**HVAC Sales by Technology for New York State**

Summary of Secondary Research

Gas furnaces dominate the market in NY at more than 2x the sales of gas boilers and about 5x the sales of ductless heat pumps for the period 2013-2015.

<table>
<thead>
<tr>
<th>Technology Type</th>
<th>2013 NY</th>
<th>2014 NY</th>
<th>2015 NY</th>
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</thead>
<tbody>
<tr>
<td>Furnaces, Natural Gas</td>
<td>35,371</td>
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<tr>
<td>Furnaces, Fuel Oil</td>
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<td>25,246</td>
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<tr>
<td>Boilers, Natural Gas</td>
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<td>81,664</td>
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<td>Boilers, Fuel Oil</td>
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<td>Ducted ASHP</td>
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<td>Ductless ASHP</td>
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Gas furnaces are the largest portion of the HVAC heating market at about 4x the DMSHP market for NYS, and growing annually. In both NY and the NE, the sales of boilers and oil equipment is essentially flat. Both gas furnaces and ductless heat pumps are growing in each region, but not at the pace of gas furnaces. Ducted ASHPs are growing in NY but not in the NE.
Ducted and Ductless Air Source Heat Pumps Sold in New York State and the Northeast (w/o NY) 2013-2015

Total of about 180,000 ducted and ductless heat pumps in NY and NE 2013-2015.

NE: About 74,000 total ducted and ductless over the three years.

NY State: About 107,000 over the three years (about 45% more than NE).

NY ductless: about 31% more than NE.

Follow the bar chart:

- New York State:
  - 25,246 ducted
  - 81,664 ductless
  - Total of 106,911

- Northeast:
  - 11,424 ducted
  - 62,348 ductless
  - Total of 73,772
Sales of ductless systems continue to grow 2013-2015 in both NY and the NE. However, sales of ducted systems in the NE is essentially flat. Over the three year period sales of ducted and ductless products grew just under 50% (47%) from 48k to 70k systems.
Air Source Heat Pumps, Ductless - Number of Sales by SEER 2013 -2015 for NY State and the Northeast (w/o NY)

Summary of Secondary Research

Most ductless units in NY (about 8800/year) are SEER 18. In recent years, we have seen an increasing number of high SEER units and it is the most dramatic growth area. NE sales of high-SEER units (likely inverter/cold climate units) that even exceeded NY high-SEER sales, likely due to programs in other states in the NE.

Highlight - In recent years, most dramatic growth area has been at highest SEER levels
Highlight - In recent years, most dramatic growth area has been at highest HSPF levels.

Similar trends with high-HSPF ductless models in recent years, especially in NE, likely driven by inverter/cold-climate equipment, incentivized and promoted by programs.
Air Source Heat Pumps (Ductless) Sales by Capacity, 2013 - 2015 for NY State

Trends are similar for NY and the NE: Most units sold are 1, 1.5, 2 and 3 tons, with a drop at 2.5 and very few over 3 tons.