



Home Energy Solutions

Green Begins with Energy Efficiency.



Reward Your Clients and Yourself by Offering Home Energy Saving Solutions...

Fox Energy Specialists is now offering a real time home energy audit and online procurement system designed to give local REALTORS® access to schedule home energy audits at their clients' request. REALTORS® would create a member login and enter preliminary home energy audit data (identical to data collected for MLS listings). Clients would then choose from three levels of services.



Package 1: Standard Survey: Visual Energy Performance Survey and Infrared Scan. A written report will be provided (see energy audit description).

Package 2: Comprehensive Audit: Standard Survey package plus air sealing package including Blower Door and Duct Blower testing, CO/Gas leakage tests, if applicable. A written audit report will be provided including tests results and explanation.

Package 3: Full Home Energy Rating: Comprehensive Audit package plus a rating report which scores the home's energy efficiency based on a HERS index. The rating report will include estimated consumption data and comparisons on how well the home performs against new construction within the marketplace.

How It Works...

1. **Approved Vendors (Contractors) pay an annual system registration fee based on number of trades performed.** (i.e., HVAC, Insulation, radiant barrier, etc.)
 - a. Vendors are screened by Fox Energy Specialists with Better Business Bureau and utility companies before acceptance.
 - b. REALTOR® provides client a brochure with ethics disclosure (i.e., transaction fee).
2. **REALTOR® orders audit with Client's approval.**
 - a. Home seller or home buyer may pay for audit (see tentative price chart)
 - b. Online payments are available or payments may be rolled into closing costs.
3. **Energy Audit is performed by a RESNET Certified Home Energy Rater.**
 - a. Energy Rater utilizing Fox Energy Specialists' patented web-based inspection system performs audits and sends report.
 - b. Web-based system sends approved vendors audit report data and a request for estimates.
 - c. Vendors respond through web-based system with preliminary cost estimates to perform work.
 - d. REALTOR® and client receive report and quotes from vendors.
 - e. REALTOR® and client select vendor(s) for final cost estimates.
 - f. Financing, discounts, utility company incentive payments may be arranged by REALTOR® and vendor(s).
 - g. REALTOR® and client evaluate vendor's performance, quality, and timeliness after completion of work. Vendor rating is posted on system for future REALTOR® and client's review.

4. **Transaction Fees are collected from vendors for use of web-based procurement system.**
 - a. Fees split 50/50 between REALTOR® and Fox Energy Specialists (system owner and patent number 7,389,157B2).
 - b. Maintain REALTOR® and auditor third-party independence. Transaction fees paid to REALTOR® by Fox Energy Specialists, not vendor.

5. **REALTOR® Controls process from start to finish**

- a. Orders audits through web-based system
- b. Assists buyer or seller in scheduling audit on system
- c. Assists buyer or seller in reviewing audit recommendations and report, if needed.
- d. Assists buyer or seller in reviewing energy improvement estimates, if needed.
- e. Sets appointments for vendors to provide final estimates, if needed.

*NOTE: all transactions and processes are handled on the web-based system by REALTOR®, Vendors, and Auditors.

6. **Realtor advises client on availability of:**

- a. Construction Mortgage Loans
- b. Energy Improvement Mortgages (EIMs) and Energy Efficiency Mortgages (EEMs)
- c. Utility company and other incentive programs

*NOTE: web system will have updated information and links on all the above items.

What you will find in the Energy Audit Report

1. **Findings and Recommendations for Energy Improvements** by specific items (i.e., insulation, duct sealing, weather stripping, etc.)
2. **Improvement Prioritization** for items that would be most cost effective for the home buyer or seller.
3. **Detailed Preliminary Data for Approved Vendors (Contractors)** to submit cost estimates on energy improvements.
4. **Testing Results on applicable audits** with energy conservation, health and safety measures to be taken.

Upon completion of the energy audit, our automated system will securely send the recommended energy improvements to our pre-screened vendor network. Then, these vendors will submit energy improvement cost estimates through the web-based system to the Realtor and client. REALTOR® may also schedule an on-site visit for final vendor estimates, if needed. Once a decision is made on which company(s) will be awarded contracts for energy improvements, the Realtor will enter vendor selection into the online procurement system. The system will notify all bidders of results.

After the improvements are complete, the REALTOR® and Client will have the option to rate the vendor's performance, quality of work, and timeliness of work. This process is imperative in order to bring accountability to our vendor network and notify Fox Energy Specialists of poor performers that need to be eliminated from the program.

Benefits in addition to saving energy and helping our environment include:

1. **Gives full disclosure to both the buying and selling parties on the home's energy performance.** Eliminates any conflict of interests between REALTOR®, auditor and vendor(s).
2. **Any costs of improvements can be rolled into an Energy Improvement Mortgage,** so that the up front expense of energy improvements can be paid throughout the life of the loan.
3. **Competitive process assures reasonable prices and quality service from a variety of vendors.**
4. **Follow-up evaluation and rating of vendors promotes quality companies.**
5. **Energy improvements may qualify for utility company cash incentives.**

FOR MORE INFORMATION: Contact Patrick McGinnis, at 817-546-0160 or pmcginnis@foxenergyspecialists.com