

Green Homes

Living in the Future - Today!

Interview by David DeLozier

Photos supplied by Select Sotheby's Realty

An interview with Jane Sanzen and Deborah Andersson of Select Sotheby's Realty, representing the unique homes at Louden Ridge, built by Capital Construction.

Beginning with its establishment in 1744, the Sotheby's Auction House earned a reputation in the valuation of fine possessions. Continuing this fine tradition in exceptional real estate and professional seller services, brokerages within the Sotheby's International Realty network represent many of the world's finest houses and estates. Sotheby's has relationships with a national and worldwide community of expert real estate professionals. Sotheby's Select of Saratoga sells a lifestyle...Jane and Deborah specialize in offering properties with a green lifestyle; their goal is to help the discriminating buyer to make the right decision when seeking a low-impact home. Jane and Deborah have earned their Green Realtor designation; the one approved by the National Association of Realtors. By doing so they are members of the Green Resource Council - providing them with the growing body of information regarding sustainable building

practices, materials, design considerations, statistics, and ongoing education.

Eco-LOCAL Living: The term "green building" is being thrown around a lot these days. What exactly is a "Green Building"?

Jane and Deborah: Simply put, green building is about building it right the first time; making it durable, long lasting, low maintenance, energy efficient, and healthy for the environment as well as the people who populate it.

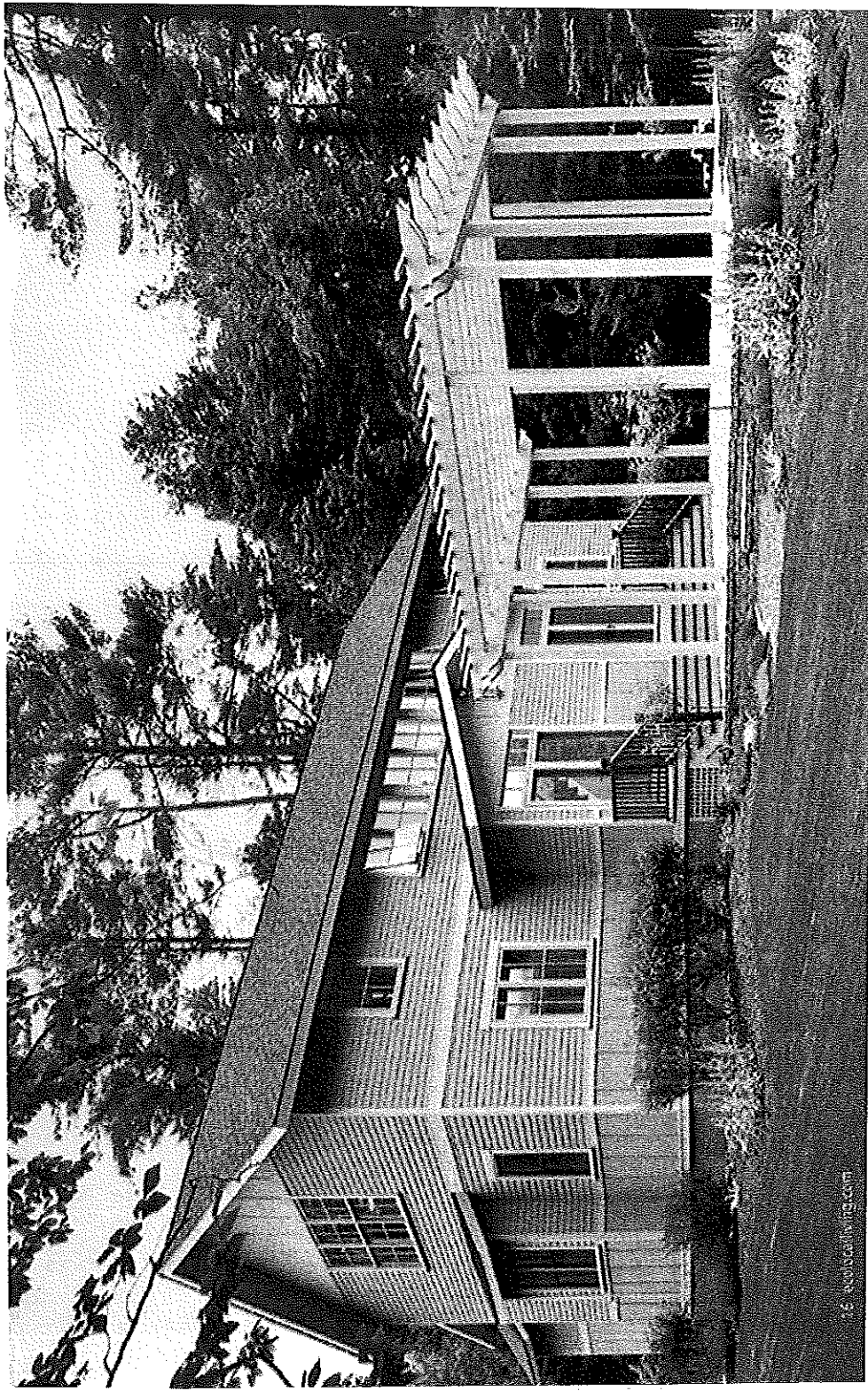
ELL: There's a belief that green homes cost more. Why is that, and what are the benefits to the homeowner by "going green"?

J&D: Green building is a whole system approach which reduces environmental impact and improves the health and safety of the occupants. It provides features that ensure a healthy environment-such as the use of fewer materials which could undermine our health - like the use of low VOC paints, or wood and

stone flooring- or the addition of a Heat Recovery system (HRV) which distributes fresh air in and expels stale moist air out. A Green Home should be durable and designed with efficient systems like energy star appliances and very efficient heating system, cellulose insulation, or simply the proper siting of the house to take fullest advantage of the sun's light and heat. Greater conservation is achieved by the use of recycled products such as fiber cement board which is made from recycled concrete. These types of features provide health, value and conservation benefits to the owner.

ELL: So a green home has a lower operating cost in the long term. With energy costs continually going up, that's a huge advantage! Are there other advantages?

J&D: The lifestyle advantages of living in a green home include healthy indoor environment, and value in long term durability





and energy efficiency. The homes of Louden Ridge are also extraordinarily beautiful which clearly provide more subtle advantages.

ELL: With those benefits, I'd say that everyone should own a "green" home. Do you see the demand increasing for this type of construction?

J&D: Green is officially "mainstream" - according to the Green Resource Council, 69% of the population is seeking green products and 76% perceive that green products are of a higher quality. Buyers are evermore concerned with energy efficiency, energy independence, and environmental issues facing the planet. They wish to have their homes be a reflection of their values. Also the benefits of living in a healthy environment are of growing interest, especially to young families.

ELL: Sotheby's has teamed up with one of the area's leading green builders, Capital Construction, to market their unique homes at Louden Ridge in Wilton. What makes this relationship unique?

J&D: There is an ever increasing interest in sustainable building principles and energy conservation as well as health benefits of green home environments. Sotheby's representation of the environmentally responsible homes of Louden Ridge in Saratoga Springs is an example of their commitment to this emerging market.

ELL: So, for those people who are seeking out these unique homes - do they need to find a special real estate agent to help in their search?

J&D: Agents with a green designation are uniquely qualified to address this fast growing real estate market -They can provide knowledge, leadership, and understanding of Green real estate principles. The National

Association of Realtors Green Designation sets us apart, and indicates to the consumer that we are committed to the growing and positive force behind the Green Building movement. An agent with a Green Designation can tell the story of our product that helps to protect our world- communicate an understanding of green building practices, and make the connection between green building and value/benefits & performance.

ELL: What's your prognosis for the future - will most homes in the future be built with green technologies, or will this remain a specialty niche?

J&D: Sotheby's and Capital Construction and the future: Select Sotheby's International Realty represents unique and distinctive properties in the upstate region at large. We are so proud to

offer the brilliantly designed homes of Louden Ridge and provide our customers the possibility of an exceptional lifestyle with these properties. We feel that our commitment to the highest quality of service, marketing, and relationships is the perfect match for the fabulous work of Frank Laskey of Capital Construction. We anticipate more demand for high quality Green Homes in the future. There is certainly a greatly increasing interest in conservation, and a greater commitment to protecting the environment and preserving natural resources for future generations. The future is what "green homes" are really all about.

For more information about the homes at Louden Ridge, call Jane (pictured below) at 526-6056 or Deborah at 496-0237 (bottom left), or go online to sothebysrealty.com.

