



# Environmental Certification Report

September 2007 - May 2009





- GreenWorks Realty is the first real estate brokerage in the country to specialize in green properties.
- GreenWorks is a full-service agency.
- Every agent is expected to receive green designation (Built Green® Certified Professional, LEED AP, EcoBroker) within their first year.
- We believe real estate professionals can be “change agents” and influence the demand for green homes.
- We work to make every home a greener home through our Healthy Home Package, free to our clients who purchase a traditional (non-green) home.
- GreenWorks performed an in-depth carbon footprint analysis and implemented carbon reduction measures into our culture and policies.
- We are a triple bottom line company (people, planet, profit) focused on successful transactions and providing an unbeatable client experience.

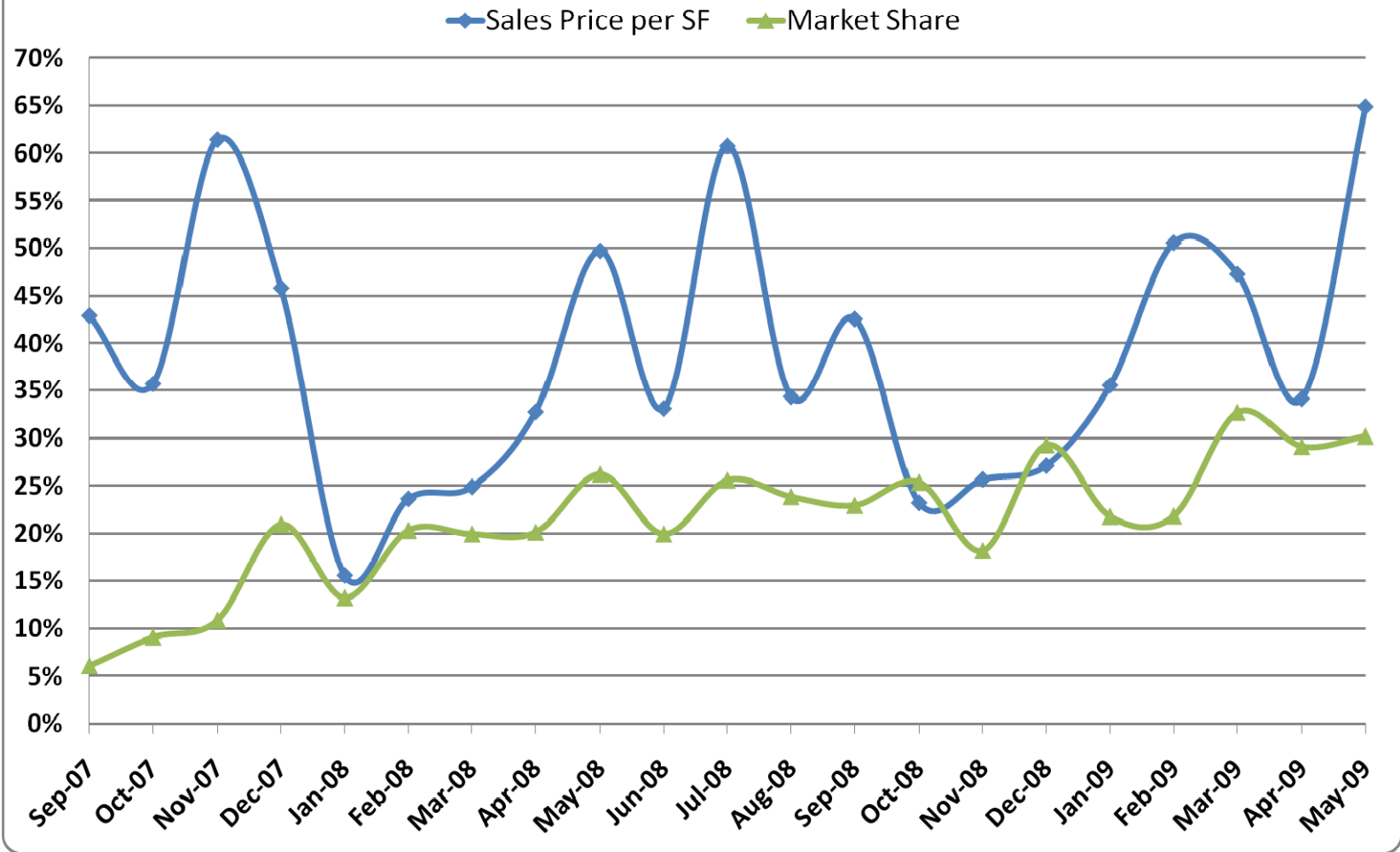


## King County Single Family Homes Built 2007 or Later Certified Built Green, Energy Star, and LEED For Homes

	Non Certified	Certified Homes	% Diff
Number of Homes Sold	4,188	1,129	21.2%
Median Square Ft	2,400	1,779	-25.9%
Median Sold Price	\$ 457,823	\$ 469,950	2.6%
Median Days on Mrkt	58	52	-10.3%
Price/SF	\$ 191	\$ 264	38.5%

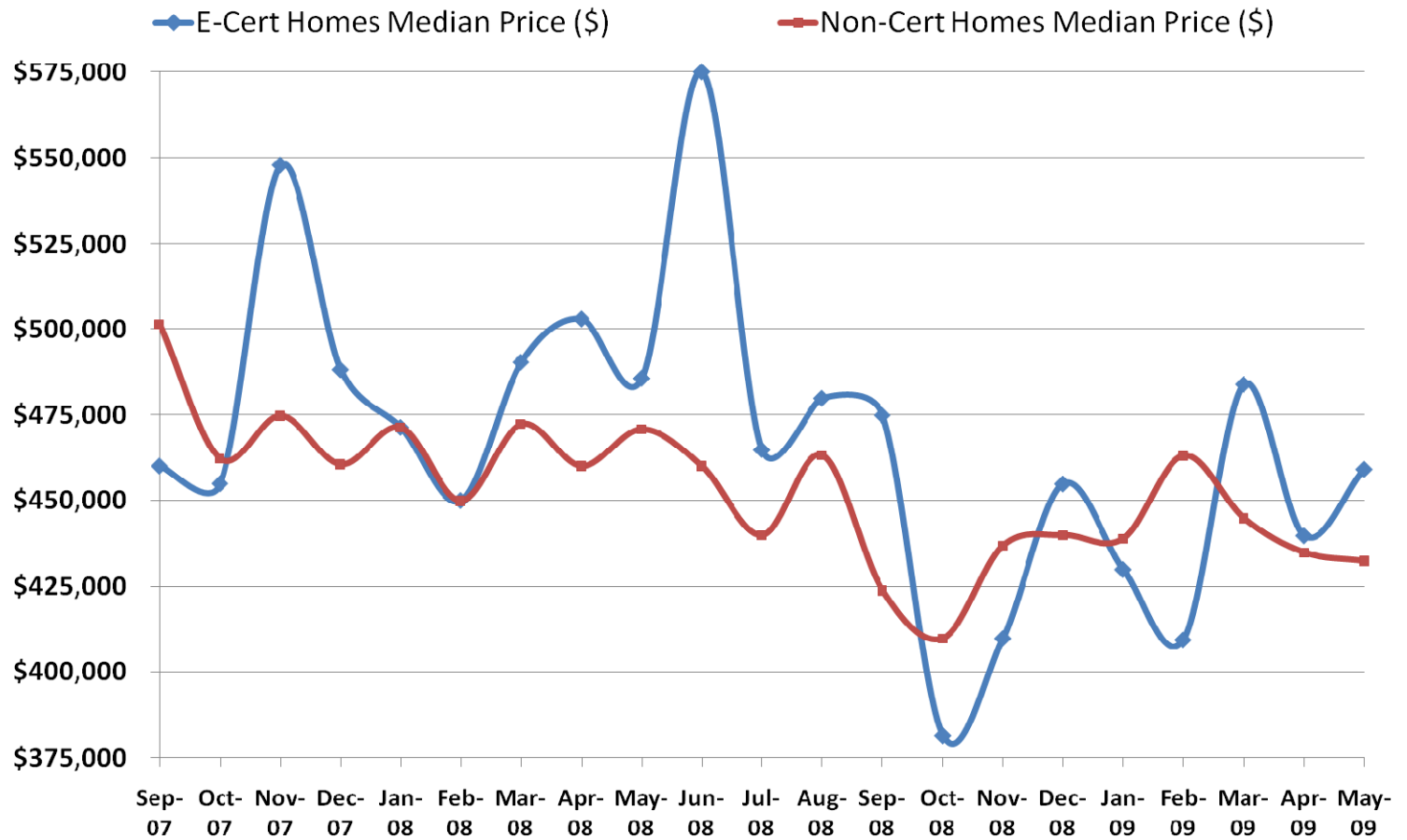


## King County Price per SF and Market Share Comparison ECert as a percentage of Non Cert





### King County Median Price Comparison





## Seattle Single Family Homes Built 2007 or Later Certified Built Green, Energy Star, and LEED For Homes

	Non Certified	Certified Homes	% Diff
# of homes sold	1,411	627	30.8%
Median Square Ft	1,500	1,455	-3.0%
Median Sold Price	\$ 399,990	\$ 417,000	4.3%
Median Days on Mrkt	50	38	-24.0%
Price/SF	\$ 267	\$ 287	7.5%

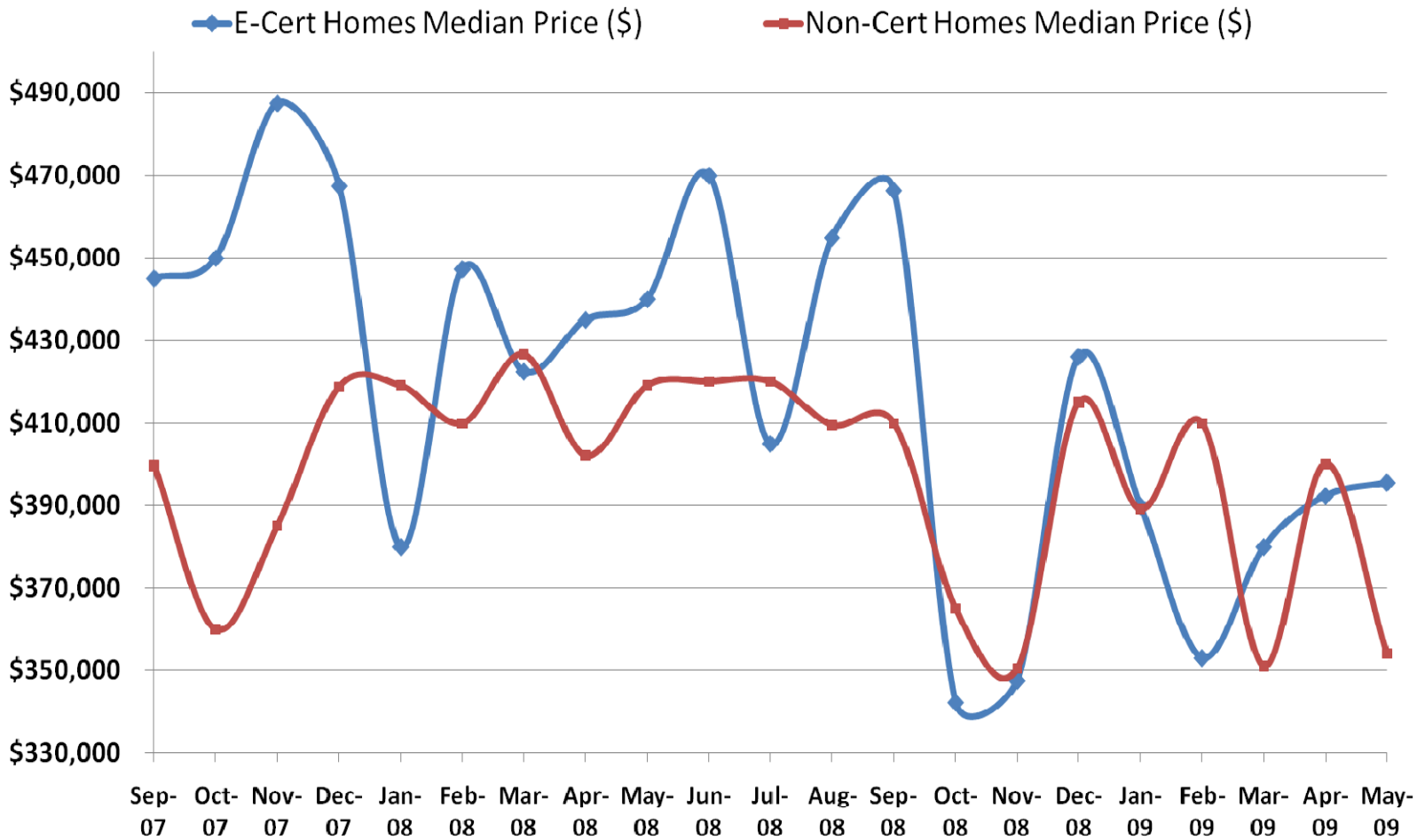


### Seattle Price Per SF and Market Share Comparison - ECert Home as a Percentage of Non-Cert





### Seattle Median Price Comparison





## Seattle Single Family Homes Built 2007 or Later Certified Built Green, Energy Star, and LEED For Homes Ballard/Greenlake Neighborhood

<b>Area 705</b>	Non Certified	Certified Homes	% Diff
Number of Homes Sold	465	240	34.0%
Median Square Ft	1,471	1,369	-6.9%
Median Sold Price	\$ 419,000	\$ 410,000	-2.1%
Median Days on Mrkt	47	36	-23.4%
Price/SF	\$ 285	\$ 299	5.1%



## Seattle Single Family Homes Built 2007 or Later Third Party Verified (Built Green 4 and 5 Star Homes)

<b>3rd Party Cert</b>	<b>Non Certified</b>	<b>Certified Homes</b>	<b>% Diff</b>
Number of Homes Sold	1,254	77	5.8%
Median Square Ft	1,490	1,527	2.5%
Median Sold Price	\$ 405,000	\$ 465,657	15.0%
Median Days on Mrkt	50	74	48.0%
Price/SF	\$ 272	\$ 305	12.2%

## New Heading for Residential, Farm and Ranch, Condominium

Added Field Description titled “Environmental Cert” with checkboxes for the following certification programs:

- Built Green™
- ENERGY STAR®
- LEED®
- Third Party Verification
- Other – See Remarks

## New Checkboxes Under Existing Headings

Added the following checkboxes:

- Drought-resistant Landscaping (under Lot Details)
- Solar (under a new Energy Source field description)
- Bamboo/Cork (under Floor Covering)
- Other Renewable (under Floor Covering)

## New Attach External Document Option

Listing agents will now have an option to attach the 3rd Party Verification forms for green homes alongside other contract addenda such as Seller Disclosure and Legal Description.

Agents may require buyers and sellers to initial this documentation as part of the Purchase and Sale Agreement.

The following Document Type is now available as an upload option for agents:

- Environmental Cert-3rd Party Verification

## Overview – Environmental Certification Programs

### About Built Green™

BUILT GREEN Washington is a cooperative of Washington’s regional green home building programs. Most BUILT GREEN programs in Washington use a checklist that offers builders a menu of green building strategies with point values attributed to them. Programs award a BUILT GREEN rating (one to five Stars) to a home based on the number of points the builder achieves. Built Green homes are designed to provide homeowners with comfortable, durable, environmentally friendly homes that are cost-effective to own and operate. These resource-efficient homes are crafted to exceed building codes and provide homeowners with years of healthy, quality living, while protecting the precious Northwest environment.  
[www.builtgreen.net/www.builtgreenwashington.org](http://www.builtgreen.net/www.builtgreenwashington.org)

### About ENERGY STAR®

Energy Star is a joint program of the U.S. Environmental Protection Agency and the U.S. Department of Energy designed to save money and protect the environment through energy efficient products and practices. Introduced by EPA in 1992 as a voluntary, market-based partnership to reduce greenhouse gas emissions through energy efficiency, the Energy Star label can be found on more than 50 different kinds of products as well as new homes. Products that have earned the Energy Star designation prevent greenhouse gas emissions by meeting strict energy-efficiency specifications set by the government. In 2006 alone, Americans, with the help of Energy Star, saved about \$14 billion on

their energy bills while reducing the greenhouse gas emissions equivalent to those of 25 million vehicles.  
[www.energystar.gov](http://www.energystar.gov)

### About LEED®

The Leadership in Energy and Environmental Design (LEED) Green Building Rating System™ is the nationally accepted benchmark for the design, construction, and operation of high performance green buildings. LEED promotes a whole-building approach to sustainability by recognizing performance in five key areas of human and environmental health: sustainable site development, water savings, energy efficiency, materials selection, and indoor environmental quality.

LEED for Homes is a voluntary rating system that promotes the design and construction of high performance “green” homes. A green home uses less energy, water, and natural resources; creates less waste; and is healthier and more comfortable for the occupants. Benefits of a LEED home include lower energy and water bills; reduced greenhouse gas emissions; and less exposure to mold, mildew and other indoor toxins. The net cost of owning a LEED home is comparable to that of owning a conventional home. [www.usgbc.org/LEED](http://www.usgbc.org/LEED)

*Thank You to the many individuals whose input contributed to the development of this proposal.*

Ben Kaufman . Pam Wornier . Kim Conley . Meribeth Hutchings . Kria Lacher . Deanna Carveth . Aaron Adelstein . Aaron Kahn . Thor Peterson . Michelle Shafagh . Rachel Schindler . Jon Alexander . Alistair Jackson . Tiffany Speir . Mike Crowley . Louis Kaufman . Joe Nabbefeld . Mike Folden . Audrey Triantafillidis



## Notes

- 1) Homes sold are from 9/1/07 to 5/31/09 unless otherwise noted.
- 2) New Construction includes all homes built in the year 2007 and later.
- 3) Energy Star homes also include homes certified Built Green and LEED rated.
- 4) "Built Green Certified" include Energy Star homes and LEED rated homes.
- 5) The percent of certified homes sold is a percentage of all homes sold.
- 6) This report was prepared by GreenWorks Realty using data from the Northwest Multiple Listing Service. The NWMLS did not prepare this report.
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