



Green Certified and Non-Certified New Home Sales

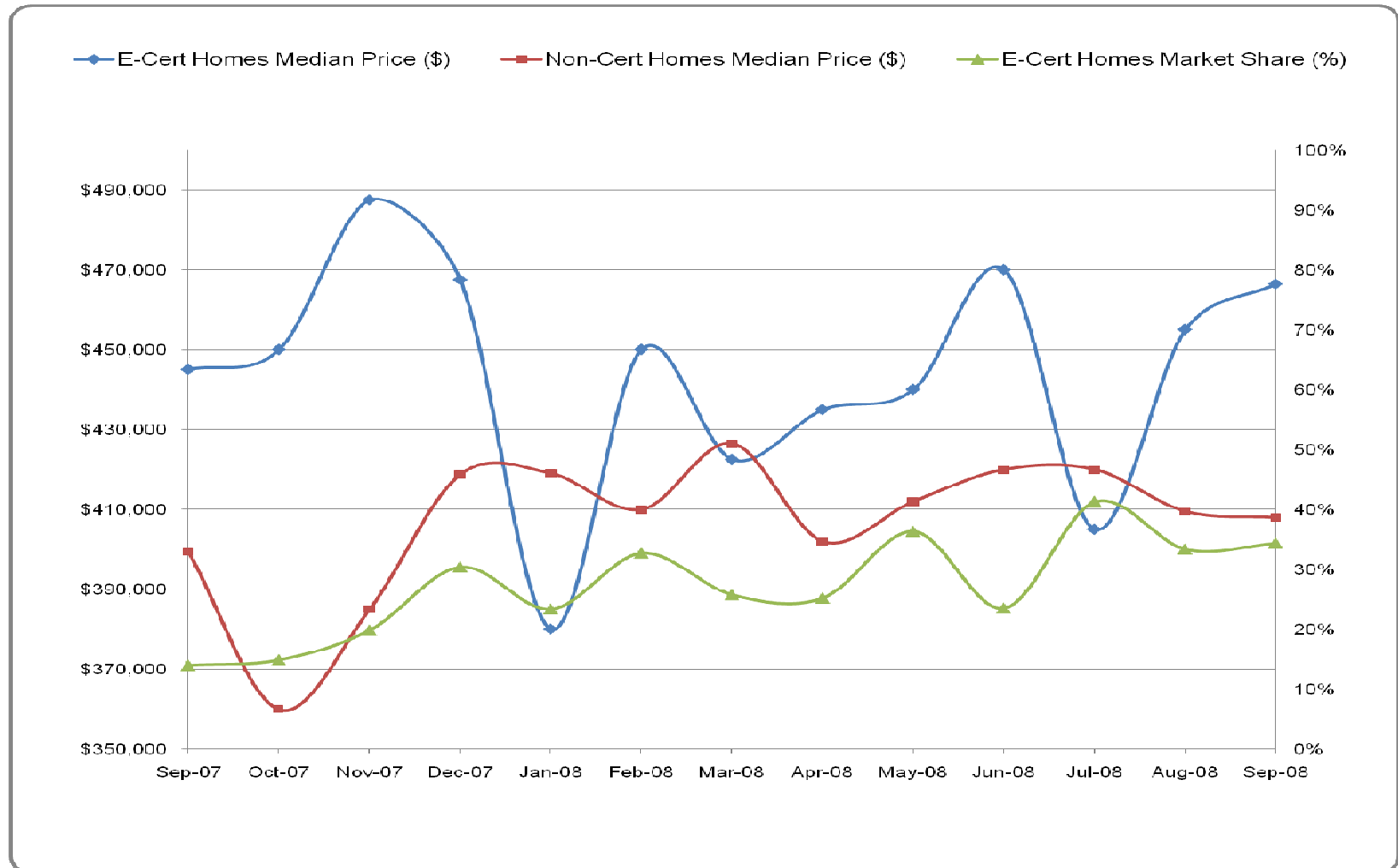
September 2007 - September 2008

By GreenWorks Realty

Compiled from Northwest Multiple Listing Service Sales

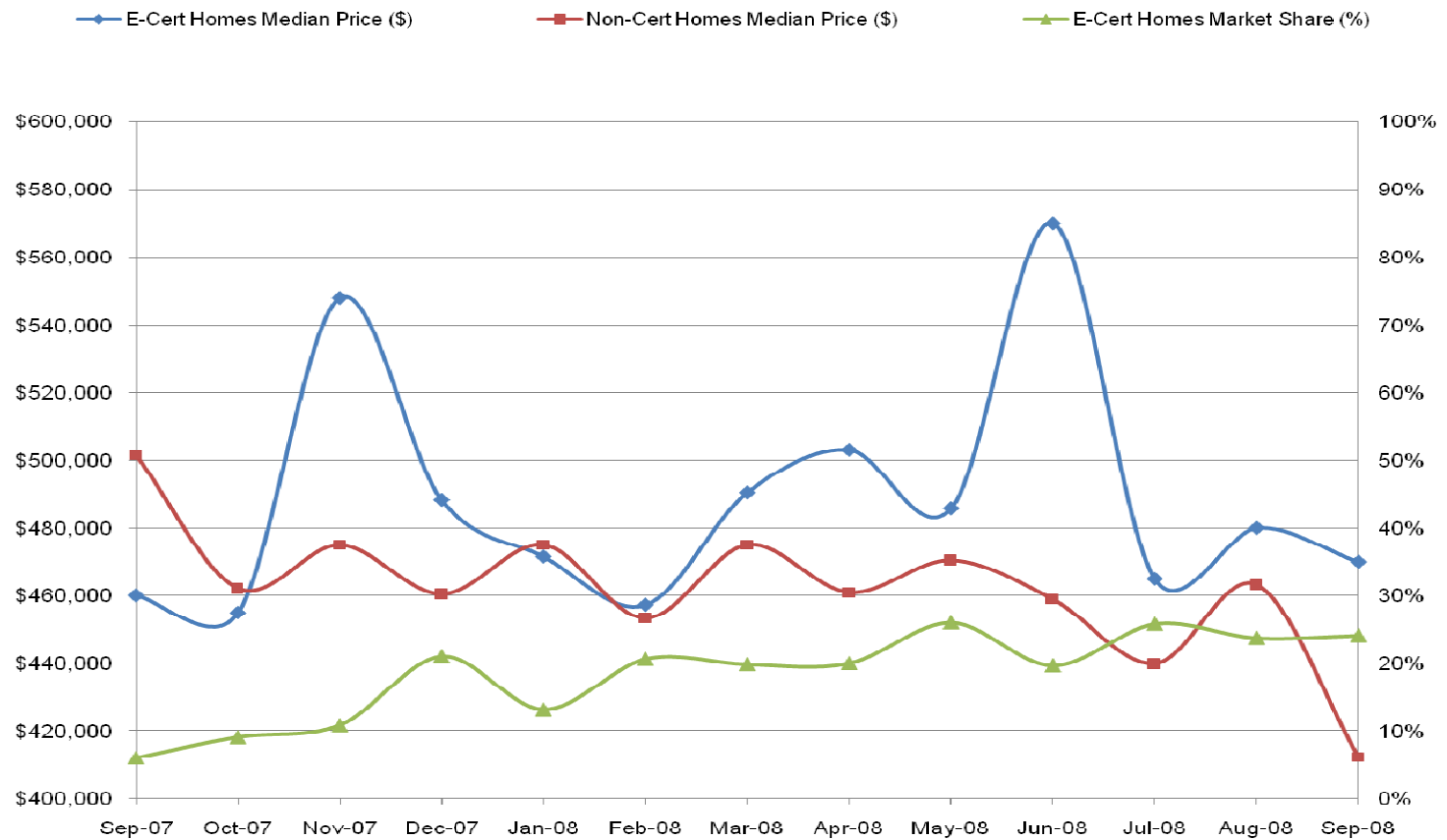


Seattle Single Family Homes Built 2007 or Later Certified Built Green, Energy Star, and LEED For Homes





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





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

	Non Certified	Certified Homes	%Diff
Median Square Ft	1,480	1,460	-1.4%
Median Sold Price	\$ 409,950	\$ 437,500	6.7%
Median DOM	50	34	-32.0%
Price/SF	\$ 277	\$ 300	8.2%
# of homes sold	1,034	408	28.3%





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

King County Certified Homes (Built Green, Energy Star, LEED)

	Non Certified	Certified Homes	% Diff
Median Square Ft	2,322	1,751	-24.6%
Median Sold Price	\$ 470,000	\$ 487,000	3.6%
Median Days on Mrkt	55	45	-18.2%
Price/SF	\$ 202	\$ 278	37.4%
# of homes sold	2,113	424	16.7%





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

King County Certification Comparisons (% Difference)

	Built Green	Energy Star	LEED	3rd Party Verified	Non Cert
Median Square Ft	-24.9%	-26.8%	-31.1%	-27.6%	2,322
Median Sold Price	5.2%	2.4%	22.3%	9.0%	\$ 470,000
Median Days on Mrkt	-18.2%	-16.4%	-54.5%	63.6%	55
Price/SF	40.1%	39.9%	77.5%	50.7%	\$ 202
# of homes sold	15.1%	7.4%	0.3%	2.5%	2,113

King County Certified Homes - Resale and New Construction

	All Certified	% Diff
Total Certified Sales	563	
New Construction	424	75.3%
Resale	139	24.7%



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

King County Individual E-Cert Comparison

	Non Certified	Built Green	% Diff	Energy Star	% Diff
Median Square Ft	2,322	1,779	-23.4%	2,014	-13.3%
Median Sold Price	\$ 470,000	\$ 486,433	3.5%	\$ 430,000	-8.5%
Median Days on Mrkt	55	40	-27.3%	44	-20.0%
Price/SF	\$ 202	\$ 284	40.1%	\$ 214	5.5%
# of homes sold	2,113	226	8.9%	37	1.5%



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

Snohomish County Environmentally Certified Homes

	Non Certified	Built Green	% Diff	Energy Star	% Diff
Median Square Ft	2,278	2,192	-3.8%	2,129	-6.5%
Median Sold Price	\$ 399,950	\$ 376,750	-5.8%	\$ 389,950	-2.5%
Median Days on Mrkt	72	102	41.7%	76	5.6%
Price/SF	\$ 176	\$ 172	-2.1%	\$ 183	4.3%
# of homes sold	1,763	102	7.1%	53	3.7%

Everett Environmentally Certified Homes

	Non Certified	Built Green	% Diff	Energy Star	% Diff
Median Square Ft	2,008	2,055	2.3%	2,129	6.0%
Median Sold Price	\$ 340,000	\$ 348,220	2.4%	\$ 365,413	7.5%
Median Days on Mrkt	39	73	87.2%	67	71.8%
Price/SF	\$ 169	\$ 169	0.1%	\$ 172	1.4%
# of homes sold	231	14	5.4%	22	8.4%





Notes

- 1) Homes sold are from 9/1/07 to 9/30/08 unless otherwise noted
- 2) New Construction includes all homes built in the year 2007 and later
- 3) Energy Star homes also include a number of homes certified Built Green and LEED rated
- 4) Built Green certified include Energy Star homes and LEED rated homes
- 5) There are no LEED or 3rd Party Verified rated sales registered in Snohomish County on the NWMLS
- 6) The percent of certified homes sold is a percentage of all homes sold
- 7) This report was prepared by GreenWorks Realty using data from the Northwest Multiple Listing Service. The NWMLS did not prepare this report.
- 8) GreenWorks Realty is not responsible for any errors, inaccuracies or omissions.
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The financial advantage of using a GreenWorks real estate specialist is our understanding and clear communication of green amenities to homebuyers. Buyers don't just get it on their own, and the homeowner's hard work goes unvalued. GreenWorks agents are trained to know green and how to sell green cost premiums, yielding higher profits to sellers.



Client: Martha Rose Construction

GreenWorks Realty Team

19 Licensed agents
4 Licensed brokers
3 Certified New Home Sales
5 Masters degrees
2 Urban planning degrees
2 LEED certified agents
1 Branding/design specialist

GreenWorks Realty is founded with the idea that a local neighborhood real estate brokerage is the perfect place to grow more livable and sustainable communities. We work with any buyer or seller with any type of property. We are considered pioneers and visionaries in our growing field.

GreenWorks Realty agents specialize to help address the critical lack of understanding between agents and buyers at the point of sale of homes with green features. We volunteer widely in our communities because we understand that relationships matter. We were also responsible for installing the environmental certification checkboxes in our local MLS. Several agents have earned Leadership in Environmental Education and Design (LEED®) accredited professional (AP) certification, and Built Green Professional Certification.

GreenWorks is committed to green practices within our daily lives. We were recently the first realty brokerage in the Country to complete a comprehensive Carbon Footprint Analysis. We participate in the carbon offset program and have an aggressive internal recycling program as well as purchasing guidelines that dictate green and local sourcing.