



Environmental Certification Report

September 2007 - December 2009





ECert Report Highlights

Environmentally certified homes in King County, the last three months of 2009, comprised 34% of the new home market, sold for \$87,000 more per home, and were 9% smaller in size.

Environmentally certified new homes in Seattle sell for 8.5% more per square foot in 22% less time and make up 33% of the market.

Environmentally certified new homes in King County sell for \$72 more per square foot in 7% less time and make up 25% of the market.

Third party verified new homes with an environmental certification in the City of Seattle sell for 25% more per square foot in 8% less time and make up 6% of the market.

- All data in the ECert report is from a GreenWorks Realty study of NWMLS data of new homes sold from September '07 through December '09 comparing homes built 2007 and later with an environmental certification (Built Green, Energy Star, LEED for Homes) to those sold without an environmental certification.

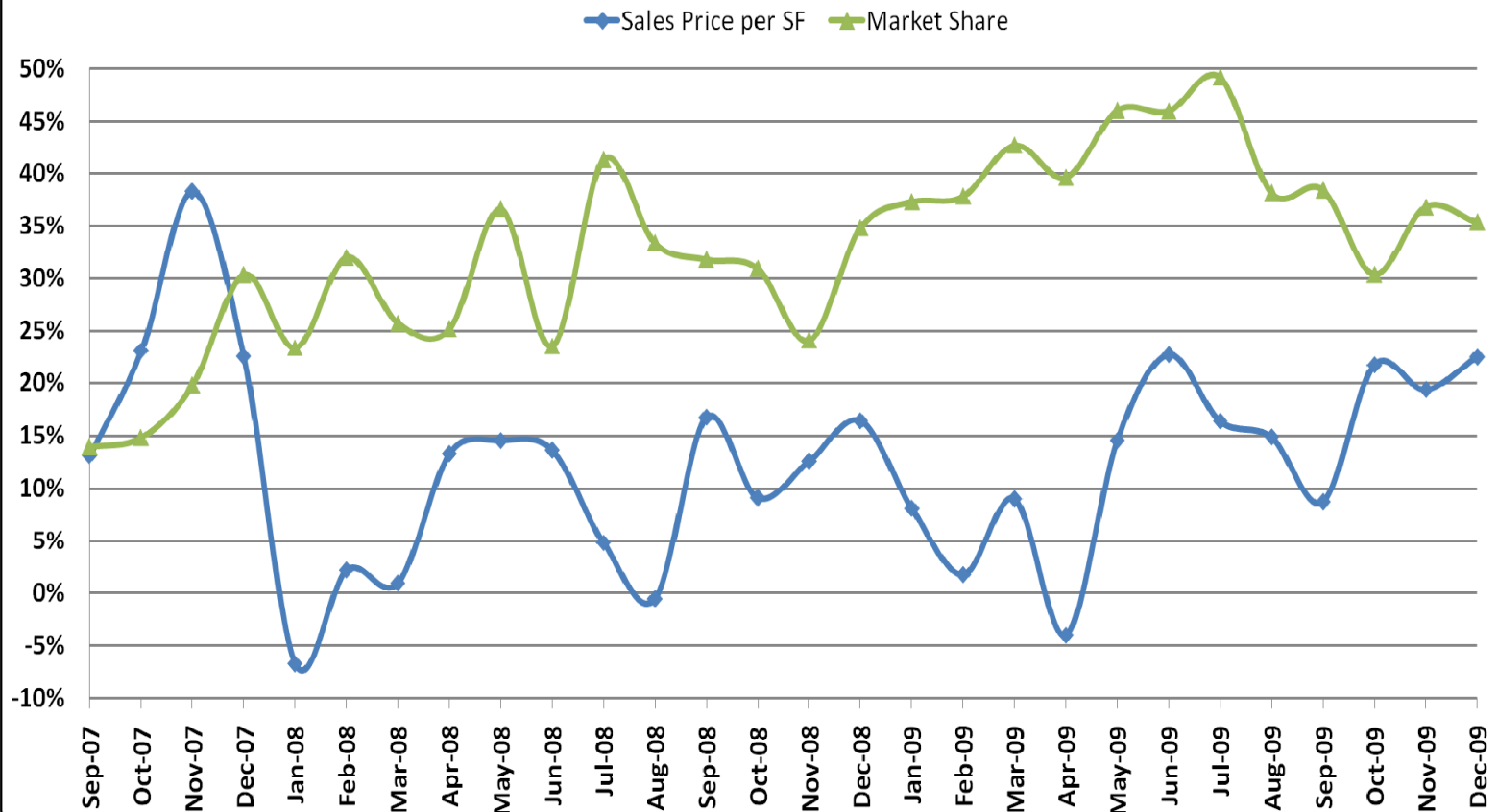


Seattle Single Family Homes Built 2007 or Later Certified Built Green, Energy Star, and LEED For Homes

	Non Certified	Certified Homes	% Diff
# of homes sold	1,943	973	33.4%
Median Square Ft	1,540	1,459	-5.3%
Median Sold Price	\$ 394,000	\$ 405,000	2.8%
Median Days on Mrkt	49	38	-22.4%
Price/SF	\$ 256	\$ 278	8.5%

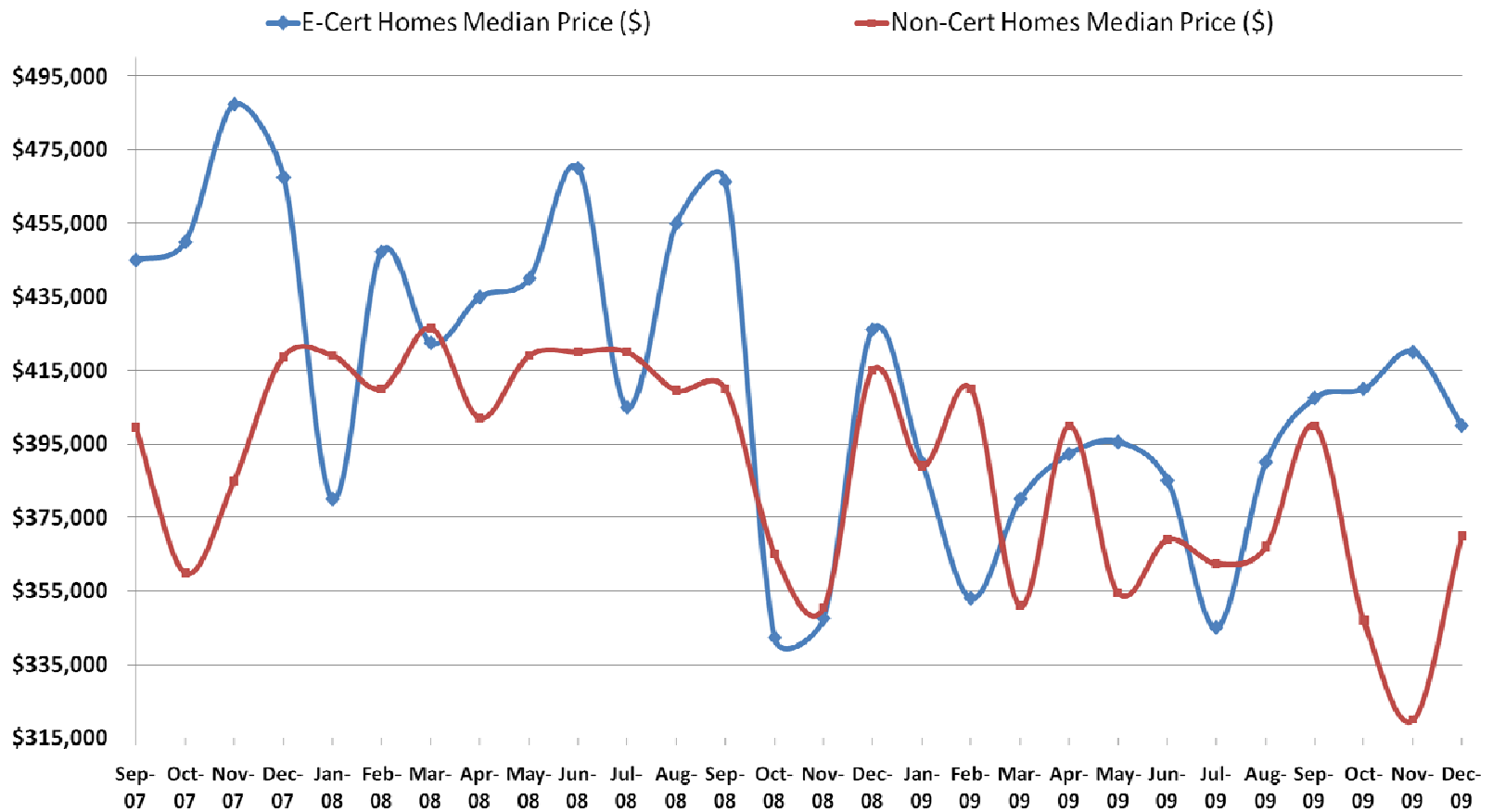


Environmentally Certified Homes as a Percentage of Non Certified Homes - Seattle New Home Sales





Environmentally Certified and Non-Certified New Homes Sales in Seattle



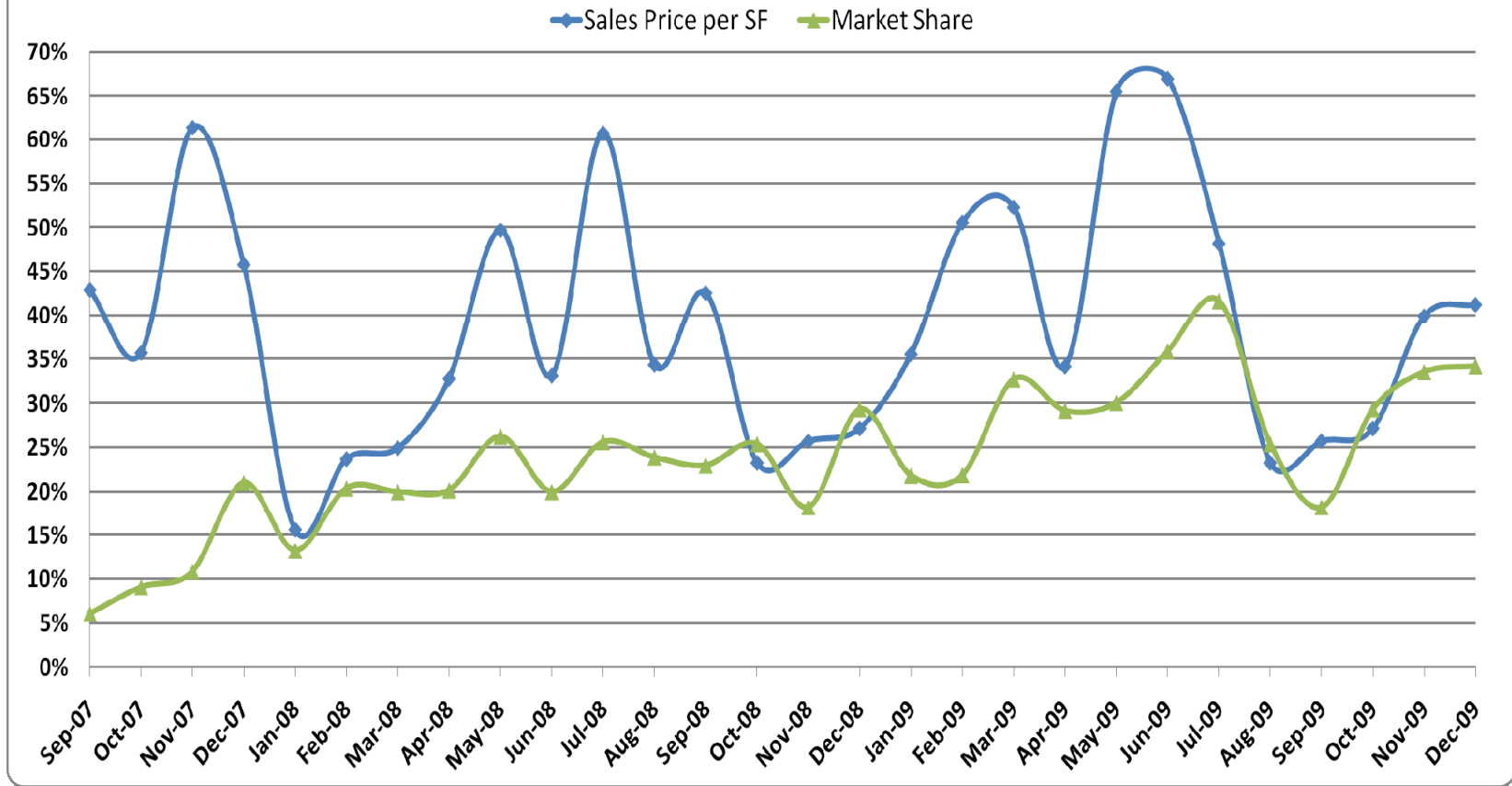


King County Single Family Homes Built 2007 or Later Certified Built Green, Energy Star, and LEED For Homes

	Non Certified	Certified Homes	% Diff
# of homes sold	5,611	1,878	25.1%
Median Square Ft	2,379	1,800	-24.3%
Median Sold Price	\$ 442,950	\$ 464,975	5.0%
Median Days on Mrkt	60	56	-6.7%
Price/SF	\$ 186	\$ 258	38.7%

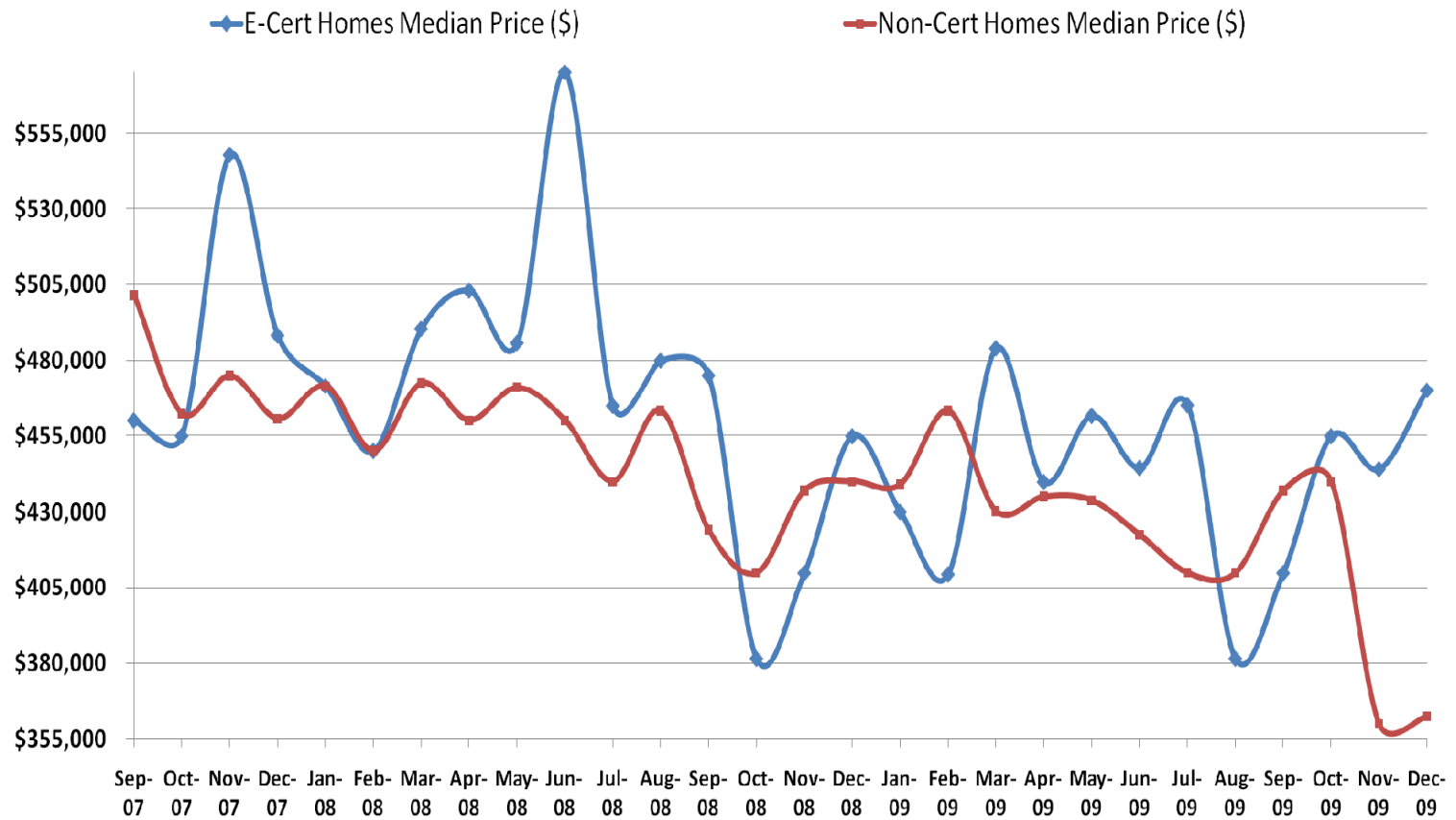


Environmentally Certified Homes as a Percentage of Non Certified Homes - King County New Construction





Environmentally Certified and Non-Certified New Home Sales - King County





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

3rd Party Cert	Non Certified	Certified Homes	% Diff
# of homes sold	1,943	129	6.2%
Median Square Ft	1,540	1,365	-11.4%
Median Sold Price	\$ 394,000	\$ 436,000	10.7%
Median Days on Mrkt	49	45	-8.2%
Price/SF	\$ 256	\$ 319	24.8%



Snohomish and Pierce Counties

Snohomish County	Non Certified	Certified Homes	% Diff
# of homes sold	3,430	578	14.4%
Median Square Ft	2,187	2,125	-2.8%
Median Sold Price	\$369,950	\$348,220	-5.9%
Median Days on Mrkt	70	97	38.6%
Price/SF	\$ 169	\$ 164	-3.1%

Pierce County	Non Certified	Certified Homes	% Diff
# of homes sold	2,852	327	10.3%
Median Square Ft	2,129	2,411	13.2%
Median Sold Price	\$284,970	\$320,000	12.3%
Median Days on Mrkt	59	88	49.2%
Price/SF	\$ 134	\$ 133	-0.8%



Thurston and Kitsap Counties

Thurston County	Non Certified	Certified Homes	% Diff
# of homes sold	1,731	365	17.4%
Median Square Ft	2,180	1,884	-13.6%
Median Sold Price	\$278,000	\$251,500	-9.5%
Median Days on Mrkt	71	82	15.5%
Price/SF	\$ 128	\$ 133	4.7%

Kitsap County	Non Certified	Certified Homes	% Diff
# of homes sold	898	167	15.7%
Median Square Ft	2,112	1,911	-9.5%
Median Sold Price	\$295,153	\$300,000	1.6%
Median Days on Mrkt	68	93	36.8%
Price/SF	\$ 140	\$ 157	12.3%



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

Area 705	Non Certified	Certified Homes	% Diff
# of homes sold	640	321	33.4%
Median Square Ft	1,491	1,410	-5.4%
Median Sold Price	\$399,950	\$400,000	0.0%
Median Days on Mrkt	45	36	-20.0%
Price/SF	\$ 268	\$ 284	5.8%



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

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

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

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

About GreenWorks Realty

GreenWorks
REALTY



Founded in 2002 as the first full-service real estate brokerage in the country to specialize in green properties.

Brokerage mission is to improve the liveability and sustainability of our communities

GreenWorks Realty authored the changes to implement Environmental Checkboxes in the NWMLS

Every agent is expected to receive a green designation (Built Green Professional, LEED AP, EcoBroker) within their first year

Believe real estate professionals are important change agents to promote sustainability and community

GreenWorks helps to make every home more green through our Healthy Home Program, free to clients who purchase a traditional resale home.

GreenWorks performed an in-depth carbon footprint analysis and implemented carbon reduction measures into their culture and policies.



Notes

- 1) This report was prepared by GreenWorks Realty using data from the Northwest Multiple Listing Service. The NWMLS did not prepare this report.
- 2) Homes sold are from 9/1/07 to 11/30/09 unless otherwise noted
- 3) New Construction includes all homes built in the year 2007 and later
- 4) The percent of certified homes sold is a percentage of all homes sold
- 5) GreenWorks Realty is not responsible for any errors, inaccuracies or omissions.
- 6) Please contact GreenWorks Realty with any questions or comments.
- 7) Copyright by GreenWorks Realty. All rights reserved. Please contact GreenWorks Realty for permission to reproduce in any manner.

Please contact GreenWorks Realty for additional information.

info@greenworksrealty.com

206-283-8181