

# Sales Quick Reference Guide

## ENERGY STAR® Qualified Homes Typically Include:

### 1. Effective Insulation Systems

Properly installed, climate-appropriate insulation in floors, walls, and attics ensures even temperatures throughout the house, less energy consumption, and increased comfort.

### 2. High-Performance Windows

High-performance windows employ advanced technologies, such as protective coatings and improved frame assemblies, to help keep heat in during winter and out during summer. These windows also block damaging ultraviolet sunlight that can discolor carpets and furnishings.

### 3. Tight Construction and Ducts

Sealing holes and cracks in the home's envelope and ducts helps reduce drafts, moisture, dust, pollen, and noise.

### 4. Efficient Heating and Cooling Equipment

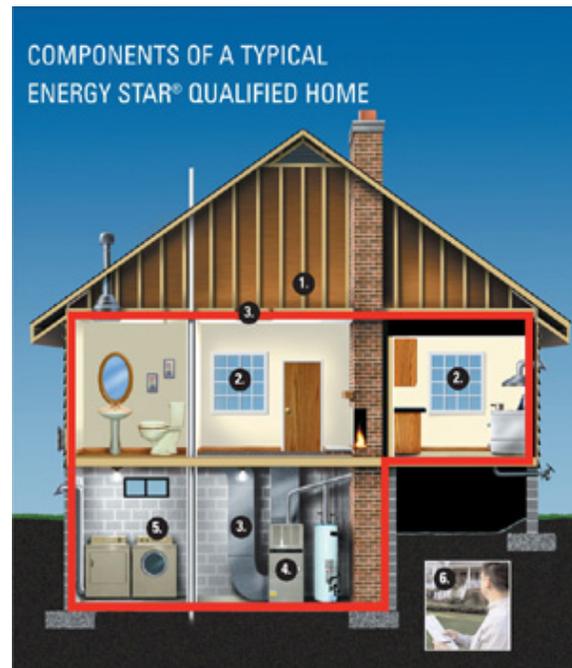
In addition to using less energy to operate, energy-efficient heating and cooling systems can be quieter, reduce indoor humidity, and improve the overall comfort of the home. Typically, energy-efficient equipment is also more durable and requires less maintenance than standard models.

### 5. Efficient Products

ENERGY STAR qualified homes may also be equipped with ENERGY STAR qualified products — lighting fixtures, compact fluorescent bulbs, ventilation fans, and appliances such as dishwashers, clothes washers, and refrigerators.

### 6. Third-Party Verification

With the help of independent Home Energy Raters, ENERGY STAR builders choose the most appropriate energy-saving features for their homes. Additionally, raters conduct on-site testing and inspections to verify that the homes qualify as ENERGY STAR.





Use this quick reference guide to help you bring ENERGY STAR into your conversations with consumers.

#### Other Resources:

visit:

[www.energystar.gov/homes](http://www.energystar.gov/homes)

email:

[Hotline@energystar.gov](mailto:Hotline@energystar.gov)

call:

1-888-STAR-YES



## ENERGY STAR for New Homes

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#### ENERGY STAR Home Owner Benefits:

- **Added Confidence:** Home buying is complex enough without having to know all the details of energy-efficient construction. Instead, the government-backed ENERGY STAR allows you to easily identify homes that are truly energy efficient.
- **Lower Ownership Cost:** Compared with standard construction, ENERGY STAR qualified homes use typically 20-30% less energy. Over the years you will live in your home, this will likely add up to thousands of dollars saved on utility bills. Additional savings on maintenance can also be substantial.
- **Better Performance:** Properly installed energy-efficiency improvements deliver better protection against cold, heat, drafts, moisture, pollution, and noise. An energy-efficient home helps to ensure consistent temperatures between and across rooms, improved indoor air quality, and greater durability.
- **Smart Investment:** By choosing a home with the ENERGY STAR, you can be confident that it will have an increasingly valuable feature when the time comes to sell.
- **Environmental Protection:** Did you know that your home can be a greater source of pollution than your car? Energy used in our homes often comes from the burning of fossil fuels at power plants, which contributes to smog, acid rain, and global warming. The less energy we use in our homes, the less pollution we generate.