

# What Realtors Need to Know

A Home Energy Score is required for all Portland home listings starting in 2018.

Transparency for buyers. Return on investment for sellers.  
Enhabit makes the process fast, easy and affordable.

## WHAT IS A HOME ENERGY SCORE?

- Generated by a certified home assessor (like Enhabit)
- Includes clear, useful information on a home's energy profile and estimated energy costs
- Based on physical characteristics of a home—**not a homeowner's energy use**
- Ranks home on a 1–10 scale (5 represents the average Portland home, 10 represents the most energy-efficient home)
- Recommends cost-effective improvements (for homes scoring 5 or less)

## WHO NEEDS A SCORE AND WHAT DO I DO WITH IT?

A score is required for most single-family homes and townhomes listed publicly for sale.

- Choose an authorized, licensed home energy assessor
- Obtain score prior to listing
- **Prior to listing:** Upload report to RMLS and other services where you advertise the home
- Show report to prospective buyers who visit the home

## THE ENHABIT DIFFERENCE

Enhabit is one of the most experienced, fast and reliable home energy assessors in Oregon.



**More than 14,000** assessments completed since 2010



**Assessments scheduled** within 3-5 days of receiving request



**Just 90 minutes** to complete the assessment and deliver a score

Our certified building science experts help you and your clients every step of the way, from assessing home performance to guiding home upgrades.

To schedule, visit [HomeScoreNow.com](http://HomeScoreNow.com)

# Good for Buyers, Good for Sellers

## Benefits for Buyers



No surprises—they know what they're purchasing

Helps predict future utility and energy expenses

Takes the guesswork out of future repairs

Supplements the home inspection with an assessment of energy performance

## Benefits for Sellers



Listing home energy costs helps yield a higher sale price and a quicker sale

Quantifies efficiency and performance with a measurable score

Gives sellers (and future buyers) cost-effective ways to improve the home

## HIGHER PRICE, FASTER SALE

Studies show that transparency can mean a higher sale price and a quicker sale. Earth Advantage found that when sellers listed their home energy costs—even if costs were high—their homes sold at **3–5 percent more and spent 18 fewer days on the market compared with homes that did not disclose this information.**

## HOW TO INTERPRET A SCORE

The average Portland home will score a 5. This score shows buyers and sellers where there are opportunities to make energy-reducing improvements, such as:

- Efficient heating, cooling, ventilation
- Duct sealing
- Insulation
- Tighter construction (envelope)
- Efficient water heating
- Solar electric

Schedule your assessment today at  
[HomeScoreNow.com!](http://HomeScoreNow.com)

