



# Realtor Resources and Education

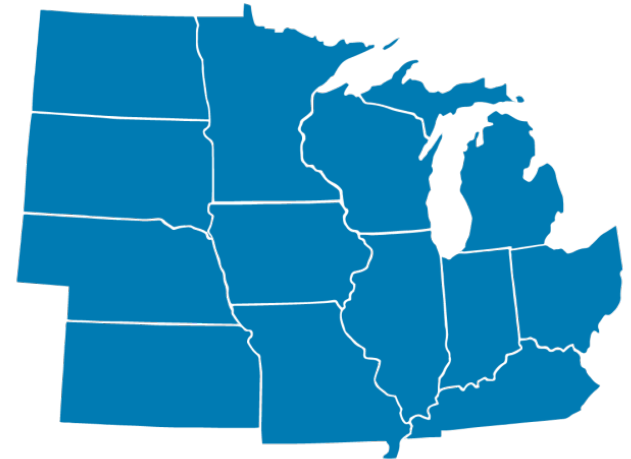


# About MEEA

MEEA is a nonprofit membership organization with **160+ members**, including:

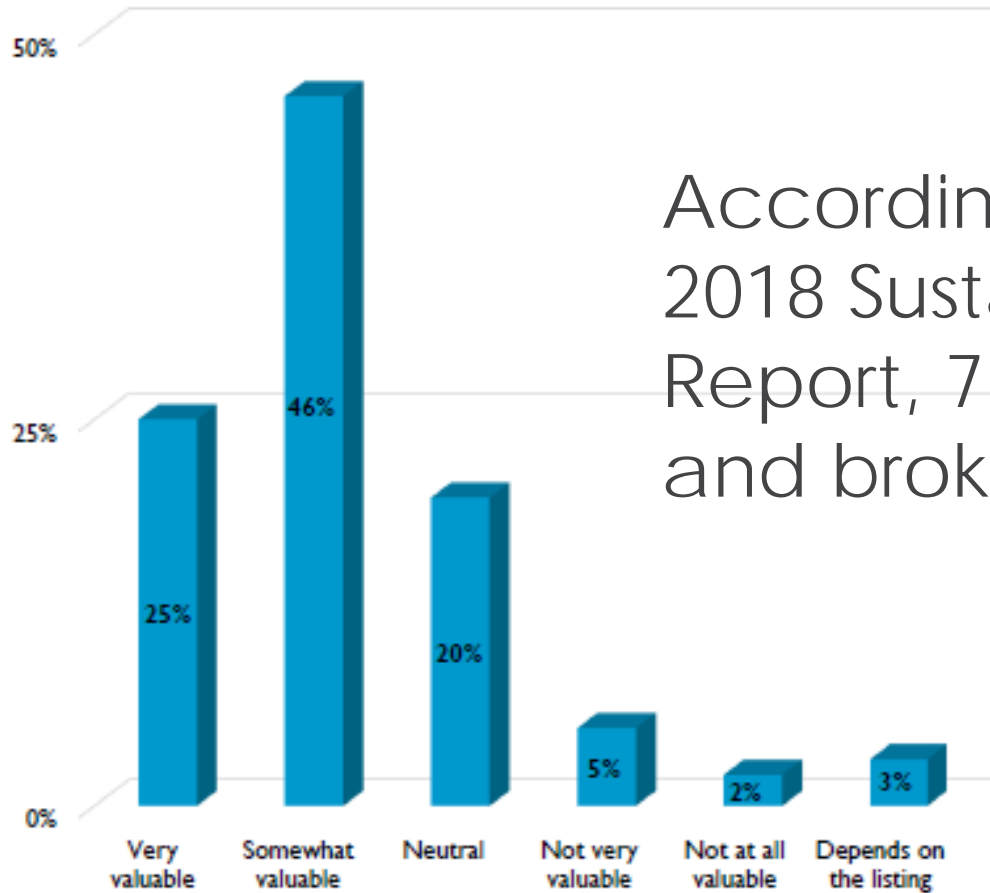
- Utilities
- Research institutions
- State and local governments
- Energy efficiency-related businesses

As the key resource and champion for energy efficiency in the Midwest, MEEA helps a diverse range of stakeholders understand and implement cost-effective energy efficiency strategies that provide economic and environmental benefits.



# Do These Upgrades Matter to Buyers?

Value of Energy Efficiency Promotion



According to NAR's 2018 Sustainability Report, 71% of agents and brokers think so.

Source: REALTORS and Sustainability 2018 Report .

# Energy eCompliance Tool

- In 1987, the City of Chicago passed an ordinance that required the disclosure of gas bills when residential properties were sold or leased.
- Energy eCompliance is a tool within connectMLS that allows:
  - Real Estate agents to easily comply with the City of Chicago Energy Cost Disclosure Ordinance by auto-populating residential listings with utility data
  - Owners of energy efficient homes to highlight the monetary benefits of the upgrades they made
  - Potential buyers to have an integral piece of info regarding the total cost of home ownership
- How does it work?
  - When creating a listing for a home in Chicago, the agent enters the homeowner's utility account number into the tool. Once submitted the estimated energy costs for the year are automatically entered.

# Energy eCompliance Tool (Con't)



# Available Programs and Rebates

- Local utility companies such as Nicor Gas, Peoples Gas and North Shore Gas offer rebates for qualifying products and measures that you or your clients can take advantage of.
- Rebates on air sealing, insulation and duct sealing range from \$300 - \$500.
- Smart thermostat rebates and lighting discounts are also available.
- For more information, visit:
  - ComEd – [www.comed.com/waystosave](http://www.comed.com/waystosave)
  - Nicor Gas – [www.nicorgasrebates.com](http://www.nicorgasrebates.com)
  - Peoples Gas – [www.peoplesgasdelivery.com/home/rebates](http://www.peoplesgasdelivery.com/home/rebates)
  - North Shore Gas – [www.northshoregasdelivery.com](http://www.northshoregasdelivery.com)

# Free Home Energy Assessment

ComEd

- An Energy Advisor performs a walkthrough of your home to install free energy saving products, and identify additional ways to save
  - Free LED light bulbs
  - Free programmable thermostats
  - Free low-flow showerheads and faucet aerators
- Single-family homes, two-flats and condos are eligible.
- <https://www.comed.com/WaysToSave/ForYourHome/Pages/SingleFamily.aspx>



# Smart Grid and Related Programs





# What is the Smart Grid?

- What is “the grid”?
  - “The grid” refers to the network of transmission lines, substations, transformers and more that deliver electricity from the power plant to your home or business that make up the electric grid.
- ...so what about the “smart” grid?
  - Consists of controls, computers, automation and new technologies and equipment working together. This allows for a two-way communication between the utility and its customers.

Source: [www.smartgrid.gov](http://www.smartgrid.gov)



# What are the Benefits of a Smarter Grid?

- Dependable service
  - Quicker restoration of electricity
  - More frequent transmission
- Saving money
  - Supports better pricing options
  - Reduces operations and managements costs for utilities, resulting in lower prices
  - Reduces peak demand
- Saving energy
  - Can integrate wind and solar power
  - Increase energy efficiency opportunities
  - Optimizes grid operations
  - Provides energy usage data
- Improved security
  - More resiliency
  - Allows for greater amount of distributed generation that is more resistant to natural disasters and attack

Sources: [www.smartgrid.gov](http://www.smartgrid.gov)

Smart Grid Consumer Collaborative, 2017. Effective Communication with Consumers on the Smart Grid Value Proposition.



# What is a Smart Meter?

- Device that records energy usage in real-time and communicates that information to the utility company for billing and general monitoring.
  - Enables two-way communication between the building or home and the utility company
- Benefits of a smart meter
  - More accurate bills
  - Better understanding of your energy consumption patterns and overall usage



# Hourly Pricing Programs

- Offered to residential customers of ComEd
- Electricity prices are based on actual market price, depending on demand (Basic Electric Service – Hourly Energy Pricing)
  - Price varies hour to hour
- Allows customers to take advantage of lower priced hours by shifting their electric usage to different times of the day
- Customers can manage their electricity costs by using energy wisely during hours when prices are higher
- Participants have saved more than 15% off the electricity supply portion of their electricity bill
- Prices for the following day are available every evening at 5 pm
- ComEd customers - Sign up at [www.hourlypricing.comed.com](http://www.hourlypricing.comed.com) or by calling 888-202-7787

# ComEd's Hourly Pricing Program

- [ComEd's Hourly Pricing Program](#)



# Peak Time Savings and Rewards

- ComEd's Peak Time Program
  - Customers with a smart meter are eligible
  - Once enrolled in the program, utilities notify customers of "peak" days, or days when they anticipate high electricity usage
    - Customers who take action receive credit on their bill
  - No cost to enroll in program
  - No penalty for customers who enroll but do not participate
  - Occurs between June 1<sup>st</sup> – September 30<sup>th</sup> of each year
  - ComEd customers - Enroll at [www.comed.com](http://www.comed.com) or call 844-852-0347

# ComEd's Peak Time Savings

- [ComEd's Peak Time Savings Program](#)



# Next Steps

- **Stand out from other realtors.** If a client buys a home with a smart meter, be sure to inform them of the benefits associated with it and relevant programs they can take advantage of.
- **Stay engaged with past clients** by making them aware of the utility programs we spoke about today.
- **Easily stay in compliance** with the City of Chicago's Energy Cost Disclosure Ordinance by using the eCompliance tool.
- **Consider taking advantage** of utility rebate programs yourself!
- **Reach out to MEEA staff** if you have any questions or would like more information.



Thank you!

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