

The background image shows a spacious, modern living and dining area. On the left, there's a large window with a view of a garden. In the center, a brown tufted armchair sits on a grey and white striped rug. To the right, a wooden dining table with four chairs is visible. In the background, there's a fireplace with a clock above it, a large potted plant, and a television. The floor is made of polished wood.The logo for 'resideo' is displayed in a white, lowercase, sans-serif font on a red rectangular background.

IRA Webinar Series, Part Two:

IRA Rebate Programs: What you need to know and how you can actually use it in your business.

Presenter: Cynthia Adams, CEO Pearl Certification



Our Brands

resideo



Honeywell Home



FIRST ALERT

-GENESIS-



Our Brand Promise

We help you to protect what matters most

To Homeowners and Pros, Resideo is the one home automation offering that enables you to protect what matters most. That's because Resideo delivers efficiency, responsibly, so that you can be part of the solution





Resideo By The Numbers

\$6.37B

2022 Revenue

PRODUCTS & SOLUTIONS

A leading global provider of home air, water, security and energy products and solutions

Presence in

150M

Homes

~\$2.8B

2022
Revenue



Leading global wholesale distributor of security, fire and low-voltage products

#1

For Security and
Low-Voltage
Products⁽¹⁾

\$3.6B

2022
Revenue



Our Joint Global Success With Our Customers



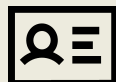
11.3 Million
Connected Customers



200+
Distributor Locations



#1 Global
Distributor of Security & Energy
Star Products



~15,000
Employees Globally



150 Million
Households



15 Million+
Systems Installed Per Year



110,000+
Professionals



2,400
Patents



Products & Solutions

Offers a vast selection of products, solutions and services covering a wide range of categories



SOLUTIONS & SERVICES

• Energy management / demand response | Equipment predictive maintenance | Indoor Air Quality data insights | Remote monitoring and automation



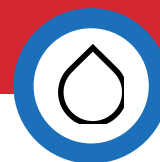
AIR

- Thermostats / Temp
- Air Quality
- De-/Humidifiers
- Hydronics
- Zoning



SECURITY & SAFETY

- Residential Intrusion Systems – Pro / DIY
- Video Surveillance
- Smoke and CO Alarms, Fire Extinguishers



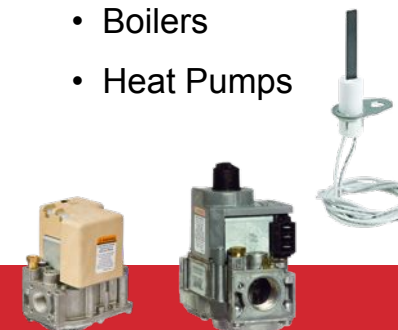
WATER

- Potable Water Controls
- Backflow Prevention
- Leakage Detection and Prevention



ENERGY

- Furnaces
- Water Heaters
- Boilers
- Heat Pumps





Inflation Reduction Act: What you need to know and how you can actually use it in your business

Cynthia Adams

CEO and Co-founder, Pearl Certification



AGENDA



- I. Introduction
- II. Inflation Reduction Act Overview
- III. Tax Credits
- IV. Rebates
- V. Getting Ready!

About Pearl Certification

Pearl Certification documents heating, cooling, and plumbing installations to help homes sell and appraise for more. Contractors use Pearl to create a sales and marketing differentiator that cannot be replicated by low quality competitors.

Learn more: pearlcertification.com/contractors



We help contractors shift the sales conversation from price to value - to upsell and close more deals.



PEARL PROUDLY WORKS IN PARTNERSHIP WITH:

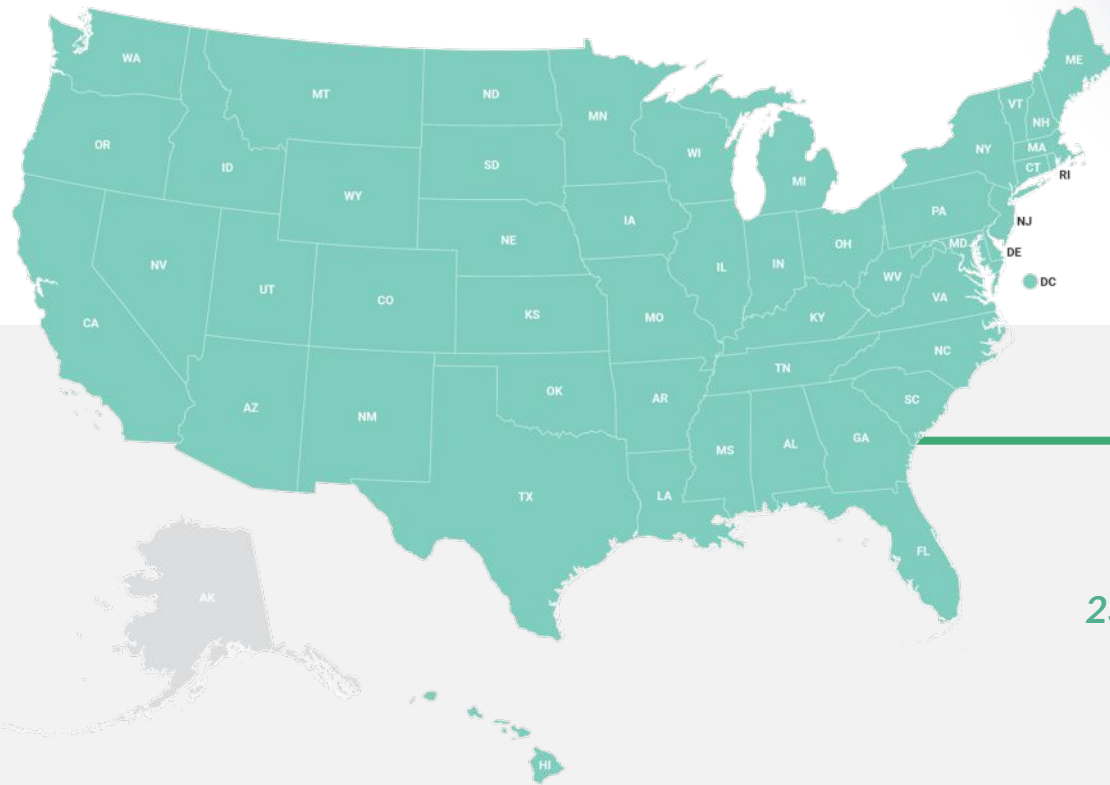


Appraisal
Institute™

REACH
NATIONAL ASSOCIATION OF REALTORS®



Pearl's platform has a strong, growing national footprint



49
States

175K

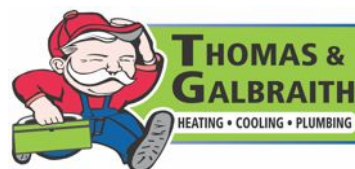


200+ Contractors
3K Real estate agents
23K+ Active homeowners

Certified
homes

National contractor,
builder, and real estate
agent networks

Pearl's Network: High Quality and Highly Successful Businesses





IRA 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

25c Efficiency Tax Credits: Effective 1/2023

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



Energy Efficient Home Improvement Credit: up to 30% for qualified installs for the year; limits apply: \$1200 annual limit except heat pumps which have \$2000 limit; \$3200 is 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

Efficiency Tax Credits: Effective 1/2023

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



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

HVAC Equipment Specs

All equipment must be rated at the efficiency level 2 (SEER2, EER2, etc.) and have a minimum efficiency rating as listed below to qualify for tax credits.

Equipment type - ENERGY STAR	Qualifying CEE Tier	SEER2	EER2	HSPF2	COP @ 5° F	AFUE
Central A/C	2	≥ 16.0	≥ 12.0	-	-	-
ASHP - North (Ducted)	1	≥ 15.2	≥ 10.0	≥ 8.1	≥ 1.75	-
ASHP - North (Unducted)	2	≥ 16.0	≥ 9.0	≥ 1.75	≥ 1.75	-
ASHP - South (Ducted)	1	≥ 15.2	≥ 11.7	≥ 7.8	-	-
ASHP - South (Unducted)	2	≥ 16.0	≥ 12.0	≥ 9.0	-	-
Gas Forced Air	3	-	-	-	-	≥ 97%
Gas Boiler	2	-	-	-	-	≥ 95%
Oil Boiler *	-	-	-	-	-	≥ 87%

<https://www.ahrinet.org/certification/cee-directory/cee-directory>

Efficiency Tax Credits: Misc. Information



- *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

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



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



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.

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.

Requires energy modeling

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

States' Consumer Protection Plan Must:



- Identify installation standards with which installers must comply, including at a minimum, standards designed to:
 - Ensure work complies with local and state laws, permits, codes, and industry standards
 - Establish minimum quality installation standards for rebated technologies
 - Promote use of standardized and sequenced procedures for developing a detailed project scope of work
- Establish processes to enforce installation standards, including QA processes that allow the State to verify and document whether installation standards have been met
- Ensure that sales language and contract language are the same

States' Community Benefits Plan Must:



Describe the State's approach to working with responsible contractors who invest in ongoing workforce education and training, and ensuring jobs are of sufficient quality to attract and retain skilled workers in the home energy upgrade industry. If a State is not also applying for a grant from the IRA Section 50123 Contractor Training Grants, the State must describe how it is supporting education and training of both new and incumbent workers to meet the needs of the Home Efficiency Rebates.

Electrification Rebates \$4.5B (HEERA)



- Point of Sale rebate reduces out of pocket costs for *first time* purchase
- Up to \$500 incentive to complete work in low-income home (e.g., heat pump + low income)
- Applies to new and existing construction
- “Categorical Eligibility” based on participation in other federal programs
- Covers 100% of cost for households <80%
- Covers up to 50% of cost for 80% - 150% AMI
- Households cannot receive a rebate for more than one appliance of a single type
- Costs eligible for heat pump rebate include smart thermostats, pads, and ductwork
- Heat pump must replace majority of the heating and cooling needs
- Proof of commissioning testing will be required when HVAC systems installed
- Rebate(s) must be delivered within four weeks of completion

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

Heat Pump Assessment Requirements



- A recommendation of a properly sized unit recommended by a qualified contractor for HVAC
- An onsite visual inspection of the existing condition of duct sealing for HVAC & envelope
- If the upgrade includes a fuel switch, an estimate of utility bill impacts and written acknowledgement by the consumer
- Written acknowledgement from the consumer of the amount they will owe not covered by the rebates
- If the upgrade falls within one of the State's predefined set of home precondition(s) and/or scope of work scenario(s) that will constitute unacceptable risk of raising utility bills, an estimate of utility bill impacts and written acknowledgement by the consumer

Contractor Data Requirements



Collection of the following data points:

- Unique home identifier (e.g., address)
- Dwelling type, SF, year built, utility company
- Existing energy equipment/systems to be replaced, if any
- New energy equipment/systems being proposed for installation
- All other data points listed as required in the [Data & Tools Requirements Guide](#)
- Estimated total project cost
- Pictures of installation for QA purposes



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
- Community Benefits Plan *requires* contractor engagement for rebate program and workforce developmentBPI 2400 compliance requirement for energy modeling (utility bill calibration)
- BPI 1200 standard referenced for assessments, but **NO** blower door requirement
- Proof of commissioning testing will be required when HVAC systems installed
- 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

Modeled rebates must be delivered within 4 weeks to recipient. States are required to provide an “acceptable method” for low income households not to use personal funds at point of sale to cover rebated work.

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.

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%

LAUNCH



- Process: application for grant, DOE approves, \$\$\$ procured
- Quick Start states launch Q4 2023: TN, RI
- Applied for Early administrative Funds: GA, VA, CO, AZ, OR, NM, WA, OK, MT
- RFI: OK, NV, CA
- RFP: NY, WA, GA, OH, WI



Fundamental Questions



- What type(s) of installs do you do? How will IRA impact them?
- What type of work are you *willing* to do (energy modeling, insulation, water heating, electrical)? Pilot or partner now?
- Do you do want to leverage IRA to grow your lines of business, market share, and lifetime value? If so, what training, tools, software, and staffing will you need? Who can help you think through that?

Getting IRA Ready



- Leverage the tax credits to upsell today
- Make sure your teams knows how to install higher-end systems
- Track sales by system tier and understand your margins
- Think about *and* offer financing
- Create tags in your CRM for future sales when rebates go live
- Prepare marketing content, credit line, supply chain for qualifying systems
- Create a plan for expanding capacity
- Create partnerships with home service companies to cross-sell
- If you're adding services for IRA rebates, do it before they launch

Consumer Engagement



- What rebates and/or tax credits might your typical customer qualify for? Create messaging to educate them on the upsell!
- Create a homeowner FAQ and web page on IRA
- Develop talk tracks for sales team on rebate programs, what's available now, etc.



Benefits For Resideo's Pros

Kevin Hunt

VP, Industry Partnerships



Note: The contents herein are considered Confidential between Resideo and Pearl

We Connect the Products You Sell and Your Brand to *Increased Home Equity*



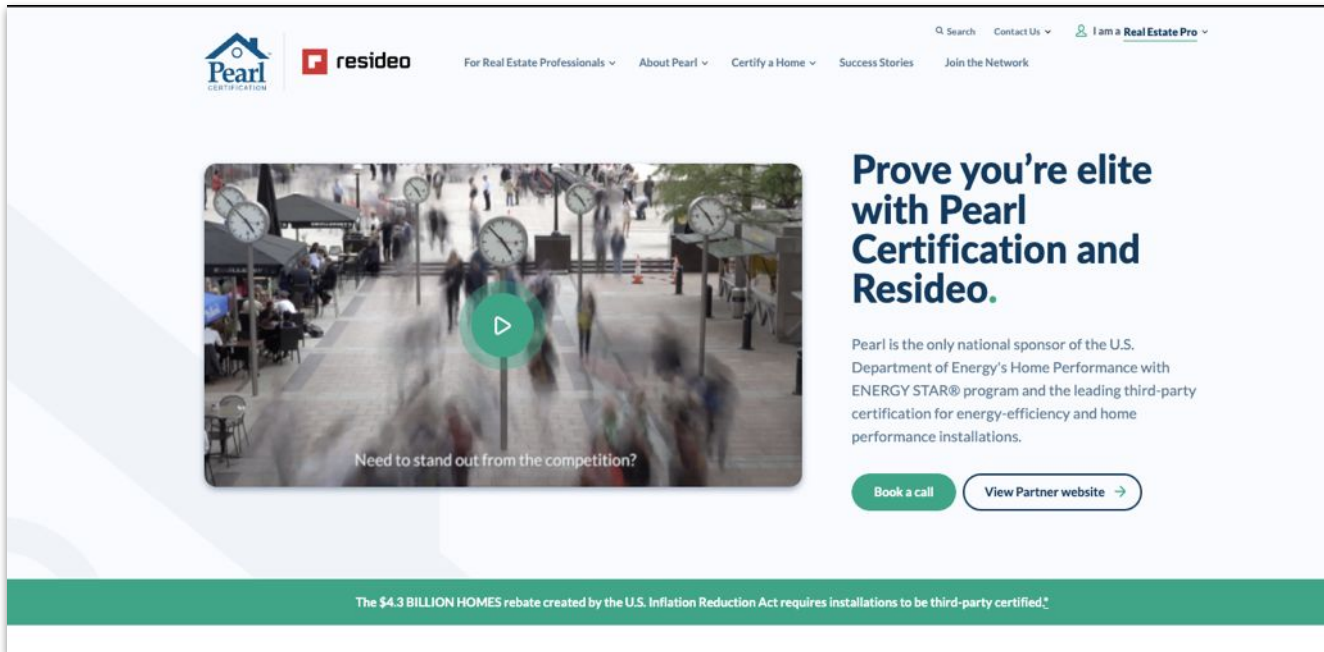
Pearl helps shift the sales conversation from **price to value** to:

- Increase homeowner trust in you,
- Make selling efficient solutions easier



Visit Pearl's Website to Learn More

pearlcertification.com/resideo



Book a Call with us today, and let's start a conversation on how we can help grow your business!



RESOURCES

Pearl Can Help



3rd-party certification meets IRA requirements and puts you ahead of the pack



A dedicated support team to ensure you effectively leverage the IRA and Pearl Certification (IRA FAQ, tax credit documentation, rebate search/calculator)



A *done-for-you* solution ties your work to home value.

Home Certification Package



555 1st Ave,
Phoenix, AZ 85005

Silver Home
Certificate No. DH-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

Windows :
High efficiency rating

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.

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Heat Pump :
Top 1% of electric-heated homes

Forced Air Ducts :
In conditioned space, air sealed

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.

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

Cooking Appliance :
Better indoor air and energy savings

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.

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>Form 820.05*</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 site 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 contributory 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 <input type="checkbox"/> WaterSense <input type="checkbox"/> ENERGY STAR</td> </tr> <tr> <td>Energy Department (DOE)</td> <td><input type="checkbox"/> Zero Energy Ready Home (ZERH)</td> </tr> <tr> <td>Home Innovation Research Labs NGBS</td> <td></td> </tr> <tr> <td>Home Remodel</td> <td></td> </tr> <tr> <td>Home Innovation Research Labs NGBS New Home</td> <td><input type="checkbox"/> Bronze <input type="checkbox"/> Silver <input type="checkbox"/> Gold <input type="checkbox"/> Emerald</td> </tr> <tr> <td>Living Building Challenge (LBC)</td> <td><input type="checkbox"/> Living Building Certified <input type="checkbox"/> Petal Certification</td> </tr> <tr> <td>Pasopahaus Standard</td> <td><input type="checkbox"/> PHS Low Energy <input type="checkbox"/> EnerPhit <input type="checkbox"/> Passive House</td> </tr> <tr> <td>Pasopahaus Institute US</td> <td><input type="checkbox"/> PPHUS+ 2015</td> </tr> <tr> <td>USGBC LEED</td> <td><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 type="checkbox"/> Verifications attached to this report</td> </tr> </table>			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		Home Innovation Research Labs NGBS New Home	<input type="checkbox"/> Bronze <input type="checkbox"/> Silver <input type="checkbox"/> Gold <input type="checkbox"/> Emerald	Living Building Challenge (LBC)	<input type="checkbox"/> Living Building Certified <input type="checkbox"/> Petal Certification	Pasopahaus Standard	<input type="checkbox"/> PHS Low Energy <input type="checkbox"/> EnerPhit <input type="checkbox"/> Passive House	Pasopahaus Institute US	<input type="checkbox"/> PPHUS+ 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 type="checkbox"/> Verifications attached to this report
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<p>Green Certification</p> <p>Certifications attest that the home meets certain minimum thresholds.</p>	<p>Energy Label</p> <p>Labels disclose the state of the home's energy assets.</p>																						

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 Blown-in <input checked="" type="checkbox"/> Foam Insulation <input type="checkbox"/> Cellulose <input checked="" type="checkbox"/> Fiberglass Batt Insulation <input checked="" type="checkbox"/> R-Value Wall R-23 <input type="checkbox"/> 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://bcap-energy.org/		
Windows	<input checked="" type="checkbox"/> ENERGY STAR® <input type="checkbox"/> Low E <input type="checkbox"/> High Impact <input type="checkbox"/> Storm <input 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 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	<input type="checkbox"/> High Efficiency HVAC SEER Efficiency Rating % <input checked="" type="checkbox"/> Heat Pump Efficiency Rating: COP: Thermostat/Controllers? Programmable Thermostat? Auxiliary Heat Source?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	
comments area.	*Annual Fuel-Utilization Efficiency: SEER: 19.5 EER:	Geothermal? Electric Vehicle Ready? (car charger) <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"/> Recycled 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	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 value exceeds the cost of the improvement).		

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

RE Agent Support for Future Sale



9960 NW Winderlin 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.



9960 NW Winderlin Ln,
Kansas City, MO 64153-2806

Certified on February 03, 2023
Pearl Gold Certificate | Pearl Score: 982



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.



9960 NW Winderlin Ln,
Kansas City, MO 64153-2806

Certified on February 03, 2023
Pearl Gold Certificate | Pearl Score: 982



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



APPENDIX