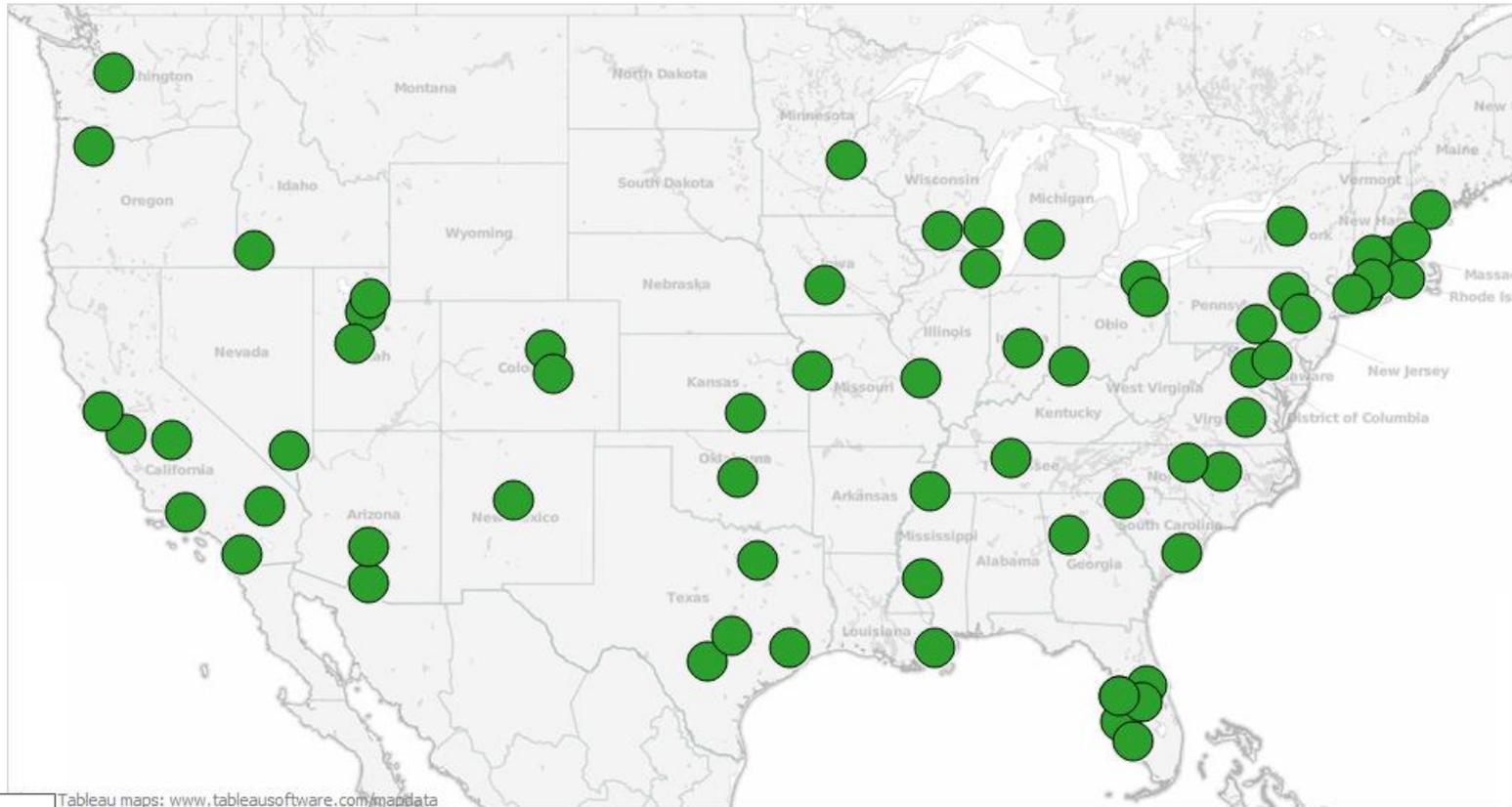
## Value for Green Homes



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# Extensive Coverage of Green MLS Fields 75 out of Top 100 population markets



Source: 2010 MLS survey by NAR Green REsource Council.





# IL Home Performance with Energy Star



www.IllinoisHomePerformance.org

## Silver Certificate of Completion

**Home address:**  
1234 Sample Street  
Sample, IL 60000

**Contractor:**  
Name of Contractor

**Program Provider:**  
Name of Program Provider

**Work Completed On\*:**  
Date Completed

\*Certificate issued 12/31/2014 by the Midwest Energy Efficiency Alliance (MEEA) on behalf of the Illinois Energy Office based solely on the reporting by or estimates of contractor. A minimum of 15% is required to receive a Certificate of Completion. See reverse.

**This home has achieved an estimated total energy reduction of at least 15%\* after the following home energy upgrades:**

- ✓ Air sealing performed reducing total air leakage rate by 34%
- ✓ Attic insulation improved to R-49

*Agnes Mrozowski*

**Agnes Mrozowski**  
Assistant Deputy Director, Illinois Energy Office

 **HOME PERFORMANCE WITH ENERGY STAR**

Home Performance with ENERGY STAR offers a comprehensive, whole-house approach to home improvement that results in better energy efficiency, greater comfort, and lower energy bills.

ENERGY STAR is a voluntary partnership sponsored by the U.S. EPA and the U.S. DOE to protect the environment through superior energy efficiency.

 **Illinois Department of Commerce & Economic Opportunity**  
Pat Quinn, Governor



# Incorporating IHP into Real Estate Transactions

The screenshot shows the MRED (Midwest Real Estate Data) website interface. The top navigation bar includes links for My MLS, Search, Listings, Reports, Forms, and Setup. The current page is 'Edit Listing' with tabs for General, Ext. Feat., Int. Feat., Room Details, Utilities/Green, Tax/Assess., Office/Sales, Media, and Tour/c. A modal window is open over the 'Utilities/Green' tab, displaying a list of green features with checkboxes:

- G DOE Energy Star
- H IL Home Performance w/E...
- I Historic Chicago Bungal...
- J HERS Index Score
- K MyHome EQ Report
- L 12 Month Utility History

The modal window has 'OK', 'Clear', and 'Cancel' buttons at the top. The background page shows a 'Caution' box and a list of fields marked with an asterisk, including Air Conditioning, Water, Sewer, Electricity, Heat/Fuel, HERS Index Score, and Green Supporting Documents.



# Chicago's First IL Home Performance Success

**MRED** Welcome **Laura Reedy-Stukel**
Contact MRED | Help

My MLS
Search
Listings
Reports
Forms
Setup

## Search Results - Detached Single

[List View](#)
[Refine Criteria](#)


Quick
Advanced
Email

showing 1 of 2 listings

1)



### Detached Single

Status: **CLSD**  
 Area: **635**  
 Address: **2127 N 76th Ave, Elmwood Park, Illinois 60707**  
 Directions: **76th Ave. is a north bound street**  
 Sold by: **Terry DeNardo (240220) / Hometown Real Estate Group LLC (24060)**  
 Closed: **05/28/2013**  
 Off Market: **04/08/2013**  
 Year Built: **UNK**  
 Dimensions: **30X125**  
 Ownership: **Fee Simple**  
 Corp Limits: **Elmwood Park**  
 Coordinates: **N:2127 W:7600**  
 Rooms: **6**  
 Bedrooms: **2**  
 Basement: **Full**

MLS #: **08286971**  
 List Date: **03/08/2013**  
 List Dt Rec: **03/08/2013**  
 Contract: **04/08/2013**  
 Financing: **Conventional**  
 Blt Before 78: **Yes**  
 Subdivision:  
 Township: **Leyden**  
 Bathrooms **2 / 0**  
 (full/half):  
 Master Bath: **None**  
 Bsmnt. Bath: **Yes**

List Price: **\$165,000**  
 Orig List Price: **\$165,000**  
 Sold Price: **\$163,000**  
 Lst. Mkt. Time: **32**  
 Points:  
 Contingency:  
 Curr. Leased: **No**  
 Model:  
 County: **Cook**  
 # Fireplaces:  
 Parking: **Garage**  
 # Spaces: **Gar:2**  
 Parking Incl.  
 In Price:

Remarks: **First Silver Certificate Energy Star home in Elmwood Park! This means comfort and energy/\$ savings for you! Large bright eat-in kitchen. Spacious living room & Dining room. Gorgeous hardwood floors. w/Flood control system, full bath, tons of storage, could add 3rd bedroom. 2.5 car garage, patio, beautiful landscaped lawn w/in ground sprinkler. New hot water heater. Great block near schools**

### School Data

Elementary: **Elmwood (401)**  
 Junior High: **Elm (401)**  
 High School: **Elmwood Park (401)**  
 Other:

### Assessments

Amount: **\$0**  
 Frequency: **Not Applicable**  
 Special Assessments: **No**  
 Special Service Area: **No**  
 Master Association: **No**

### Tax

Amount: **\$4,319**  
 PIN: **12362160050000 (Map)**  
 Mult PINs: **No**  
 Tax Year: **2010**  
 Tax Exmp: **Homeowner**

### Miscellan

Waterfront: **No**  
 Appx SF: **0**  
 SF Source: **Not**  
 Acreage:

Room Name	Size
Living Room	12X14
Dining Room	12X12
Kitchen	11X15
Family Room	

Level
Main Level
Main Level
Main Level
Not Applicable

Flooring
Hardwood
Hardwood
Ceramic Tile

### Win Trmt

Room Name	Size
Master Bedroom	10X10
2nd Bedroom	10X10
3rd Bedroom	
4th Bedroom	

Level
Main Level
Main Level
Not Applicable
Not Applicable

Flooring
Hardwood
Hardwood

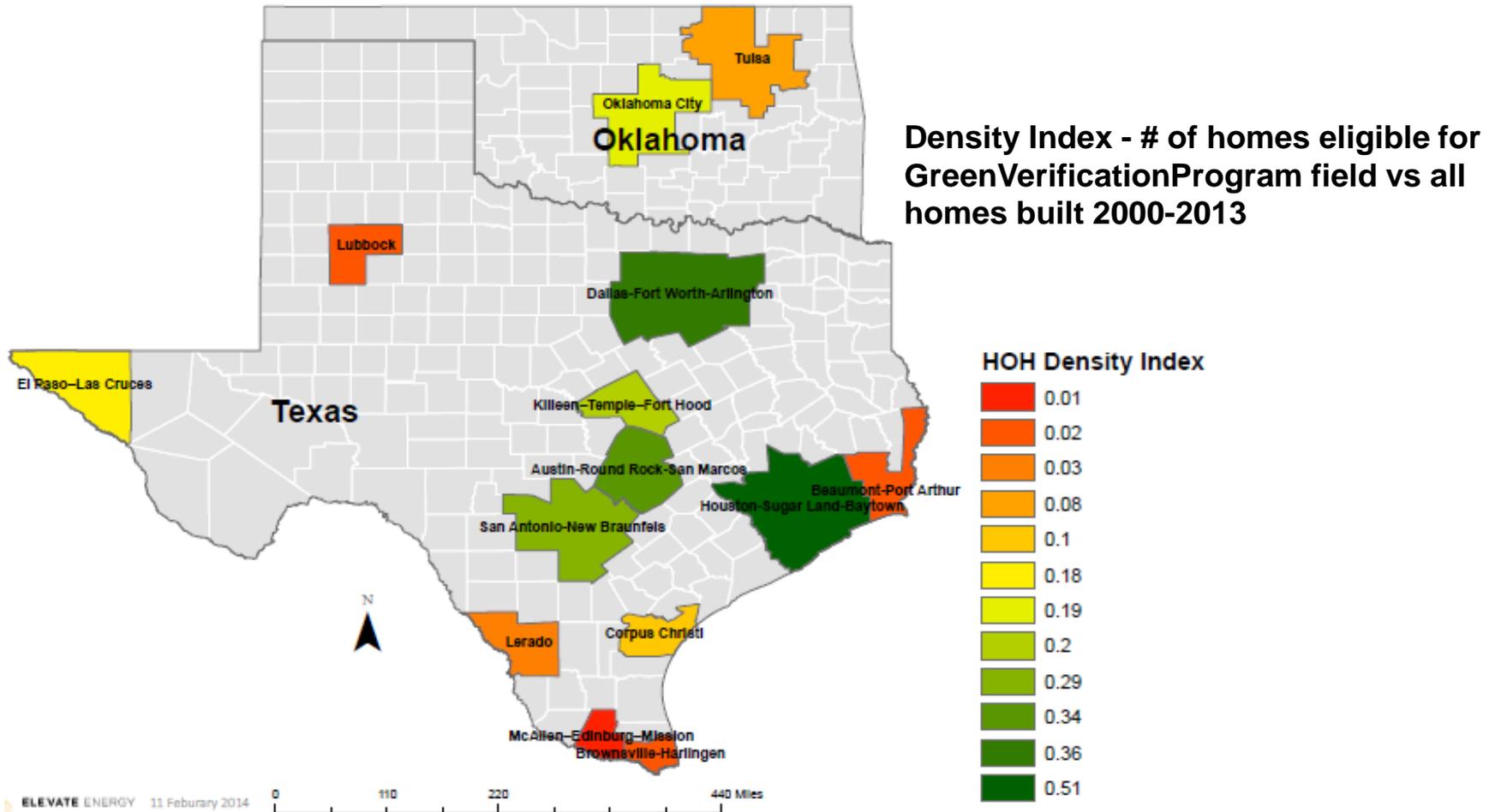


# Chicago's First IL Home Performance Success

	<b>IHP Home</b>	<b>Average of Competition</b>
Final List Price	165,000	147,867
Closed Price	163,000	138,434
List Price compared to Closed Price	99%	94%
# of Listing Days	30	126
	Contract date - April 8, 2013	16 homes closed between Jan 1-June 30, 2013



# TX/OK Spotlight – “Hot Spots” Estimate of SF-det 2000-2012





# Thank You

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Patrick MacRoy

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*<http://www.elevateenergy.org/value-high-performance-homes/>*



@elevate\_energy



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