

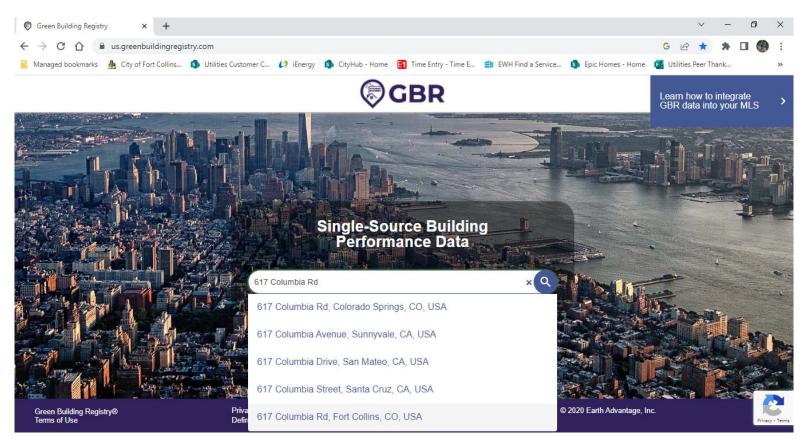
A Real Estate Professional's Guide to Promoting the Epic Certificate





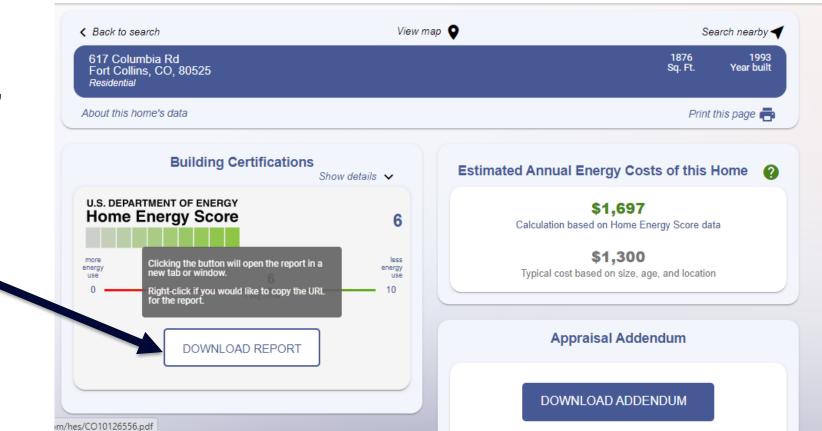
Marketing an Epic Home

- Download Epic
   Certificate
  - Click on <u>link</u>
  - Search Address



us.greenbuildingregistry.com

 Right click "Download Report Button" and choose "Copy Link Address"



617 Columbia Rd, Fort Collins, CO, U

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( Q )



# List the Epic Certificate on IRES

• Paste the link into IRES

|        | RES/hLS<br>ColoProperty.com® | Search | Add / Edit        | Rep rt             | s Contacts + | Resources   | Showings           | MLS# or Address         |    |   |      | Help | Feedback    | <i>October</i><br>James M |
|--------|------------------------------|--------|-------------------|--------------------|--------------|---|--------------------|-------------------------|----|---|------|------|-------------|---------------------------|
| 🖬 Save | Listing                      | _      |                   | -                  |              |   |                    | _                       | _  | _ | <br> |      | Edit Listin | g MLS#:                   |
| Main   | Map Location                 | Misc   | Features<br>Listi | Mecha<br>ng Web Si | Agent & o    | Documents<br>ing<br>t.greenbuildingr<br>ffice web sites w<br>nust be specific | vill not be accept | s/OR10103045<br>ted.    | ]  |   |      |      |             |                           |
|        |                              | Prop   | erty Infor        | rmatio             | URL will n   |   |                    | it is reviewed by IRES. | 5. |   |      |      |             |                           |



• Select 'HES Rating' & upload Epic Certificate

|        | RES/mLS<br>ColoProperty.com® | Search | Add / Edit      | Reports        | Contacts +  | Resources   | Showings         | MLS# or Address                                    |                                      |                            | Help | Feedback     | <i>October</i><br>James M |
|--------|------------------------------|--------|-----------------|----------------|---|---|------------------|--|--------------------------------------|----------------------------|------|--------------|---------------------------|
| 🖬 Save | Listing                      |        |                 |                | _   |   | _                |  |                                      |                            |      | Edit Listing | g MLS#:                   |
| Main   | Map Location                 | Misc   | Features        | Media          | Showings  | Documents   | Open House       | s  |                                      |                            |      |              |                           |
|        |                              | Ener   | gy/Green        | Informa        | ation   |   |                  |  |                                      |                            |      |              |                           |
|        |                              |        | ield definition | s, click the H | Help link (top, ri  | <b>ght).</b><br>ng *<br>SNET and/or D(  |                  | re REQUIRED if a certific                          | cation is checked. Upload supporting | documents on the Documents | tab. |              |                           |
|        |                              |        |                 | Features       | * Must be DC<br>ENERGY S<br>LEED for H<br>NAHB/NG<br>Solar PV<br>Solar Ther | DE approved<br>STAR® Qualified<br>Homes<br>BS-ICC 700<br>(Specify if Olyri<br>mai | ned or Leased in | n the Energy Features gr<br>nownload Green Disclos | roup on the Features Screen)<br>ure  |                            |      |              |                           |



### • Select 'Energy Audit' and upload Epic Certificate + other supporting documentation

| Image: ColoProperty.com <sup>®</sup> Search       Add / Edit       Reports         Image: Save Listing       Save Listing | ENERGY STAR® Certification<br>Floor Plans (Copyright Permission Form Required)<br>Foreclosure Property Addendum<br>Fort Collins Disclosure Regarding Occupancy Limits<br>Green Features Addendum   | Octobe<br>Help Feedback James<br>Edit Listing MLS# |
|---|--|--|
| Main Map Location Misc Features Media   | HERS Certification<br>HES Certification<br>HOA Documents<br>Home Inspection Report (Copyright Permission Form Required)  |  |
| Upload Document   | Home Warranty<br>ILC-Improvement Location Certificate (Copyright Permission Form Required)<br>Inventory List   |  |
| PDF Document Upload<br>20 Documents Max<br>File*<br>Description*<br>Display on Internet                                   | Lead-Based Paint Disclosure (Sales)<br>LEED Certification<br>Mold Disclosure<br>NAHB/NGBS-ICC 700 Certification<br>New Construction Information<br>Permanently Affordable Housing Application<br>Protect Your Family From Lead In Your Home EPA Brochure | •  |
| <i>MySite and Listing Links</i>   | Radon Report<br>Relocation Company Addendum<br>Rental Housing License (City of Boulder)<br>Seller's Property Disclosure (All Types of Property)<br>Septic Report/Permit  | add it. All  |
| Uploaded Documents  | Sewer Line Inspection<br>Short Sale Addendum/Disclosure<br>SmartRegs Compliance (City of Boulder)  |  |
| File Name   | Source of Water Addendum<br>Square Footage Disclosure  |  |



# • Highlight in 'Remarks'

|        | RES MLS  | Search | Add / Edit                                 | Reports               | Contacts +  | Resources  | Showings   | MLS# or Addre                        | ess   |   |  |                        | He             | elp Feedback | <i>October</i><br>James N |
|--------|--|--------|--|-----------------------|---|--|--|--------------------------------------|---|---|--|------------------------|----------------|--------------|---------------------------|
| 🖬 Save | Listing  |        |  |                       |   |  |  |                                      |   |   |  |                        |                | Edit Listin  | g MLS#:                   |
| Main   | Map Locatior   | n Misc | Features                                   | Media                 | Showings  | Documents  | Open Hous  | es                                   |   |   |  |                        |                |              |                           |
|        |  | Rem    | arks                                       |                       |   |  |  |                                      |   |   |  |                        |                |              |                           |
|        |  |        | Description wi<br>reports, MyS<br>public w |                       | some par<br>r some par<br>roof/sidi<br>permitte<br>score of | aint and new c<br>ing/vinyl windo<br>ed. <mark>Epic Certific</mark><br>f 87 and bike s | arpet but the<br>ws/electrical/j<br>cate lists all en<br>core of 98 ma | real deal: Additi<br>olumbing/gas fu | ional feet a<br>irnace & wa<br>nents with a | idded to kitch<br>ater heater/in<br><mark>a great home</mark> | al makeover in 2<br>len and back be<br>isulation, and m<br>energy score o<br>look. | droom, new<br>ore. All |                |              |                           |
|        |  |        |  |                       |   | 500 characters   | 237  |                                      |   |   |  |                        | Check Spelling |              |                           |
|        | Broker Remarks<br>Include private information<br>for other brokers only. For<br>instance, commission<br>information, bonuses, etc.<br>will display in IRESis and on<br>printed agent version |        |  | ה<br>ר<br>י<br>י<br>י |   |  |  |                                      |   |   |  |                        |                |              |                           |
|        |  |        |  | reports only.         |   | 500 characters   | 354  |                                      |   |   |  |                        | Check Spelling |              |                           |



• Select 'Energy Rated' and other energy efficiency features

|        | RES/mLS<br>ColoProperty.com® | Search | Add / Edit   | Reports   | Contacts + | Resources | Showings   | MLS# or | r Address   |   |    |  | Help | Feedback     | <i>October .</i><br>James M |
|--------|------------------------------|--------|--|---|------------|-----------|------------|---------|---|---|----|--|------|--------------|-----------------------------|
| 🖶 Save | Listing                      |        |  |   |            |           |            |         |   |   |    |  |      | Edit Listing | g MLS#:                     |
| Main   | Map Location                 |        |  | Media   | Showings   | Documents | Open House | es      |   |   |    |  |      |              |                             |
|        |                              |        | 1 Central Air C<br>2 Room Air Cc<br>3 Evaporative<br>4 Ceiling Fan<br>5 Attic Fan<br>6 Whole Hous  | onditioner<br>Cooler  |            |           |            |         | 3 Electric<br>4 Gas Ran<br>5 Down-d<br>6 Self-Cle           | sions<br>Coverings<br>Range/Oven<br>nge/Oven<br>Iraft Range<br>eaning Oven<br>ous-cleaning Over | n  |  |      |              |                             |
|        |                              |        | Energy Feat<br>11 Attached G<br>12 High Efficie<br>13 Energy Sur<br>14 Demand Co<br>15 Sot Back T<br>17 Energy Rate<br>18 Solar PV Le<br>19 Solar PV O | reenhouse<br>ency Furnac<br>vey Comple<br>ontrol Limite<br>hermostat<br>ed<br>eased | te         |           |            |         | 3 Cathedr<br>4 Open Fl<br>5 Worksho<br>6 Pantry<br>7 Wood W | itchen<br>e Dining Room<br>ral/Vaulted Ceiling:<br>oor Plan<br>op                               | js |  |      |              |                             |





## **Extra Credit:** Add/attach Epic Certificate to back of Green Disclosure and upload to IRES

|                     |   | (Ene  | rgy)  | BROKER                               |                  |  |  |  |  |  |  |  |  |  |  |  |
|---------------------|---|---|---|--------------------------------------|------------------|--|--|--|--|--|--|--|--|--|--|--|
|                     |   | (Ene<br>CLOSURE SHOULD BE COMP<br>on contained in this Disclosure is<br>to ra copy of this Disclosure. Bro-<br>und at the Property, the Seller d  | correct to Seller's Conciliant  | alosure to prospective               | 3E as of buyers. |  |  |  |  |  |  |  |  |  |  |  |
| Seller s<br>this Da |   |   |   |                                      |                  |  |  |  |  |  |  |  |  |  |  |  |
| Note:               | If an item is not pre<br>the sale, the applica<br>form, determines w<br>Contract, the Contr | ates that the information contained in this Disclosure. Broker may deliver a copy of this Disclosure of this Disclosure and the second of this Disclosure of the second |   |                                      |                  |  |  |  |  |  |  |  |  |  |  |  |
|                     | Date:   |   |   |                                      |                  |  |  |  |  |  |  |  |  |  |  |  |
|                     | Seller:   |   |   |                                      |                  |  |  |  |  |  |  |  |  |  |  |  |
|                     | Dener   |   |   |                                      | ×                |  |  |  |  |  |  |  |  |  |  |  |
| 1.027               | perty Address:  |   | City  | State                                | Zip              |  |  |  |  |  |  |  |  |  |  |  |
| Pro                 | perty Address.  |   |   |                                      |                  |  |  |  |  |  |  |  |  |  |  |  |
|                     |   | Home Perform  | nance with ENERGY STAR  |                                      |                  |  |  |  |  |  |  |  |  |  |  |  |
| 1.                  | Home Performance Pr   | ()B   | The second Efficient  | Framing                              |                  |  |  |  |  |  |  |  |  |  |  |  |
| 2.                  | Construction<br>Type:   | SIPS IC<br>Improved Insulation Str  | F Material Brieden<br>raw Bale Earthen Build/Rar                                  | mmed Earth                           |                  |  |  |  |  |  |  |  |  |  |  |  |
| 3.                  | Heating, Cooling<br>and Ventilation:<br>(check box for each<br>type)                        | Ground Source Heat Pump<br>Tankless/On Demand Water<br>Evaporative Cooling<br>High SEER A/C<br>SEER Rating:   | Heater High Efficiency<br>Whole House Fa<br>Insulation Air Se<br>Home Orientation | n (South Facing Overh                | eted<br>angs)    |  |  |  |  |  |  |  |  |  |  |  |
| 4                   | Water Efficient<br>Features:  | Low Flow Toilets<br>Low Water sod<br>Xeriscaping<br>WaterSense by ENERG   | Hot Water Reci  | em                                   |                  |  |  |  |  |  |  |  |  |  |  |  |
| 4                   | 5. Indoor Air<br>Quality:   | Indoor Air Quality Plus by  | ENERGY STAR   | □ No or Low VOO<br>□ Radon Mitigatio | on System        |  |  |  |  |  |  |  |  |  |  |  |
|                     | <ol> <li>Sustainable<br/>Materials:</li> </ol>  | FSC Certified Lumber<br>Reclaimed Flooring  | FSC Certified Cabinets  |                                      | ohting Contro    |  |  |  |  |  |  |  |  |  |  |  |
|                     | <ol> <li>Energy Features</li> </ol>   | ENERGY STAR/Low E<br>Orientation/Passive Sola   | Windows (documentation required)<br>ar Design<br>Roof (documentation required)    | High Efficien                        | e Thermostat     |  |  |  |  |  |  |  |  |  |  |  |
|                     |   |   |   |                                      | Page 1 of        |  |  |  |  |  |  |  |  |  |  |  |

**IRES** Green Disclosure



### **Future Opportunities**



# MAKING THE MARKET WORK

- New searchable field to be added for Epic Certificate
- One-click process for automatically populating Epic Certificate into listings (easy, consistent, verified)

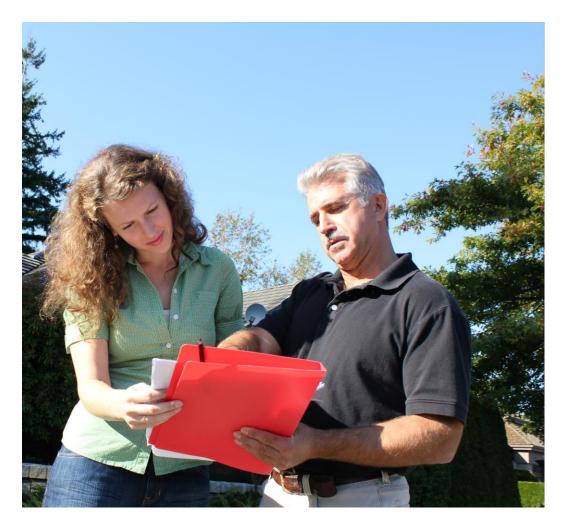


To promote Epic Certificates, the home seller, builder or Realtor should communicate with the <u>lender and appraiser</u>:

- 1. Inform of energy efficient features and special property
- 2. Request a 'competent' valuation of sustainable buildings appraiser:
  - Appraisal Institute's <u>Valuation of</u> <u>Sustainable Buildings:</u>

**Residential** 

3. Provide Epic Certificate and any additional supporting info to the appraiser.



# THANK YOU!

For Questions or Comments, Please Contact:



epichomes@fcgov.com

