



**2017 HAS ARRIVED!**

**MAY IT BE A GREAT YEAR FOR YOU, YOUR FAMILY AND FRIENDS.**

## Studies Show Sustainable Homes "may" Sell for More

### Are energy-efficient renovations worth the investment? Learn here how sustainable homes "may" sell for more

Whether buying a new home or retrofitting an existing home or condo, more and more people are opting for energy-efficient improvements over cosmetic changes. Energy-efficient homes not only save money while you own them, but the improvements you make may actually add value to your home.

Each province has a different way of defining energy efficiency, and varying incentives to encourage sustainable buildings. This makes it difficult to pinpoint which energy-efficient improvements are the most sought after. New homes today use half as much energy as those which were build in 1985, according to David Foster, spokesman for the [Canadian Home Builders' Association](#). If your home is older, retrofitting can help you stay competitive on the housing market and save money while you are living there. Mike Reynolds, co-founder of [EcoHome](#): "... show me the bills. What did you pay to heat it last winter? And then I'll know what I'm going to pay to heat it."

So just how much value do energy-efficient improvements add to your home? This question depends on the housing market you are dealing with. In very competitive markets like Vancouver and Toronto, most homeowners are just trying to get into the market. When prices are very high, considerations like energy-efficiency tend to take a back seat. "Consumers in Vancouver are very green-conscious, but at the end of the day, it's what they can afford," says [Dan Morrison](#), president of the Real Estate Board of Greater Vancouver.

While there are no studies to show the exact amount that energy-efficient features add to homes in Canada, we can look south of the border to see how American markets are affected..... Here are some of the highlights.

## WHAT'S IN THE NEWSLETTER

### Studies Show Sustainable Homes "may" Sell for More/

#### A Little Funny

Ottawa Board Residential & Condominium  
Sales Year-To-Date up to Dec. 2016 and % change  
since last year

TYPE	# UNITS 2016	# UNITS 2015	% OF CHANGE
1.5 Storey	391	387	1.0
2 Storey	7,213	6,963	3.3
3 Storey	638	585	9.1
Bungalow	3,130	2,842	10.1
Double/SBS	27	25	8.0
Duplex- Up/Down	76	82	-7.3
Hi-Ranch	425	387	9.8
Split	584	579	0.9
Other	32	34	-5.9
Condominium	2,939	2,691	9.2

*\*\*The Board cautions that averages sale price information can be useful in establishing trends over time but should not be used as an indicator that specific properties have increased or decreased in value. The average sale price is calculated based on the total dollar volume of all properties sold.*

**Residential and Condominium Sales  
(Year-to-date up to Dec. 2016)  
And % change over last year**

PRICE RANGE	2016 # OF SALES	2015 # OF SALES	% CHANGE
Under \$100,000	182	156	16.7
\$100,000-\$124,999	146	98	49.0
\$125,000-\$149,999	283	245	15.5
\$150,000-\$174,999	498	474	5.1
\$175,000-\$199,999	715	638	12.1
\$200,000-\$224,999	835	855	-2.3
\$225,000-\$249,999	807	743	8.6
\$250,000-\$274,999	885	997	-11.2
\$275,000-\$299,999	1,234	1,247	-1.0
\$300,000-\$349,999	2,818	2,706	4.1
\$350,000-\$399,999	1,981	1,923	3.0
\$400,000-\$449,999	1,549	1,272	21.8
\$450,000-\$499,999	981	1,001	-2.0
\$500,000-\$749,999	1,997	1,779	12.3
\$750,000-\$1 Million	462	385	20.0
Over \$1 Million	164	134	22.4
Total	15,537	14,653	6.0

**A little funny**

To avoid taking down my Christmas lights, I'm turning my house into an Italian restaurant.

*Patrick McLellan*

- Up to 90% of people surveyed by the National Association of Homebuilders said that they considered energy efficiency a very important aspect when buying a home.
- California study showed that energy efficient houses sold for an average of US\$34,800 more than equivalent homes in the state.
- An IMT study of homes in Washington DC found that homes with energy-efficient features sold for 3.6% more than homes without these features.
- A report found that Seattle homes with green features not only sold for 8.5% more per square foot, but also spend 22% less time on the market.
- A cost vs. value report by Remodelling Magazine looked at the thirty most common remodelling projects in 100 different markets and found that the only one that had more than a 100% return on investment was an attic insulation project. Increasing the efficacy of your attic insulation was found to have a 166% increase in value after 12 months.

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(Article is courtesy of Scotiabank)

Dear friends and Clients

**My comment on this article:** How does this apply to Ottawa? In Canada, and we will exclude Vancouver and Toronto where markets behave differently right now, it is a fact that there is an increased desire to buy energy efficient houses and that means often younger houses. For older houses, the return on insulation improvements only apply to homes older than 1980's when standards were quite different than today. For most homes, promoting hi-efficiency items such as windows, appliances, A/C and furnaces etc is something to promote with the \$\$ benefits upfront to be effective. So keep those pre- and post renovation bills!! Or at least have the yearly utility costs on hand to use in your home's promo. ***The proof is in the pudding as they say! ☺ and dollars in one's pockets is what the buyer is looking for!***

*Selling or buying a home? For World class, professional and bilingual service contact **Lysanne Brault** at 613-794-8890 or visit [www.lbhome.ca](http://www.lbhome.ca)*