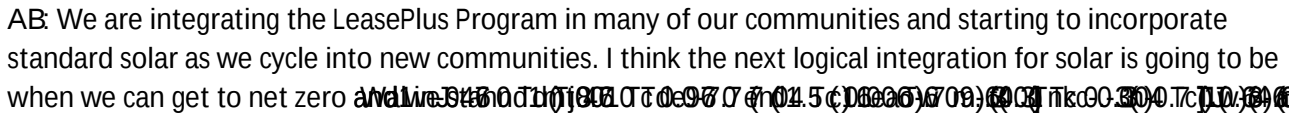
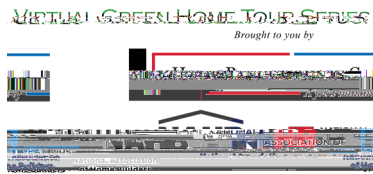


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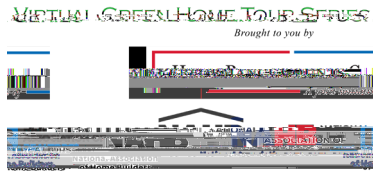
AB: As far as realtors are concerned, it's all about education. Understanding the process, understanding the different types of programs in the marketplace. The GREEN designation from the National Association of Realtors teaches realtors about home performance but also how do you position a high-performance home, how do you represent the buyers, and the sellers?

Q: Can you explain more about the GREEN Realtor designation?

AB: The National Association of Realtors has been offering the green designation since I think about 2009. It's one of several designations realtors are able to obtain. Through the course of a two day education program, a realtor will learn about what makes a home perform better and be more energy efficient – not too technical but enough to become knowledgeable. We are selling homes as realtors – the better you understand how a home works, the better you can talk to customers about energy efficiency and integrated solar, etc.

But the key part of that education is taking that information and turning it around. How do you position that building science as features and benefits to a homeowner? How do you more effectively and properly list these features, how do you best utilize the MLS fields that are available to you? How do you represent a seller with one of these homes? How do you represent a buyer looking for this type of home? Filtering the MLS fields for solar, Energy Star and so on.

Comments in the agent to agent notes, subject to T5.030 Pe42 0 Td050.2:02 TTc 0.2005 w p9



Q: Final question: The Las Vegas market has a lot of transplants from the East and Midwest people moving from California. How do you talk to customers from other parts of the country about the importance of how these homes are being built to operate in your climate?

AB: I get to speak to many Lennar customers as the Sunnova representative. Sometimes having solar built into the house is new to them and I talk to them about utility savings and clean energy and the pathway towards energy independence. People really want to know if it is going to save them money.

PP: You see where they are coming from. For example, if they are used to seeing lots of green grass in their yard we need to educate them on why they aren't going to see that here and why you don't want it. But number one, everyone loves to save money. So, everything that we include in our homes and everything we talk to saves money in some way, whether it's water, solar, heating gas or the tightness of our home build. Our customers get to see it in construction during our 'Dusty Shoes' tours and we talk to them more about it so by the time they are ready to close on their new home, they are excited about the opportunity they have for that home.