

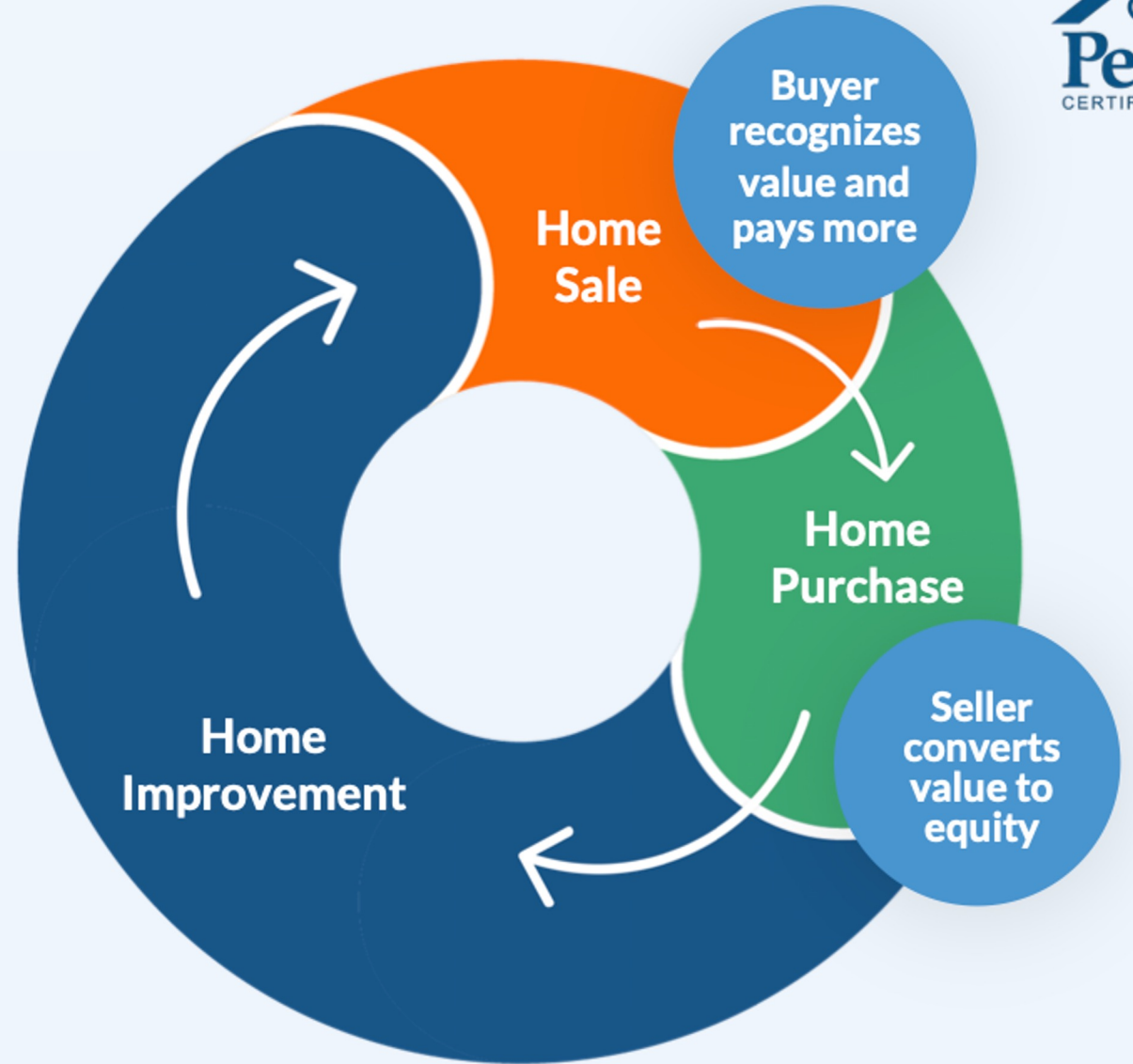
Navigating the Era of Energy-Efficient Homes and the Inflation Reduction Act

Cynthia Adams, CEO Pearl Certification
9/20/2023

Pearl and the Home Value Cycle



- ✓ Home **BUYER** “sees” high-performing features in Pearl’s Certification Report and marketing materials.
- ✓ Home **SELLER** captures the value of the upgrade in the sale price.
- ✓ **DEMAND** for High-performing homes drives more improvements, completing the cycle.



We Help Homeowners Increase Home Equity



Pearl Certified homes sell on average for 5% more*

**Verified by independent appraiser studies in four markets*



<https://pearlcertification.com/real-estate-pros/appraisal-study-4state>



Program and Standards Partners



Investor and Program Partner



Program Partner



Data and Program Partner



Licensing Agreement and Policy Partner



Data and Standards Partner



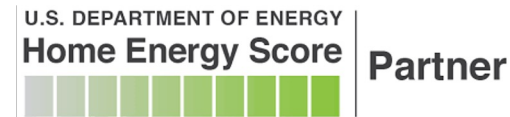
Data and Standards Partner



Standards and Program Partner



Contractor and Standards Partner



Program Partner



Agent Training Partner





Market Trends (beyond mortgage rates!)

What do you know about these trends?

1

Consumer Demand

Climate change and generational influence (Millennials) force greater focus on sustainability

2

Building Code Updates

New construction is inherently energy efficient

3

Federal Policy

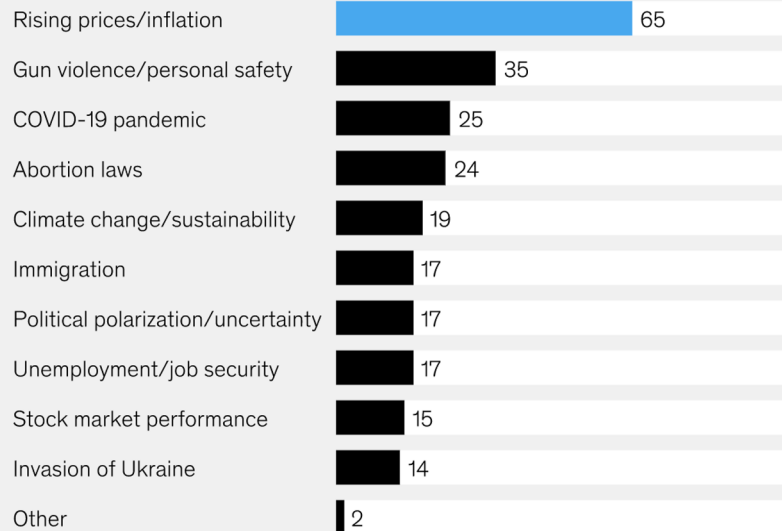
Inflation Reduction Act's rebate programs and tax credits will drive consumer awareness and uptake



Consumer Concerns

Two-thirds of US consumers are concerned about inflation.

Top 3 concerns,¹ % of respondents



¹Question: What are the greatest source(s) of concern for you right now? (choose as many as 3 from provided list of options).
Source: McKinsey US Consumer Pulse Survey, July 6–10, 2022; n = 4,009 sampled and weighted to match the US general population 18+ years

Concerns that can impact purchasing decisions:

- Inflation: 65%
- COVID: 25%
- Climate change: 19% (esp. among Millennials and Gen Z)

Millennials Spend the Most \$\$\$



According to 2022 James Hardie Homeowner Survey on home improvement spending during COVID:

- Millennials spent \$40K
- Gen X spent \$10K
- Boomers spend 11K

Millennials are 2nd largest cohort of homeowners and make up 40% of the labor force



What do Millennials Care About?



2022 Deloitte survey said:

- Cost of living and financial anxiety
- Climate change and the environment
- Social justice / societal values (including their employers and companies they do business with)

NAR's Research: 2023 Sustainability Report



Region:	Northeast	Midwest	South	West
Very valuable	21%	17%	22%	23%
Somewhat valuable	35%	47%	40%	41%
Neutral	27%	21%	23%	23%
Not very valuable	9%	7%	9%	7%
Not at all valuable	5%	5%	5%	4%
Depends on the listing	3%	2%	2%	3%

- The home features that respondents believed were most important to clients included windows, doors, and siding (39%), a comfortable living space (37%), and a home's utility bills and operating costs (25%)
- ~63% found promoting energy efficiency in listings was very or somewhat valuable
- 34% thought solar panels increased home value

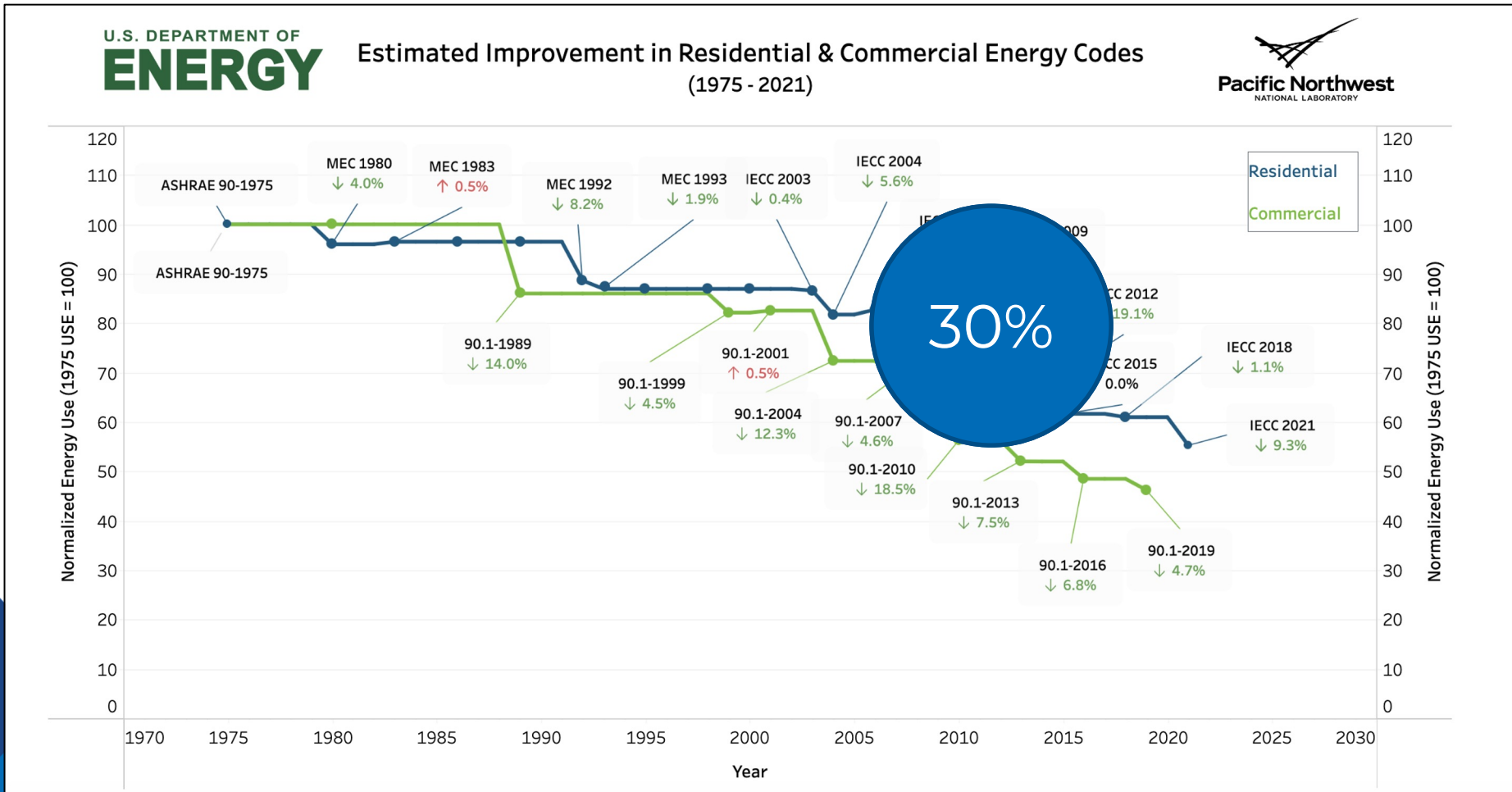
Consumers Want Efficiency



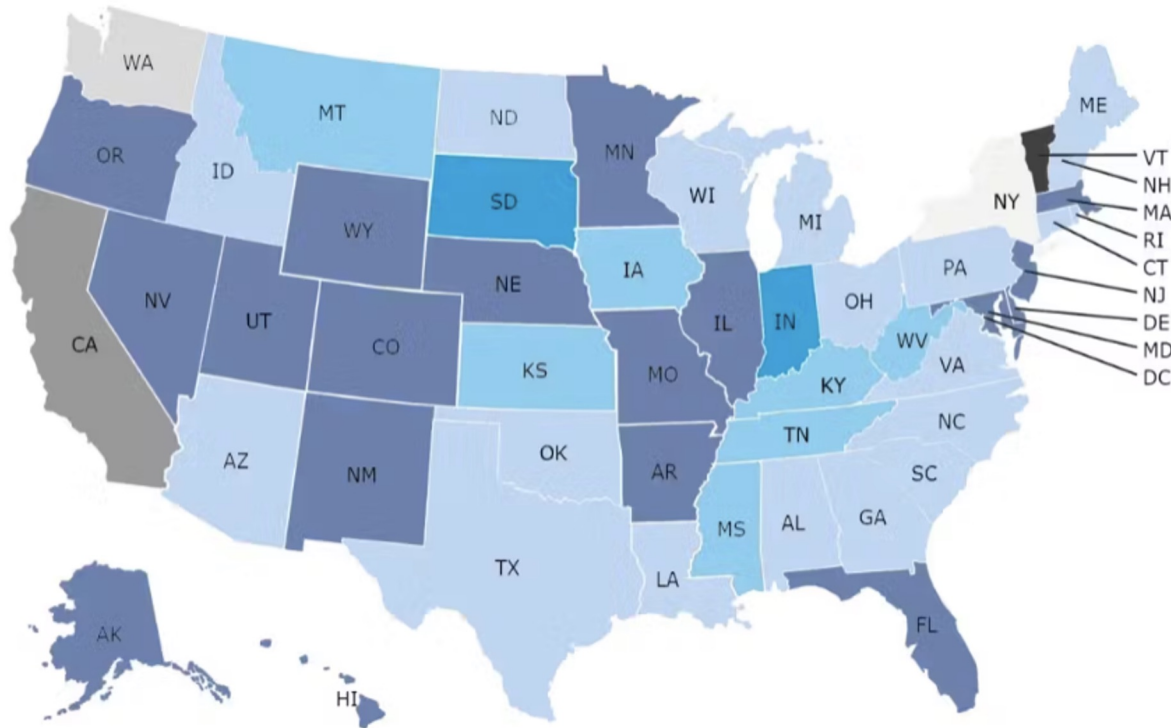
Looking ahead, here are the top 10 major investment projects homeowners tell ANGIE they intend to pursue in the next five years:

1. Bathroom remodeling, 35.93%
2. **Solar panels, 29.41%**
3. Outdoor work, 26.89%
4. Basement refinishing, 26.43%
5. **HVAC upgrade, 23%**
6. Build home office, 22.77%
7. Build a new addition, 21.85%
8. Add a bathroom, 20.94%
9. Convert garage to gym, 20.48%
10. Other, 5.49%

How Building Code Has Improved



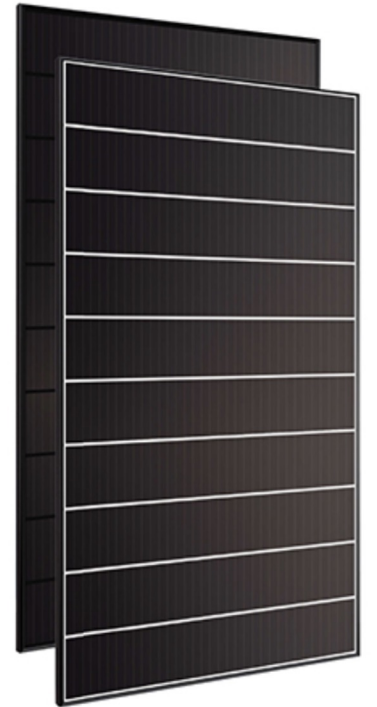
States' Adoption of Building Code



MAP KEY

- Ashrae 90.1 2019 - IECC 2021
- Ashrae 90.1 2016 - IECC 2018
- Ashrae 90.1 2013 - IECC 2015
- Ashrae 90.1 2010 - IECC 2012
- Ashrae 90.1 2007 - IECC 2009
- 2019 Building Energy Efficiency Standards - Title 24
- 2018 Washington State Energy Code
- NYC Energy Conservation Code (NYCECC)
- 2020 Vermont Commercial Building Energy Standards (CBES)

New Technology = New Features





Inflation Reduction Act Overview

“The overarching goal of the Home Energy Rebate programs is to accelerate the transition to more affordable, efficient, resilient, and low carbon homes.”

- US Department of Energy

US Dept. of Energy estimates 70% of households will qualify for rebate programs...

Coming soon to a home near you!





Overview

- Provides tax credits through federal government
- Provides rebates for residential efficient electrification and energy efficiency upgrades through state energy offices
- Rebates are focused on low and moderate income homeowners - 40% of US households eligible as low income



Tax Credits

45L New Construction Tax Credit

<https://www.irs.gov/pub/taxpros/fs-2022-40.pdf>



- Homes built to ENERGY STAR standards \$2500
- Homes built to Zero Energy Ready standards \$5000

25c Efficiency Tax Credits: Effective 1/2023

<https://www.irs.gov/pub/taxpros/fs-2022-40.pdf>



Tax credit available for qualified improvements installed that year.

Limits apply: heat pumps have a \$2000 limit; everything else has a combined \$1200 limit; \$3200 is *total* limit for the year.

- Doors (\$250/door \$500), windows and skylights (30% of cost up to \$600); *labor not included*
- Insulation, air sealing (30% of cost up to \$1200); *labor not included*
- Home energy audits (30% of cost up to \$150)
- AC, water heater, furnace, boiler, electrical improvements (30% up to \$600 each)
- Electric or natural gas heat pumps and heat pump water heaters, biomass stoves and boilers

25c Efficiency Tax Credits: More Info



Other requirements:

- Only existing homes and remodels, not new construction; must be owner occupied
- Doors and windows: ENERGY STAR
- Insulation: IECC code standard for two years prior
- AC, water heater, furnace, heat pumps, heat pump water heaters: meet or exceed CEE standard:
<https://www.ahrinet.org/certification/cee-directory/cee-directory>
- Oil furnaces and hot water boilers: ENERGY STAR
- Electric panels: meet NEC and be 200 amps or more

25c Efficiency Tax Credits: More Info



- *Can't* carry the energy efficiency credit forward (unlike renewable energy/solar credits)
- *Can* qualify for the max amount every year in which improvements are made
- Rebates *cannot* apply to same install, but a tax credit for same install *can be* combined with rebate
- Contractors should make sure to give product literature or other documentation for efficiency rating of your installed system, cost of system, and date installed to as back up for the tax credit

Clean Energy Tax Credits: Starting 1/2023



Qualifying installations for up to 30% of the cost (new and existing homes), labor included, no dollar limit, carry forward allowed, owned systems only. Covers:

- Solar electric property expenditures (solar panels)
- Roofing shingles that serve as solar collectors
- Solar water heating property expenditures (solar water heaters)
- Fuel cell property expenditures (maximum credit of \$500 for each half kilowatt of capacity of the qualified fuel cell property)
- Small wind energy property expenditures (wind turbines)
- Geothermal heat pumps
- Battery storage technology expenditures



Rebate Programs

Rebate Programs Run Until 9/2031

1

Funding Meant to be “braided”

State rebates can be combined with tax credits, utility rebates, manufacturer rebates, and some other grant programs.

Electrification and Energy Efficiency rebates may NOT apply to the same installation.

2

States’ grants will be gated

States must have approved application, Implementation Blueprint, Market Transformation Plan, Data/QA plan, AND meet minimum low-income targets to secure tranches of funding.

3

Requires energy modeling

For both bill impacts (Electrification Rebate) and savings threshold requirements (Energy Efficiency Rebate), contractors will have to model projected bills.

Electrification Rebates \$4.5B (HEERA)



- Point of Sale rebate reduces out of pocket costs
- Requires owner be <150% area median income to access
- Covers 100% of cost for households <80%
- Covers up to 50% of cost for 80% - 150% AMI

Electrification Rebates \$4.5B (HEERA)



Product Rebates		
Upgrade Type	Qualified Product	Rebate Amount Not to Exceed
Appliance	Heat Pump Water Heater	\$1,750
	Heat Pump for Space Heating or Cooling	\$8,000
	Electric Stove, Cooktop, Range, Oven, or Heat Pump Clothes Dryer	\$840
Building Materials	Electric Load Service Center	\$4,000
	Insulation, Air Sealing, and Ventilation	\$1,600
	Electric Wiring	\$2,500
Maximum Rebate		\$14,000

HOMES Rebates \$4.3B



- Single and multifamily: states are required to allocate 40% to low-income single family and 10% to low-income MF
- \$200 incentive to complete work in low-income home
- No income qualification (*but*, below 80% AMI homeowners eligible for 2x the rebate amounts); states required to have a carve out for low income
- BPI 2400 compliance requirement for energy modeling (utility bill calibration)
- BPI 1200 standard referenced for assessments: blower door and combustion safety
- Community Benefits Plan *requires* contractor engagement for rebate program and workforce development
- Requires 3rd party certification of project to access rebate

HOMES Rebates \$4.3B



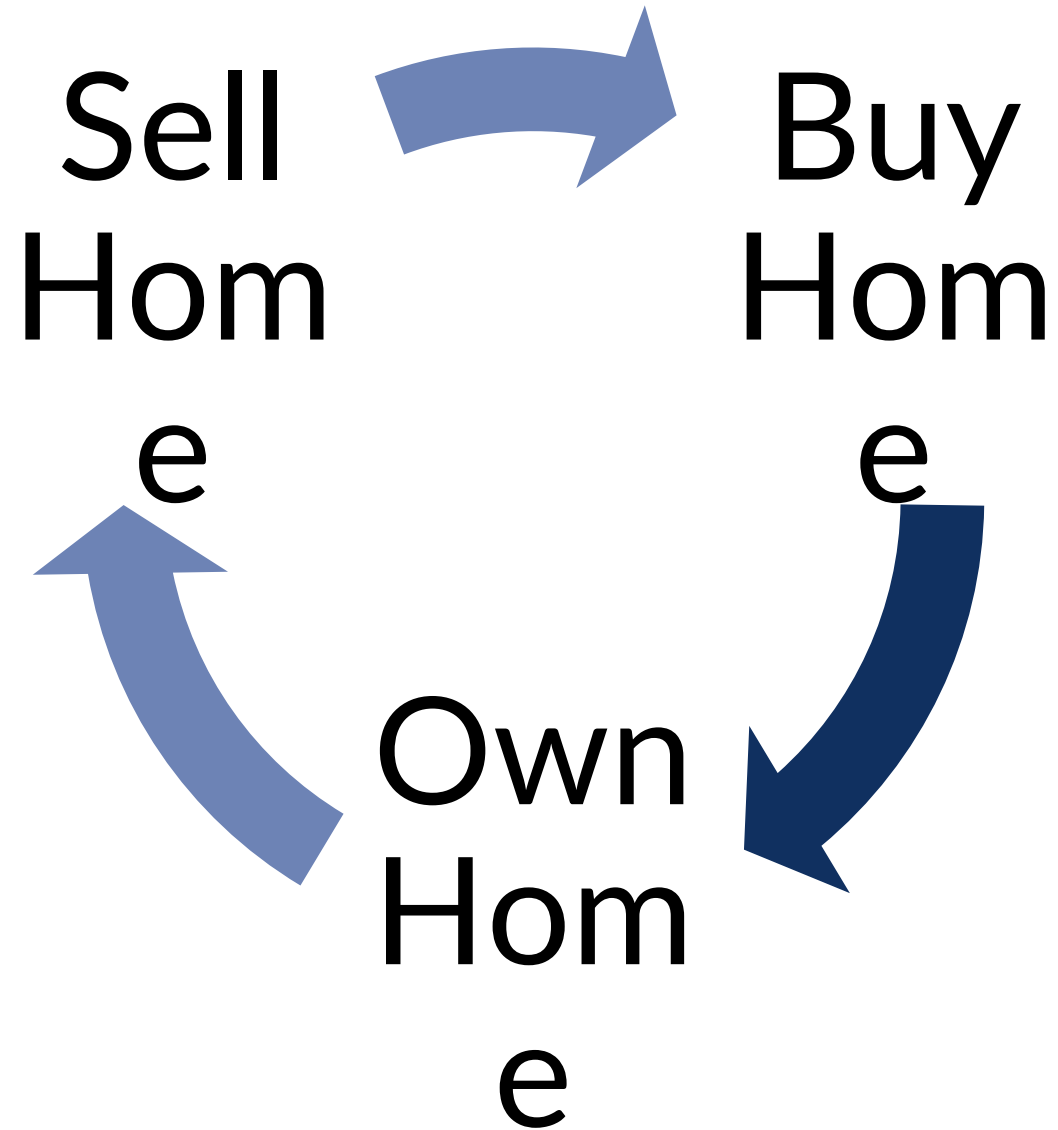
Single-Family		
Modeled Energy Savings	Income Level	Rebate Amount
20%-34%	Less than 80% AMI*	Lesser of \$4,000 or 80% of project cost
	80% AMI and greater	Lesser of \$2,000 or 50% of project cost
35% and greater	Less than 80% AMI*	Lesser of \$8,000 or 80% of project cost
	80% AMI and greater	Lesser of \$4,000 or 50% of project cost

Market Transformation Plan



25% of states' Electrification and Energy Efficiency rebate programs funding is tied to an approved "Market Transformation Plan," which must:

Describe how the State program will enable the market to recognize the value of homes that have been upgraded through the Home Energy Rebates, including at time of sale/rental. At a minimum, the plan must include a strategy for aggregating home data from the home assessment and/or home certification and making such data available to real estate stakeholders.



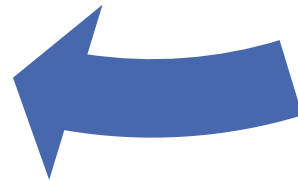
Sell
Home



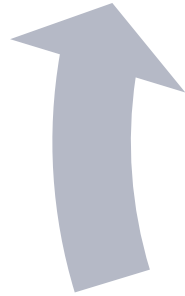
Buy
Home



Own
Home



Improve
Home



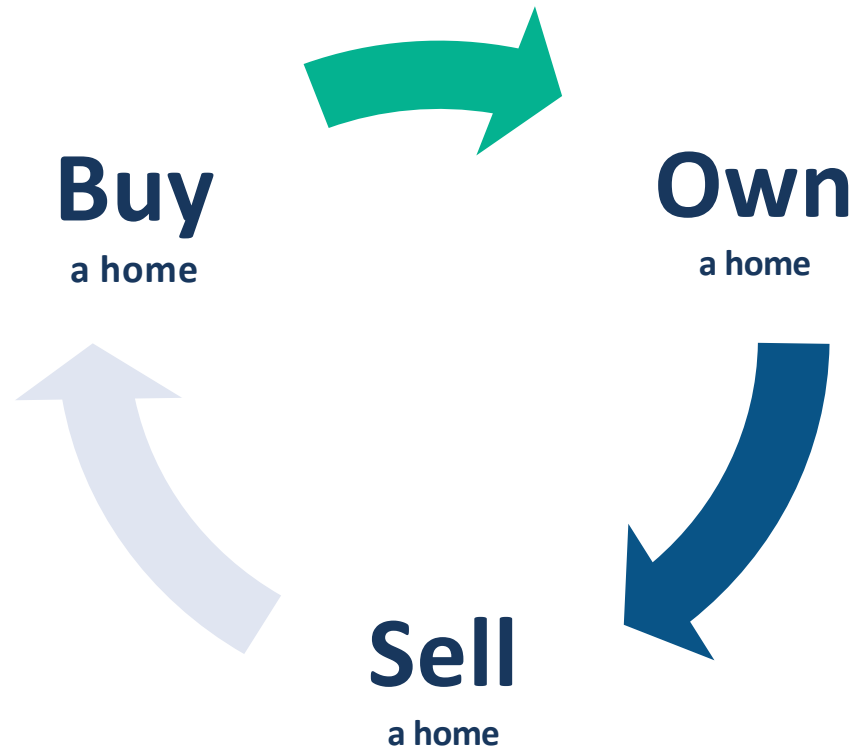


IRA Fueled Emerging Trend: Market Transformation



Listing agents market certified homes and educate buyers

Real estate industry increases certified homes' visibility through MLS



States drive market transformation through education and incentives

Contractors & builders create inventory

2023 Cost vs. Value Report by Zonda



Rank	Remodeling Project	Job Cost	Value at Sale	Cost Recouped
1	HVAC Electrification Conversion	\$17,747	\$18,366	103.5%
2	Garage Door Replacement	\$4,302	\$4,418	102.7%
3	Manufactured Stone Veneer	\$10,925	\$11,177	102.3%
4	Entry Door Replacement Steel	\$2,214	\$2,235	100.9%
5	Siding Replacement Vinyl	\$16,348	\$15,485	94.7%
6	Siding Replacement Fiber-Cement	\$19,361	\$17,129	88.5%
7	Minor Kitchen Remodel Midrange	\$26,790	\$22,963	85.7%
8	Window Replacement Vinyl	\$20,091	\$13,766	68.5%
9	Bath Remodel Midrange	\$24,606	\$16,413	66.7%
10	Window Replacement Wood	\$24,376	\$14,912	61.2%

IRA Website Resources



- **Tax Credits:** <https://www.irs.gov/pub/taxpros/fs-2022-40.pdf>
- **Rebate programs:** <https://www.energy.gov/scep/home-energy-rebate-programs-frequently-asked-questions>
- **State allocations:** <https://www.energy.gov/articles/biden-harris-administration-announces-state-and-tribe-allocations-home-energy-rebate>
- **Area median income calculator:** <https://ami-lookup-tool.fanniemae.com/amilookuptool/>
- **Weatherization Assistance Program:** <https://www.energy.gov/scep/wap/weatherization-assistance-program>
- **Consumer information:** www.energy.gov/save
- **Consumer information on electrification:** <https://www.rewiringamerica.org/IRAGuide>



WHAT DOES IT ALL MEAN FOR YOU?

BEYOND TRENDS TO TRANSFORMATION



IMPACTS MLS DATA

Buyer search, Green
Fields, marketing



IMPACTS AGENT EDUCATION

Training on: new
products and features,
programs to assist
buyers and sellers



IMPACTS AGENT EDUCATION

CMAs, appraisals,
lending rates, home
insurance

What You Should Be Thinking About



- Can you tie benefits like comfort, indoor air quality, affordability of homeownership, sustainability, *and* home equity to energy efficiency and renewable energy features?
- What education or training might you need to price and market homes that have efficient or renewable features?
- How can you position your knowledge on IRA rebates and tax credits to differentiate?
- What type(s) of housing stock exists in your area, and what needs does it have?
- What rebates and/or tax credits might your clients qualify for?
- What resources do you have/can you share with clients?
- What do the IRA rebate programs mean for your local association and any relevant initiatives? How might the state's Market Transformation plan impact your business?

Resources



- [NAR's website on sustainability](#)
- [Information on NAR's Green Designation](#)
- [NAR's Green Resource Council website](#)
- [NAR Intro to Sustainability and Resiliency: What REALTORS Need to Know](#)
- [RESNET Registry](#)
- [Green Building Registry](#)

Pearl is Your Partner



Provide MLS's data through API

Populate listings with feature level data, potential revenue share for certified listings



Agent network and training

Online resources, webinars, free consumer app "Green Door" for custom rebate and upgrade information



Certification and Equity Calculators

Report includes completed Appraisal Addendum and discounted cash flow for efficiency and solar

Home Certification Package



555 1st Ave,
Phoenix, AZ 85005

Silver Home
Certificate No. DM-000000



Pearl Home Certification Report



PARKER
& SONS

Contractor
Parker and Sons

Homeowner
John Adams



12 Pilgrim Rd.
Dennis, MA 02638-1210

Certified on January 12, 2023
Pearl Platinum Certificate | Pearl Score: 1102

Special Performance Features of This Home



Air Sealing :
Top 1% of MA homes

This home's air tightness has been tested using special diagnostic equipment. The home's air tightness meets many modern energy codes and as a result will be more comfortable and less drafty. A well-sealed home will also help manage humidity, prevent dust, and limit entry points for insects.



Windows :
High efficiency rating

Double-pane, argon-filled low-E windows like the ones in this home are better insulated and better at stopping heat transfer than regular single- or double pane windows. Low-E windows have a special coating that protects fabrics from the fading effects of UV light, while keeping the home warmer in winter and cooler in summer.



Heat Pump :
Top 1% of electric-heated homes

This home's heat pump is one of the most energy efficient sold. Its year round energy savings will be significant compared to most homes' heating and cooling equipment.



Forced Air Ducts :
In conditioned space, air sealed

This home's ducts are well-insulated and duct tightness exceeds industry minimum standards, preventing loss of conditioned air to your home's individual rooms. Well sealed and insulated ducts are one critical component to maintain even temperatures throughout your home.



Heat Pump Water Heater :
Top 1% of MA homes

This home has an highly efficient heat pump water heater, offering significant savings. ENERGY STAR certified heat pump water heaters can save a household of 4 approximately \$330 per year on its electric bills compared to a standard electric water heater and over \$3,500 over the lifetime of the unit.



Cooking Appliance :
Better indoor air and energy savings

This home has an electric induction cooktop that provides the responsiveness of gas without the associated risks to indoor air quality. Induction is not only more energy efficient than gas or traditional electric cooktops, it reduces the risks of burns and other safety concerns.



101 W Main St,
Charlottesville, VA 22902-5031

Certified on July 21, 2021
Pearl Silver Certificate | Pearl Score: 752

HOME ASSET DETAILS

Heating and Cooling



Platinum Level: 292
This Home: 297
Average Home: 180

Heat Pump



Type	Mini-split Heat Pump
HSPF	8.9
SEER	18
Outdoor Unit Manufacturer	Great Heat Pump Mfg
Outdoor Unit Model Number	25XHP18AOL
Indoor Unit Manufacturer	Great Heat Pump Mfg
Indoor Unit Model Number	CCC25XHP18AAX
Compressor	Variable-speed

Appraisal Support



<p>AI Reports® Form 620.05*</p>	Client File #:	Appraisal File #:																															
	Residential Green and Energy Efficient Addendum																																
	Client: Alan Machuga																																
	Subject Property: 12 Pilgrim Rd City: Dennis State: Massachusetts Zip: 02638-1210																																
<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</p> <p>The appraiser hereby certifies that the information provided within this addendum:</p> <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 users 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 users 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. <p>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.</p> <p>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 contributor value.</p> <p>THIRD-PARTY VERIFICATIONS (See types defined in glossary).</p> <p>The following verified items are considered within the appraisal analysis of the subject property:</p> <table border="1"> <tr> <td>Environmental Protection Agency (EPA)</td> <td><input type="checkbox"/> Indoor airPLUS</td> <td><input type="checkbox"/> WaterSense</td> <td><input type="checkbox"/> ENERGY STAR</td> </tr> <tr> <td>Energy Department (DOE)</td> <td colspan="3"><input type="checkbox"/> Zero Energy Ready Home (ZERH)</td> </tr> <tr> <td>Home Innovation Research Labs NGBS Home Remodel:</td> <td colspan="3"><input type="checkbox"/> Bronze <input type="checkbox"/> Silver <input type="checkbox"/> Gold <input type="checkbox"/> Emerald</td> </tr> <tr> <td>Home Innovation Research Labs NGBS New Home:</td> <td colspan="3"><input type="checkbox"/> Living Building Challenge (LBC) <input type="checkbox"/> Living Building Certified <input type="checkbox"/> Net+ Certification</td> </tr> <tr> <td>Pasivhaus Standard:</td> <td colspan="3"><input type="checkbox"/> PH1 Low Energy <input type="checkbox"/> EnerPhit <input type="checkbox"/> Passive House</td> </tr> <tr> <td>Pasivhaus Institute US:</td> <td colspan="3"><input type="checkbox"/> PH1US+ 2015</td> </tr> <tr> <td>USGBC LEED:</td> <td colspan="3"><input type="checkbox"/> Certified <input type="checkbox"/> Silver <input type="checkbox"/> Gold <input type="checkbox"/> Platinum</td> </tr> </table> <p>Other: Pearl Certification</p> <table border="1"> <tr> <td>Date Verified: 01/12/2023</td> <td>Certificate of Efficiency Improvements Version: Organization URL: www.pearlcertification.com</td> <td>ABOVE VALID ONLY IF CHECKED: <input type="checkbox"/> Verification reviewed on site <input checked="" type="checkbox"/> Verification attached to this report.</td> </tr> </table> <p>RESNET'S HERS Rating (0 to 150): +2 <input type="checkbox"/> Sampling Rating <input type="checkbox"/> Projected Rating <input checked="" type="checkbox"/> Confirmed Rating</p> <p>Estimated energy savings for this home: \$ /year (16W 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.</p> <p>Estimated energy savings for this home: \$ /year (16W rate dated Energy Savings includes electricity, heating & cooling.</p>			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 NGBS Home Remodel:	<input type="checkbox"/> Bronze <input type="checkbox"/> Silver <input type="checkbox"/> Gold <input type="checkbox"/> Emerald			Home Innovation Research Labs NGBS New Home:	<input type="checkbox"/> Living Building Challenge (LBC) <input type="checkbox"/> Living Building Certified <input type="checkbox"/> Net+ Certification			Pasivhaus Standard:	<input type="checkbox"/> PH1 Low Energy <input type="checkbox"/> EnerPhit <input type="checkbox"/> Passive House			Pasivhaus Institute US:	<input type="checkbox"/> PH1US+ 2015			USGBC LEED:	<input type="checkbox"/> Certified <input type="checkbox"/> Silver <input type="checkbox"/> Gold <input type="checkbox"/> Platinum			Date Verified: 01/12/2023	Certificate of Efficiency Improvements Version: Organization URL: www.pearlcertification.com	ABOVE VALID ONLY IF CHECKED: <input type="checkbox"/> Verification reviewed on site <input checked="" type="checkbox"/> Verification attached to this report.
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EFFICIENCY FEATURES (Water, Energy, and Environmental. See types defined in glossary).	
The following items are considered within the appraisal analysis of the subject property:	
Insulation	<input type="checkbox"/> Fiberglass Blow-In <input type="checkbox"/> Foam Insulation <input type="checkbox"/> Cellulose <input type="checkbox"/> Fiberglass Batt Insulation <input checked="" type="checkbox"/> R-Value Wall R-23 Ceiling R-46 <input checked="" type="checkbox"/> Other R-23 Conditioned basement
Building Envelope	Envelope Tightness: 1.5 Unit: <input type="checkbox"/> CFM25 <input type="checkbox"/> CFM50 <input checked="" type="checkbox"/> ACH50 <input type="checkbox"/> ACH natural Instructions: Insert the rating as a number that could be 0.5 to 7ACH50 or higher. The lower the number, the more air tight the envelope. Building Codes for area show maximum Envelope Tightness allowed based on the climate zone. Not all areas have adopted a building code. http://rscap-energy.org/
Windows	<input checked="" type="checkbox"/> ENERGY STAR® <input checked="" type="checkbox"/> Low E <input type="checkbox"/> High Impact <input type="checkbox"/> Storm <input checked="" type="checkbox"/> Double Pane <input type="checkbox"/> Triple Pane <input type="checkbox"/> Tinted <input type="checkbox"/> Solar Shades
Day Lighting	<input type="checkbox"/> # of Skylights: <input type="checkbox"/> # of Solar Tubes: <input type="checkbox"/> Other (Describe): % of lighting LEDs: 100
ENERGY STAR® Appliances	ENERGY STAR®: <input checked="" type="checkbox"/> Dishwasher <input type="checkbox"/> Refrigerator <input checked="" type="checkbox"/> Washer/Dryer <input checked="" type="checkbox"/> Other Both Washer and Dryer are ENERGY STAR Energy Source: <input type="checkbox"/> Propane <input type="checkbox"/> Electric <input type="checkbox"/> Natural Gas <input type="checkbox"/> Other (Describe): Note: ENERGY STAR® appliances do not result in an ENERGY STAR® Home.
Water Heater	<input checked="" type="checkbox"/> ENERGY STAR® Size: >55 gallons <input type="checkbox"/> Tankless <input type="checkbox"/> Solar (next page) <input checked="" type="checkbox"/> Heat Pump <input type="checkbox"/> Coil
HVAC & Related Equipment Describe in comments area.	<input type="checkbox"/> High Efficiency HVAC SEER Efficiency Rating % AFUE* % *Annual Fuel-Utilization Efficiency <input checked="" type="checkbox"/> Heat Pump Efficiency Rating: COP: HSPF: 10.5 SEER: 19.5 EER: Thermostat/Controllers? Programmable Thermostat? Auxiliary Heat Source? Radiant Floor Heat? Geothermal? Electric Vehicle Ready? (car charger) <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Yes <input type="checkbox"/> No
Indoor Environmental Quality	<input checked="" type="checkbox"/> Energy (ERV) or Heat Recovery Ventilator (HRV) <input checked="" type="checkbox"/> Other Measured Whole-House Ventilation Device (See glossary) <input type="checkbox"/> Humidity Monitoring Device installed <input type="checkbox"/> Non Toxic Pest Control <input type="checkbox"/> Radon System <input type="checkbox"/> Active <input type="checkbox"/> Passive
Water Efficiency	<input type="checkbox"/> Reclaimed Water System (Describe): <input type="checkbox"/> Greywater reuse system <input type="checkbox"/> Water Saving Fixtures <input type="checkbox"/> Rain Barrels Used in Irrigation <input type="checkbox"/> Cistern size: gallons <input type="checkbox"/> Location of cistern:
Utility Costs	Annual Utility Cost: \$ /year, based on: to (full year). Includes (check all that apply): <input type="checkbox"/> Electric <input type="checkbox"/> Heating <input type="checkbox"/> Water <input type="checkbox"/> Other: # of Occupants:
Comments Include source for information provided in this section.	The following property has a number of high-performing features as detailed in the Pearl Certification report. According to a 2017 study by Remodeling magazine, air sealing and attic insulation has the highest value-to-cost ratio of any home improvement and was the only improvement to have a ratio higher than 1.0 (i.e., the added home value was more than the cost to perform the work). With the cooperation and approval of the Appraisal Institute, Pearl Certification has an AI REPORTS® License Agreement. The Appraisal Institute makes no representations, warranties or guarantees as to, and assumes no responsibility for, the data, analysis or work product provided by the individual appraiser(s) or any other individual in the specific contents of the AI Reports®.

Pearl Certification Engagement Guide

Congratulations on having your home's high-performing features certified! This Certification Package includes the documentation necessary to capture the value of those investments. To find out how you, your agent, and your appraiser can leverage Pearl's Certification Package, follow the guide below.

HOMEOWNERS

This Certification Report captures high-performing features known to Pearl to provide an accurate record for future appraisal. If your home has additional features not captured in this report (e.g., ENERGY STAR appliances), please visit your Green Door account to update your home and request an updated Certification Package.

Important: scan or click the QR code to learn the correct process for using your Certification Package when selling or refinancing your home.

REAL ESTATE PROS

Pearl Certification is a game changer for home value as it helps to maximize a home's marketability in order to get top dollar at the time of sale.

Ask your real estate agent to scan or click the QR code so they can use your customized marketing resources when listing your high-performing home. Studies show that homes marketed correctly with Pearl sell faster and for more money.

CONTRACTORS

Pearl contractors represent the top firms nationwide. They are vetted by Pearl for quality service and trained on how to properly document a home's high-performing features to increase its market value. For more information on the qualifications of your Pearl Contractor, scan or click the QR code.

APPRAISERS

This Pearl Certification Package provides the investment grade documentation necessary to accurately value the high-performing features of this home.

Ask your appraiser to scan or click the QR code, so they can accurately take your home's features into consideration when forming their opinion of value. This information will be included in the Form 1004 Improvements section in the Additional Features field.

<p>HVAC & Related Equipment Describe in comments area.</p>	<p><input type="checkbox"/> High Efficiency HVAC SEER Efficiency Rating % AFUE* % *Annual Fuel-Utilization Efficiency</p>	<p><input checked="" type="checkbox"/> Heat Pump Efficiency Rating: COP: HSPF: 9.5 SEER: 19.0 EER:</p>	<p>Thermostat/Controllers? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Programmable Thermostat? <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Auxiliary Heat Source? <input type="checkbox"/> Yes <input type="checkbox"/> No Radiant Floor Heat? <input type="checkbox"/> Yes <input type="checkbox"/> No Geothermal? <input type="checkbox"/> Yes <input type="checkbox"/> No Electric Vehicle Ready? (car charger) <input type="checkbox"/> Yes <input type="checkbox"/> No</p>
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Marketing Support for the Sale



Pearl CERTIFIED
 9960 NW Windover Ln,
 Kansas City, MO 64153-2806
 Certified on February 03, 2023
 Pearl Gold Certificate | Pearl Score: 982



Air Sealing: Top 3% of MO homes

So many benefits with a well-sealed home: from a comfort perspective it's less drafty and has greater humidity control. Bonus: less dust and insects!

All homes should be air sealed to increase comfort, minimize air leakage and enhance the effectiveness of the insulation. This home's performance for air sealing is exceptionally high.

Air sealing typically includes using spray foam on the rim joists, areas where plumbing and electrical penetrations come through walls, around windows/doors, and other areas of the home.

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 Kansas City, MO 64153-2806
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Filters: Hospital-grade

The filter for this home's filter cleans the air of mold, mildew, pet dander, pollen, and other particles that can impact allergies or asthma.

The American Lung Association has found that indoor air can be very polluted compared to the outside. This home's special air filter attracts and captures airborne particles and allergens, making for a better indoor environment.

These filters are likely to be nearly as effective as true HEPA (hospital grade) filters at controlling most airborne indoor particles.

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Thermostat: Smart home feature

Save money and enjoy the convenience of wifi-enabled heating and cooling control with this high-quality thermostat.

This home's thermostat gives the owner broad control over the home's heating and cooling systems, helping to keep the home at the right temperature and save money.

Plus with real-time control via a phone app, you can adjust the temperature settings no matter where you are - at the office, away on vacation, etc.



12379 Bevan Dr,
 Arlington, TN 38002-4889

Certified on September 23, 2022
 Pearl Gold Certificate | Pearl Score: 891

Learn more about this Pearl Certified home's benefits: read the free report at www.pearlcertification.com/registry.

Pearl Certification is a national firm that provides third-party certification of **high-performing homes**: homes with "performance assets" that make them **healthy, safe, comfortable, energy and water efficient**. Pearl is an ENERGY STAR Partner.

This Pearl Gold home has verified high-performing assets for a number of features that enhance the quality of life for its owners. Pearl Certified: it's what value *feels* like.

What You Need to Know

This home has many high-performing features, including its heat pump, forced air ducts, attic insulation, attic hatch and filters.

This home will be healthier, more comfortable, cleaner and quieter, and cost less to operate, than most Tennessee homes.



Gold Certified: Special Performance Features of this High-Performing Home

U.S. Homes Eligible for Pearl Certification Levels



Heat Pump: Top 2% of electric-heated homes

Forced Air Ducts: Ducts very well-insulated

Attic Insulation: Top 5% of TN homes

Attic Hatch: Very Well-insulated

Filters: Hospital-grade

Room Ventilation: Lower indoor humidity

Water Filtration System: Cleaner Water

Air Sealing: Top 16% of TN homes

LED Lighting: Very efficient lighting



Social Media Posts: 12379 Bevan Dr, Arlington, Tennessee

HEAT PUMP

12379 Bevan Dr, Arlington, TN 38002-4889 just hit the market, and one of the stand-out features is the high-efficiency heating and cooling system. When you consider that this accounts for almost half of a home's energy bills, this heat pump system is a huge value-add for any buyer. It's what helped the home earn Pearl Gold Certification and is one of many features that make this property worth a look. [Link to listing]



12379 Bevan Dr, Arlington, TN 38002-4889 Verified MLS Green Fields Listing Sheet (RESO Green Fields Report)

This property's home performance features map to the MLS fields below. Please see accompanying Pearl Home Certification Report for documentation of the features' technical specifications.

Green Marketing Group

- Attic/Crawl Hatchway(s) Insulated
- Insulation
- Electric Water Heater
- Lighting
- Humidity Control
- Humidity Control (Heating)
- Carbon Monoxide Detector(s)
- HVAC
- Forced Air



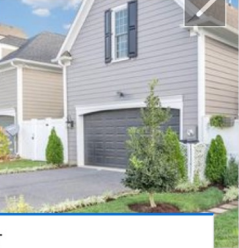




Sample Certification In Action



Certificate image

CONTACT AGENT SAVE SHARE HIDE MORE EXPAND CLOSE

Public View Owner View Virginia · Crozet · 22932 · 271 Claremont Lane



**271 Claremont Ln,
Crozet, VA 22932**

4 beds · 4 baths · 2,637 sqft

FOR SALE
\$459,900
Zestimate: \$468,173

EST. MORTGAGE
\$1,794/mo

Get pre-qualified

Pearl Certified Gold first floor master villa in Old Trail. Just 3 years old and appointed with many upgrades. Located in the very walkable Village East, walk to shops,

CONTACT AGENT
Greg Slater (26) Recent sales
NEST REALTY GROUP
(434) 878-3428

Your Name
Phone
Email
I am interested in 271 Claremont Ln,

Call out certification in remarks





Questions?

