

NYREALTY

This newsletter brought to you by the New York Oil Heating Association, Inc. and the National Oilheat Research Alliance



The Big Green Apple

When you show a New York City home, during or after October 2017, that uses [Bioheat® fuel](#), you can tell your buyers that they will be enjoying a heaping helping of biodiesel – five percent biodiesel to be exact! A new standard for New York City is increasing the minimum volume of renewable biodiesel in all heating oil sold in NYC from two percent to five percent.

Not only is this a big step in the right direction for the city and all its residents, but also for our planet! With more renewable resources heating New York City homes, there will be fewer greenhouse gas emissions, and heating equipment will perform more efficiently. To give you and your clients an idea of how beneficial Bioheat® fuel can be, studies show that the environmental impact this will have on air quality would be equivalent to taking 45,000 cars off the road!

Your clients can enjoy the benefits of a cleaner fuel firsthand – what's more, New York City has already begun to influence other regions to take similar steps. On September 13, 2017, Governor Cuomo signed into law the legislation that would match the B5 standard for Nassau, Suffolk and Westchester counties as of July 1, 2018! With NYOHA's support, Bioheat® fuel can change the way homes are heated for the better.



Upgrade & Save – NYC Energy Efficiency and Safety Rebate

You may get some questions about heating from your clients. “Why should I upgrade my heating equipment before I sell my home?” Or, “why should I buy a home with such an old furnace or boiler?” These are valid questions, and the answer is as simple as “money!”

Through the [Upgrade & Save – NYC program](#), homeowners can earn money back on various upgrades to their heating system:

- ✓ **\$500** for the replacement of an existing oil-fired furnace or boiler to a higher efficiency model.
- ✓ **\$200** for the installation of an aboveground oil storage tank to replace an aboveground or underground tank.
- ✓ **\$100** for upgrades to an oil burner and controls.

With these incentives in place, homebuyers can earn money back when they purchase a new home and upgrade its old heating system. The new equipment will also lower their heating costs every month. And, those selling their homes who have upgraded can ask for a higher price because of the new equipment, as it will make their home more attractive to buyers.

NYOHA's dealer members can get all you the information you need when it comes to buying and selling homes that use Bioheat® fuel. If you have questions, our [dealer members](#) have the answers!





You Know Who to Call!

NYOHA's Bioheat® fuel [dealer members](#) are always here to support you when it comes to assuring your clients that a home heated with Bioheat® fuel is the right place for them. Do you need the help from a local dealer? Feel free to call if:

- You'd like to schedule an equipment evaluation
- You have questions about tank replacement or abandonment
- You need a tank reading
- You have questions about a home's heating system
- You need to transfer services between homeowners
- Your client has questions about the benefits of Bioheat® fuel

Bioheat® fuel providers are not just partners with homeowners, but with real estate professionals as well! They'll answer any questions you or your clients may have, and help you make the sale!



Properly Buried Treasure

The proper abandonment of an oil storage tank can prevent problems further down the line, and since the current homeowners are responsible for the tanks on their property, it's important they know their options when it comes to oil storage tank abandonment or removal.

Tank abandonment is often a less expensive, but equally acceptable, option compared to having the tank completely removed. The steps for proper tank abandonment are:

- The oil storage tank is uncovered so that the top of the tank is exposed, which is then cut open to access the tank.

- The remaining oil and sediments in the tank are removed.
- The empty tank is backfilled with sand to prevent collapses or sinkholes.
- All fill pipes are disconnected, removed or blocked with concrete to avoid accidental delivery attempts.

As long as the tank is abandoned correctly, there shouldn't be any future issues. Another option homeowners can take is the complete removal of the tank as well. The steps to removal are similar to those of abandonment except the tank isn't left on the property. This method may also increase the value of the home.