

# GREENWICH CITIZEN

## Real Estate

Friday, June 14, 2013

### **Does going 'green' really matter to buyers/sellers?**

Monica Collins, a realtor with Anderson Associates in Greenwich for 11 years, spoke about the importance of "green" in the Greenwich market.

"Many buyers and sellers in Greenwich are educated as to the benefits of a 'green house,'" says Collins. "They are not only aware of how it is better for the environment, they know the significant financial benefits, as well. I love it when my buyers ask me 'green' questions. They know efficient appliances, windows, lighting and other household equipment will lower electric bills and that proper insulation and air sealing keep your heating and cooling costs down."

"We have buyers who are delighted when they find appliances offering the EPA's energy star qualification. They care about their carbon footprint!" Collins adds.

"We have also found that our sellers are smart when they are upgrading appliances. They tend to lean toward the energy-efficient products. They are familiar with the hydro air heating systems, energy-efficient windows and complete loop plumbing too," says Collins. "They are aware that future buyers are looking for these in home appliance upgrades, renovations and new construction."

"I think," says Collins, "that investing in these green elements now will increase a home's value. We know this is the wave of the future."

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