



Seattle Real Estate News

Green homes selling faster, for more

Homes certified as environmentally friendly are selling faster and for more money than other homes in King County, according to a new analysis.

Seattle's GreenWorks Realty looked at sales for the nine months ending May 31 using statistics from the Northwest Multiple Listing Service, which added green features fields to its system in June 2007.

New houses with third-party green certification – such as Built Green, Northwest Energy Star Homes and LEED for Homes – **sold in 18 percent less time and for 37 percent more per square foot** than non-certified houses, GreenWorks said. Green-certified condos sold 10 percent faster and for 28 percent more per square foot.

Certified houses accounted for about 17 percent of King County house sales and 19 percent of condo sales in those nine months. The analysis did not ask buyers what factor certification played in their purchase decisions.

"This is good news for our kids, our communities, our planet," GreenWorks founder Ben Kaufman said in a news release. "This information encourages savvy remodelers and builders to make green a priority."

Previously, the idea that people would pay more for green homes was mostly based on surveys and expectation, said Aaron Adelstein, executive director of Built Green of King and Snohomish Counties. "Now we have the first hard data to back up what many of us have believed for a long time – green homes have greater value."

Green construction can conserve energy and water, improve indoor air quality, reduce construction waste and replace some materials with others that are better for the environment.

Posted by **Aubrey Cohen** at July 1, 2008 1:20 p.m.

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