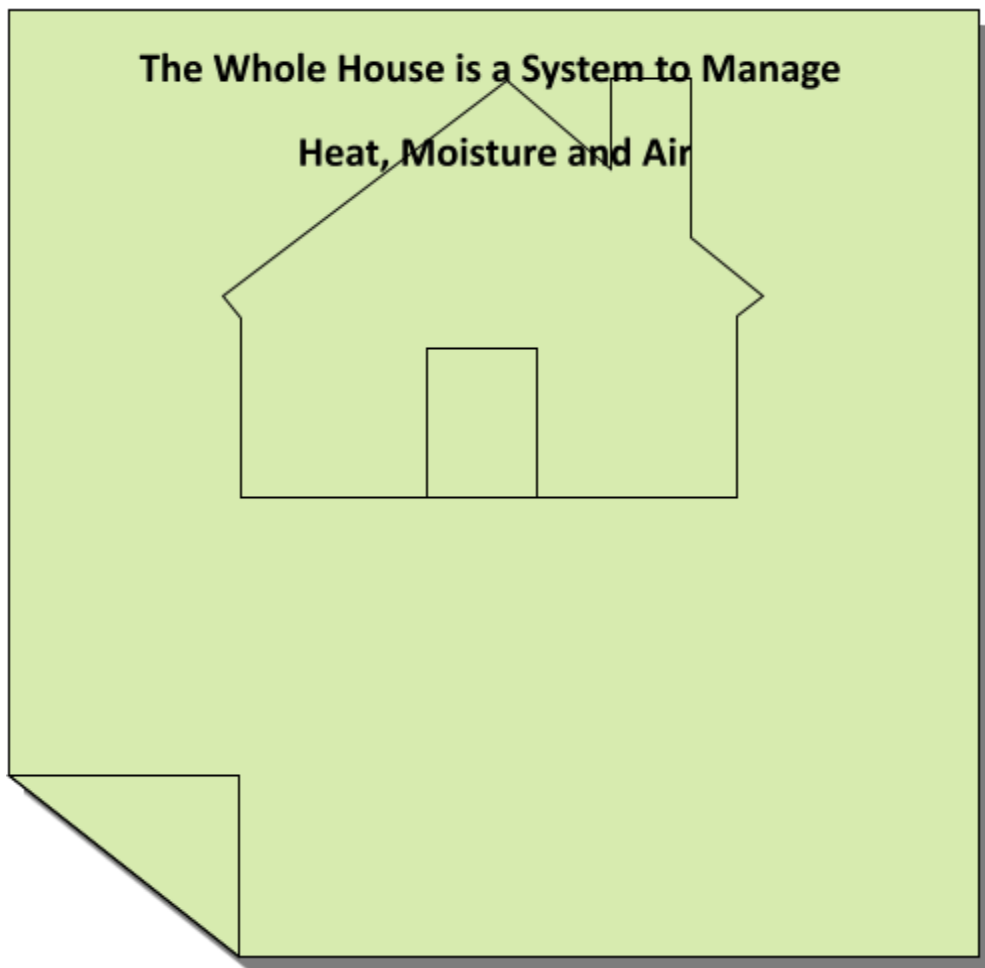


ASSET MANAGEMENT OF THE HOME

For most Americans, home equity represents the biggest component of overall net worth.

How can we take an 'asset management' approach toward home maintenance?



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Asset Management is the Big Picture System of Household Maintenance

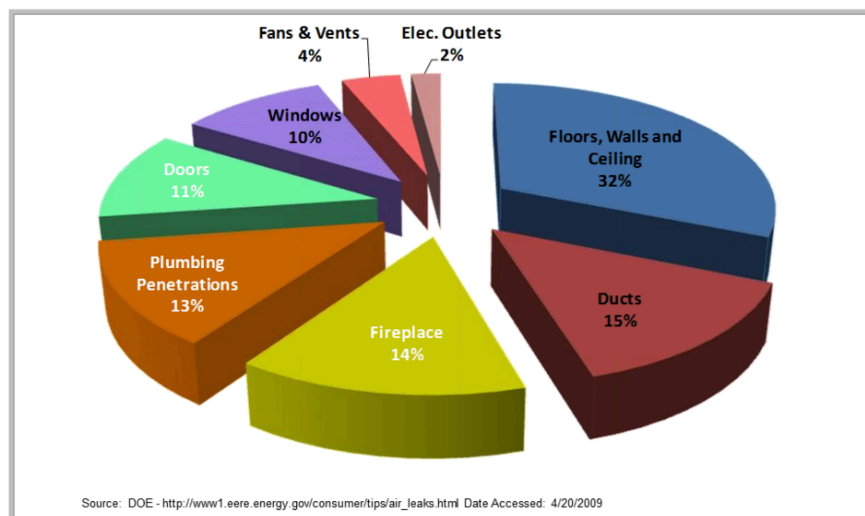
The Whole House is a System

- Building science has advanced over past 30 years from a focus on individual parts to the whole
- All components - roof, attic, walls, basements, crawl spaces -- interact with each other and affect the quality of the air throughout a house
- Basic laws of physics endure: heat goes *toward* cold; heated air *rises*
- Distribution systems - ductwork - are critical toward getting air to and from rooms
- Bad air in the basement directly affects air in bedrooms - impact on asthma and allergies
- Moisture in all forms is the most significant threat against durability of the house
- Healthy House Principles Guide Us: Keep it Dry, Ventilated, Safe, Clean, Pest-Free, Contaminant -Free

Certain Steps Improve Health, Safety, and Comfort While Reducing Energy Use

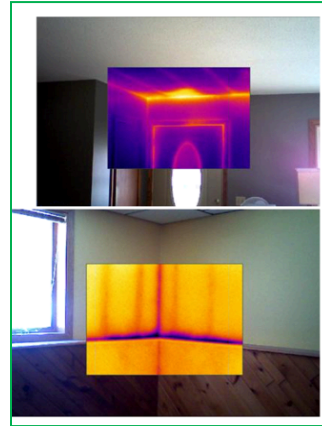
- Of the 75 million single family homes in the U.S., over 90% leak energy
- Most leaks are from numerous nooks and crannies throughout the house - not simply windows
- HVAC systems have been typically oversized and installed via a rough rule of thumb
- Air sealing, insulation, duct sealing are one-time solutions that yield most economic benefits
- As new houses are built tighter, better ventilation balances indoor air and humidity

Common Air Leak Sources



An Energy Audit, or Assessment, Evaluates Your Specific House

- Provides whole house visual inspection and calculates volume of structure



- Records current status of mechanical equipment
- Uses advanced diagnostic tools to measure systems with objective data
- Uses a particular test - the blower door - to identify overall leakiness of house
- Uses a visual thermal camera to show all (often unexpected) leaky areas
- Tests safety of equipment for carbon monoxide
- Runs data through building science software calculations to identify custom recommendations

The Savings/Investment Ratio Helps Prioritize Projects

- Simple payback is useful but doesn't capture all residual benefits
- Savings/investment ratio helps you look at all savings over a longer period of time
- Helps to balance projects with visual appeal (e.g. new countertops) with projects to improve core house systems (e.g. air sealing and insulation)

Bottom Line:

- For any project, installation quality is the most critical factor
- We need to take the time to research quality contractors, ask for references, compare awareness/willingness to do a job correctly
- "We **are** paying for any system: whether up front, or when it breaks down (...inconveniently)"