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### 3 Types of Energy Audits

1. The Home Energy Survey is a visual survey and assessment.
2. The Diagnostic Home Energy Survey utilizes a range of sensitive diagnostic equipment to further identify and quantify details of a home's construction and performance.
3. The Comprehensive Home Energy Audit uses computer modeling to quantify utility bill savings of proposed improvement measures, as required by the U.S. Mortgage Industry for Energy Efficient Mortgages (EEM).

The procedures used in these audits conform to the Residential Energy Services Network -- the recognized national standard for energy efficiency and quality assurance.

(source: Home Energy Consultants)



### What Can You Do?

If you are working to improve a foreclosure blighted community, apply for a grant with the National Gardening Association.

They award Youth Garden Grants to community organizations and schools with garden programs.

Priority is given to child-centered programs emphasizing one or more of the following elements:

### Fun Green Facts

Duct tape should not be used on ducts. Duct tape cracks, peels and doesn't last long.

It can also create leaks and gaps that can weaken the integrity of any HVAC system.

A better choice would be to use a zero-VOC (non-toxin) mastic compound.

Mastic is easy to apply and can save a couple hundred dollars year in heating/cooling expenses.

(source: The BiggerPockets Blog)

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JOURNAL

# The Property Line Post



### Why Should You Care?

Jeffery Hicks sits on the National Board of NAREB, and he created their REO Task Force.

When asked why people should care about sustaining bank-owned, REO properties, he said, "the proliferation of foreclosures and decreased sales prices has created an opportunity to insure long term sustainability of the American dream for many potential homeowners by lowering monthly housing cost.

Also, it provides an opportunity to enhance the livability of many homes thru the restoration of housing utilizing environmentally sensitive green improvements and a total rethinking of how a family can maximize and protect its most valuable resource."

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### Real Estate Sustainability ... a Green Machine

Recently DS News published an article about the benefits of rehabbing REO property. More good news — it reduces the lender's financial burden.

What would happen if lenders raised their standards to use sustainable, green products?

That's what this newsletter is about; exploring ways for agents, lenders, and outsourcers to go green when rehabbing an REO property.

Why? Because companies that work to benefit society, the environment and their revenue (a triple bottom line) experience the greatest benefit.

Building sustainable, green properties really took hold after natural disasters - tornados, hurricanes and floods.

For example, in 2008 Greensburg, Kansas had nearly 1,400 homes destroyed by a tornado. Now many of their residents' hope to become the "Greenest Town in America" - an energy-efficient, low carbon-emitting, sustainable phoenix, powered, in part, by the forces of nature that once reduced it to rubble.

In New Orleans, Katrina destroyed about 275,000 homes. Now, Make It Right (an organization founded by actor Brad Pitt) is helping to rebuild those homes in the Lower 9th District with sustainable housing.

What's the first first step in rehabbing a bank-owned REO property as green? Start by exploring how the rehabbed materials can conserve energy and reduce harmful waste.

21 Hot Sustainable Topics

1. Air Sealing
2. Appliances
3. Building Materials
4. Chimney
5. Doors
6. Ducts & Vents
7. Energy Audit Services
8. Environmental
9. Financing
10. Green Training
11. Health, Safety & Comfort
12. Heating, Cooling & Ventilation
13. Indoor Air Quality
14. Insulation
15. Legislation
16. Roofs
17. Solar Topics
18. Plumbing
19. Solar Energy
20. Water Quality & Conservation
21. Windows



# Food for Thought

## An Case For Sustaining REO Properties

Nobel Peace Prize winner, Al Gore, recently told an urban development conference that energy efficient buildings would help reduce pollution.

Let's connect that thought with those of David Boxall, the Vice President of PMH Asset Management.

In a "Green" White Paper Mr. Boxall wrote, *Most real estate cycles come in trends, passing fads where the important points of today are obscure within a matter of years.*

*It has been widely predicted that in the foreseeable future energy efficiency and continued sustainability will be an ever growing focus, especially in the housing sector.*

*The certifications being put in place in the coming months can be expected to change and evolve, but will become more and more integrated into the modus operandi of the real estate market and it's regulations going forward.*

Mr. Boxall shared his thoughts with lenders, who might want to use green technology only to differentiate their REO properties, yet once this cycle is obscure they'll eliminate the process.

He continued by saying, *tomorrow green technology will be an fundamental part of our continuance, and this is an opportunity to say we were there in the beginning.*

One more connection that solidifies the need to embrace green technology—Nevada's SB 437, a law that adopted the Residential Energy Services Standards.

### Nevada is the national leader in requiring Residential Energy Report efforts.

This law requires every home that is listed for sale beginning on January 1, 2011 to have an Energy Evaluation Report.

Nevada is the national leader in requiring Residential Energy Report efforts.

Nevada's master sustainable city is Coyote Springs Built in 11 stages over 45 years, it will house 240,000 people, and will provide 500,000 jobs.



In Vermont the Federal Housing Acquisition and Rehabilitation Program, (administered by Vermont Housing Finance Agency, funded by Neighborhood Stabilization Program), converted a dilapidated foreclosed property into a sustainable new home with low operating costs

Initially listed for \$64,900, but the price kept dropping when potential buyers discovered it would need to be demolished.

According to Rehab Specialist, Norm Benoit, "The neighborhood was on its way up, and by starting from scratch, we could create a very nice, affordable home on the 1.3-acre lot."

The two-bedroom, open-concept, light-filled home includes a stove and refrigerator, microwave, washer-dryer, dishwasher, radiant floor heating and new septic system.

The home includes a Heat Recovery Ventilation System, a high-efficiency condensing boiler and hot water on demand, all of which helped earn the house a five-star energy rating from Efficiency Vermont.

The home was built low for easy accessibility with two concrete porches that won't need staining.

The new listing price is \$165,000.

## Sustain Your Mind

### Internet Resources

1. U.S. Green Building Council
2. Green DMV
3. Green Home Guide
4. Energy and Climate Partnerships in America
5. Playbook for Green Buildings + Neighborhoods



### Continuing Education

1. Green Resource Council
2. EcoBroker
3. Greenovation

### 3 Key Performance Indicators

1. Clean energy.
2. Management & remediation of contaminated land.
3. Contractor/ subcontractor labor supply chain issues.

### 5 Questions To Ask When Rehabbing A Property

1. What can you do the make this property operate more efficiently?
2. How can this building be tighter with less gaps & leaks?
3. How can the indoor air quality of this property be improved?
4. What materials would make this property less toxic, healthier?
5. Are there rebates, credits or incentives available to subsidize #1-4?