

One-to-Four Family Homes

Home Performance with ENERGY STAR[®]

One to Four Family - Audit Status (as of 12/1/2011)

	Totals	Goal/Budget
Audit Applications	17,466	NA
Average Number of Applications Per Month	1,519	NA
Approved Applications for Free Audit	14,966	NA
Approved Applications for Reduced Cost Audit	1,294	NA
Total Approved Audit Applications	16,620	NA
Scheduled Audits	12,438	NA
Completed Audits	10,842	46,000
Projects Contracted	3,252	NA
Projects Completed – 1,601 Market Rate and 622 Assisted	2,223	15,000
Audit Funds Invoiced	\$2,506,800	\$11,596,000

The 2,223 completed projects since program launch November 15, 2010 are associated with a free/reduced-cost audit.

The 2,223 completions attributable to GJGNY audits represent 30% of the 7,329 Home Performance project completions since the launch of GJGNY in mid November 2010. This number continues to raise with 76% of the 412 project completions in November that were eligible for a GJGNY audit originating from a GJGNY audit.

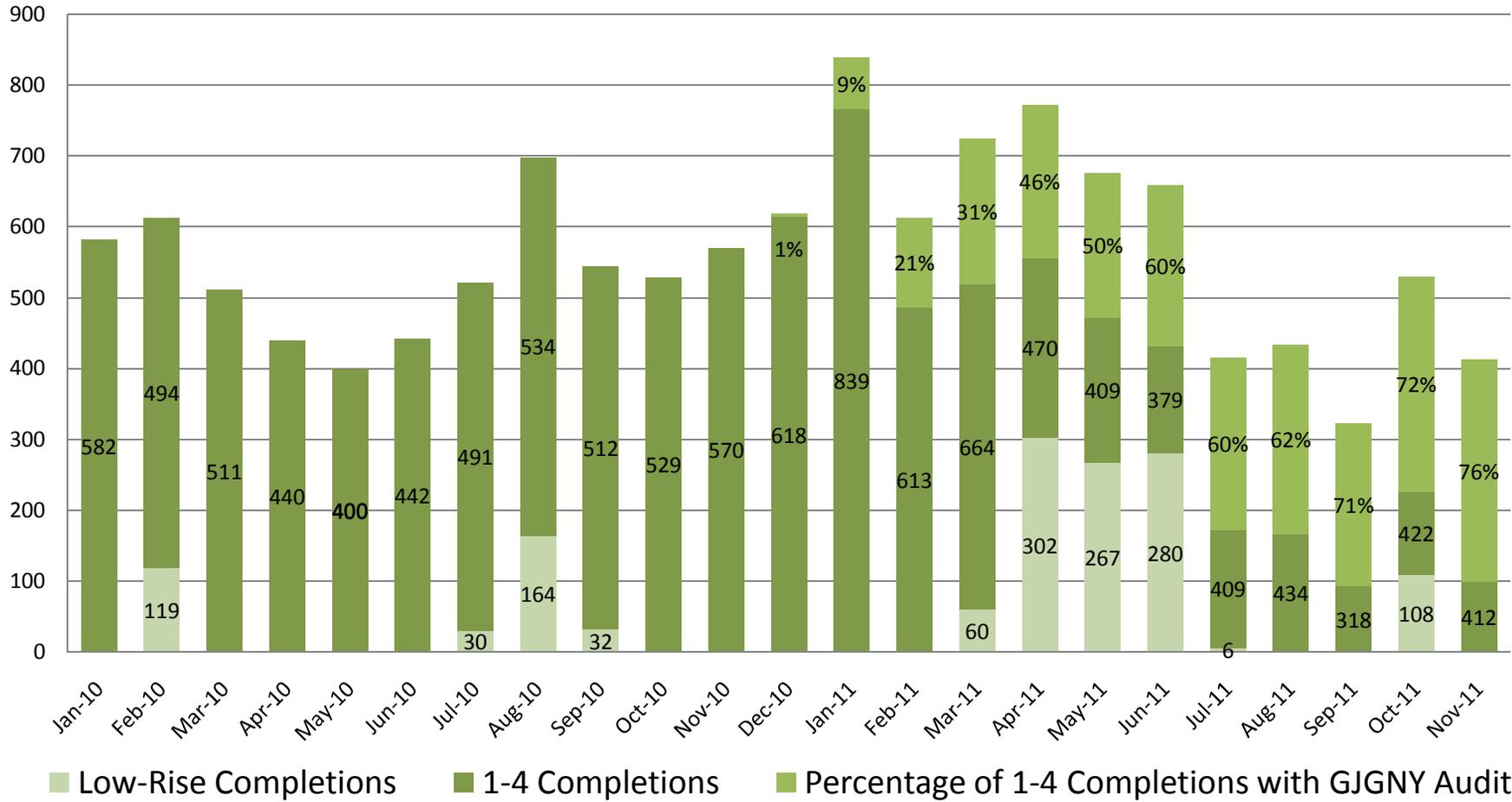
Contractors have reported demand for GJGNY sponsored free/reduced-cost comprehensive home assessments continue to be strong and the conversion from audit to energy retrofit is higher than anticipated.

The Program received 2,163 audit applications in November representing a 42% increase over the monthly average of 1,519.

The current conversion rate from completed audit to project contract is 30%. Several contractors report greater than 50% conversion rates.

28% of the November project completions were for Assisted Home Performance customers.

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2010 completions totaled 6,468 units.
 2011 year-to-date completions total is 6,394, which represents a 9% increase compared to this time period in 2010.