




MLS Green Fields

The Green Market

- Florida is the third largest state for Green homes
- Green features are a huge selling point of a home
- 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

 Form 820 05*	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 https://www.appraisalinstitute.org/education/learn-energy-addendum.aspx		
The appraiser hereby certifies that the information provided within this addendum: <ul style="list-style-type: none"> 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-efficient throughout a building's lifecycle from siting 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 VERIFICATIONS (see types defined in glossary) The following verified items are considered within the appraisal analysis of the subject property:		
Green Certification Certifications attest that the home meets certain minimum thresholds.	Environmental Protection Agency (EPA): <input type="checkbox"/> Indoor airPLUS <input type="checkbox"/> WaterSense <input type="checkbox"/> ENERGY STAR Energy Department (DOE): <input type="checkbox"/> Zero Energy Ready Home (ZERH)	
	Home Innovation Research Labs (HIR) Home Remodel: <input type="checkbox"/> Bronze <input type="checkbox"/> Silver <input type="checkbox"/> Gold <input type="checkbox"/> Emerald Living Building Challenge (LBC): <input type="checkbox"/> Living Building Certified <input type="checkbox"/> Petal Certification Passivhaus Standard: <input type="checkbox"/> PHI Low Energy <input type="checkbox"/> EnerPHit <input type="checkbox"/> Passive House Passive House Institute US: <input type="checkbox"/> PHUS-2015 USGBC LEED: <input type="checkbox"/> Certified <input type="checkbox"/> Silver <input type="checkbox"/> Gold <input type="checkbox"/> Platinum	
Energy Label Labels disclose the state of the home's energy costs.	Other: _____ Date Verified: ____/____/____ Green Certification Version: _____ Organization URL: _____	
	ABOVE VALID ONLY IF CHECKED: <input type="checkbox"/> Verification reviewed on site <input type="checkbox"/> Verification attached to this report	
	RESNET's HERS Rating (0 to 150): <input type="checkbox"/> Sampling Rating <input type="checkbox"/> Projected Rating <input type="checkbox"/> Confirmed Rating	
	Estimated energy savings for this home: \$ ____/year ____ kWh rate dated ____/____/____ Energy Savings includes electricity, heating & cooling. Score below 100 indicates energy costs are expected to be lower than average code-built home. HERS Index Report occupancy estimates energy cost based on number of bedrooms plus one. Only a "confirmed rating" is diagnostically tested.	
Energy Label Labels disclose the state of the home's energy costs.	DOE's Home Energy Score (1 to 100): <input type="checkbox"/> Official Score <input type="checkbox"/> Unofficial Score	
	Estimated energy savings for this home: \$ ____/year ____ kWh rate dated ____/____/____ Energy Savings includes electricity, heating & cooling. Score above five indicates energy costs are expected to be lower than average local home. Home Energy Score estimates energy cost based on state average energy rates and the home's energy features.	
	Estimated energy savings: \$ ____/year ____ kWh rate dated ____/____/____ Describe energy label system: _____	
	Date Verified: ____/____/____ Score or Rating Version: _____ Organization URL: <input type="checkbox"/> www.resnet.us <input type="checkbox"/> www.homesenergyscore.gov <input type="checkbox"/> Other: _____	
ABOVE VALID ONLY IF CHECKED: <input type="checkbox"/> Verification reviewed on site <input type="checkbox"/> 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!



Green Developments in Stellar MLS's Area

- Lakewood Ranch
 - Largest green certified community in nation!
 - ½ 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 (2019)

- Fifty-nine percent of respondents found [customers] 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.
- Most popular features: Lower utility costs (81%), efficient lighting (67%), indoor air quality (64%)
- Top Challenges:
 - Lack of information from real estate professionals: 32%
 - Improving energy efficiency of existing housing: 31%

What do the Green Fields Mean?

Green Verification Fields

Green Information

MLS Number: J901389

Green Verification

Building Verification

Status

Year

Version

Body

Metric

Rating

Source

Green Verification URL

More

Source Options:

- Administrator
- Assessor
- Builder**
- Contractor or Installer
- Other - See Remarks
- Owner
- Program Sponsor
- Program Verifier
- Public Records

Building Verification Options:

- ENERGY STAR Certified Homes
- EPA Indoor Air Quality Plus
- FGBC Green Certified Building
- FGBC Green Certified Home
- FGBC Remodel
- Florida Certified Yard
- Florida Friendly Landscape
- Florida Friendly Yard Recognition
- Florida Green Lodging
- Florida Water Star
- FORTIFIED for Safer Living
- Geothermal HVAC
- HERS Index Score
- LEED Certified Building
- LEED For Homes**
- LEED Neighborhood Development
- NAHB Certification
- NGBS New Construction
- NGBS Small Projects Remodel
- NGBS Whole-Home Remodel

Note: If a Verification Type is selected, then Status, Year and Source are required.

Can add up to 5 verifications.

Green Verification: Certification/Verification Type

Status: Complete or In Progress (i.e. Under Construction Home going through approval process)

Year: Year Certification was Awarded

Version: If applicable, some certifications have different versions.

Body: For example, LEED for Homes is from the US Green Building Council (USGBC)

Metric: Specific Number such as HERS, RESNET, Home Energy Scores

Rating: For example, LEED has Silver, Gold, and Platinum Ratings

Source: See pulldown menu for sources of verification.





URL: Specific URL to this property's certification, if applicable

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	 	<ul style="list-style-type: none"> Body Type/ Program Year Rating Version Status 	<ul style="list-style-type: none"> 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		<ul style="list-style-type: none"> Body Type/ Program Year Metric Version Status 	<ul style="list-style-type: none"> RESNET, HERS USDOE, Home Energy Score
Verified Energy Improvements	No rating/ metric		<ul style="list-style-type: none"> Body Type/ Program Year Version Status 	<ul style="list-style-type: none"> 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

<http://www.resnet.us/directory/search>



Green Certification Documentation

- Green 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.

	#								ML #	Status	Address	City	Zip Code
	1								A4406901	ACT	4237 CALLISTA LN	SARASOTA	34243

File Name	Type	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.pr	PDF	Green Certification/Energy Efficiency Document	STANDARD FEATURES Callista
Certificate of Green Home.pdf	PDF	Green Certification/Energy Efficiency Document	Certificate of Green Home

Close



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 Sustainability Field

This field lists several general features for using sustainable materials in construction.



Green Sustainability



- ☐ Conserving Methods
- ☐ Onsite Recycling Center
- ☐ Recyclable Materials
- ☐ Recycled Materials
- ☐ Regionally-Sourced Materials
- ☐ Renewable Materials
- ☐ Salvaged Materials

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



Green Energy Generation

☐ Hydro Power
☐ Solar
☐ Wind

Green Energy Features

☐ 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

☐ Drip Irrigation

☐ Gray Water System

☐ Irrig. System-Drip/Microheads

☐ Irrig. System-Rainwater from Ponds

☐ Irrigation-Reclaimed Water

☐ Low-Flow Fixtures

☐ Water Recycling

☐ Whole House Water Purification

Green Landscaping

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



Green Landscaping

☐ Fl. Friendly/Native Landscape

☐ Non-Toxic Fertilizer/Pesticides

☐ Rain Water Harvesting

☐ Veg. (Productive) Garden

☐ Xeriscape

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

Florida Green Landscaping

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

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☐ 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.



Disaster Mitigation

- ☐ Above Flood Plain
- ☐ Fire Resistant Exterior
- ☐ Fire/Smoke Detection Integration
- ☐ Hurricane Insur. Deduction Qual.
- ☐ Hurricane Shutters/Windows
- ☐ Lightning Protection System
- ☐ Safe Room

Searching for Green Features

Searching For Green Features

Several Greenfields are available on the “Detail” search forms.

Green Energy Features

- Appliances
- Energy Monitoring System
- HVAC
- Insulation
- Lighting

☐ And ☒ Or ☐ Not

Green Water Features

- Drip Irrigation
- Irrig. System-Drip/Microheads
- Irrig. System-Rainwater from P
- Irrigation-Reclaimed Water
- Low-Flow Fixtures

☐ And ☒ Or ☐ Not

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☐ And ☒ Or ☐ Not

Or can be added to the “Quick” search forms.

Additional Fields [Add/Remove](#)

Frequently Used Fields

These are the frequently used search fields; you can add them to your search page to create customized searches.

Available Fields	Selected Fields
<ul style="list-style-type: none">Green SustainabilityGreen Verification BodyGreen Verification MetricGreen Verification RatingGreen Verification SourceGreen Verification StatusGreen Verification URLGreen Verification VersionGreen Verification YearGreen Water FeaturesGulf/OceanGulf/Ocean to Bay	<ul style="list-style-type: none">Green Sustainability

Search:

***Note that the way to search for Green Certifications is not changing.

Green Certifications

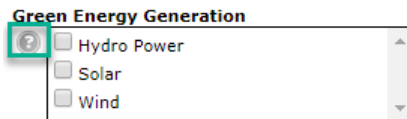
- EarthCraft House
- ENERGY STAR Certified Home
- EPA Indoor Air Quality Plus
- FGBC Green Certified Building
- FGBC Green Certified Home


☐ And ☒ Or ☐ Not



How Can an Agent Learn More?

Help Bubbles



 Green Energy Generation Help

Values & Definitions

1. Hydro Power - Hydropower technologies capture water's potential energy via a turbine to generate electricity. It is the nation's largest, most reliable, and least expensive source of renewable power generation
2. Solar - Renewable form of onsite power generation. Most common are solar photovoltaic (PV) devices which generate electricity directly from sunlight via an electronic process that occurs naturally in certain types of material, called semiconductors. Powers electrical devices or sends electricity to the grid
 - Link: [Solar Energy Industries Association](#)
3. Wind - Renewable form of onsite power generation. Wind turbines use wind to make electricity. Powers electrical devices or sends electricity to the grid
 - Link: [Office of Energy Efficiency & Renewable Energy](#)

Green Resources

Home Energy Information Guide published by the US Department of Energy in conjunction with the National Association of REALTORS, Council of Multiple Listing Services, and Real Estate Standards Organization

<http://realestatethings.net/home-energy-guide/>

National Association of Realtors® Green Council and Designation

<http://greenresourcecouncil.org/>

Green Communities in Florida

<https://greencommunities.com/green-communities/florida/>

HERS Vendors

<http://www.resnet.us/directory/search>

Project Sunroof (Google): Evaluate Solar Savings

<https://www.google.com/get/sunroof>



Articles/Future of Green

“Agrihoods”/Community Gardens

<https://www.businessinsider.com/agrihoods-golf-communities-millennial-homebuyers-2017-10>

Solar becoming more financially feasible

<https://www.forbes.com/sites/forbesrealestatecouncil/2018/07/12/why-solar-power-should-be-builders-next-step-in-the-real-estate-revolution/#80dae5331ba5>

Driverless/Electric Cars

<https://www.naplesnews.com/story/money/business/local/2018/05/10/self-driving-cars-change-world-real-estate/597658002/>

Brownfield Development in Florida

<https://www.bizjournals.com/jacksonville/news/2018/07/23/viewpoint-floridas-polluted-land-could-provide.html>

Climate Change/Rising Sea Levels/Hurricanes/New Metrics Measuring Risk

<https://www.cnn.com/2018/08/29/dimate-gentrification-is-changing-miami-real-estate-values.html>

