

Why Net Zero?

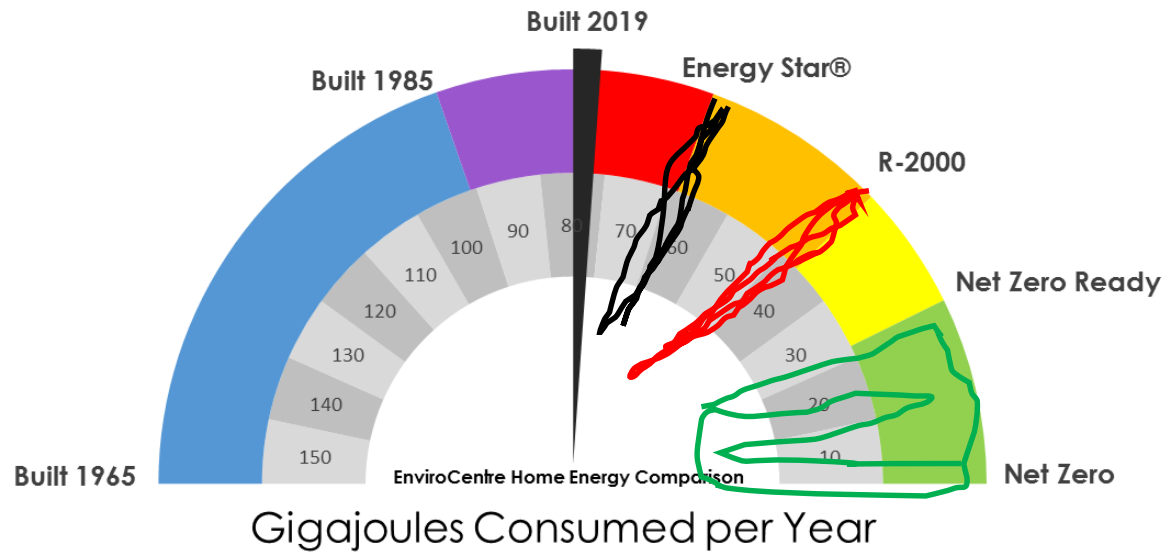


Client demand in 2019

4 of top 10 “must-haves” are energy-related

- Walk-in closets
- **Energy-efficient appliances**
- **High-efficiency windows**
- **Overall energy-efficient home**
- Kitchen island
- Open-concept kitchen
- Linen closets
- **HRV/ERV Air Exchange**
- Large windows
- Two-car garage





Reduction in energy use beyond code:

- **Net Zero** 65-100% better than code, compared to
 - 20% for **ESNH**
 - 50% for **R2000**
 - 60-80% for **Passive House**

**Exceptional value, greater
comfort & environmentally
responsible**

- Operating costs same or lower than code house
- Better heat distribution and ventilation
- 65 to 100% less energy use
- More than 90% reduction in GHGs

Cost neutrality when considering lifetime operating costs

- Only 5-10% added costs
- 65% reduction in energy consumption
- Electricity bill: fixed costs only
- Closing the gas account saves fixed costs (\$285/yr)
- Safer home: lower insurance costs
- Lower operating costs mean lower risk for mortgage lenders