2017

Las Vegas: Market Potential Jury Feedback

Solar Decathlon Jury

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Hello Las Vegas,

Please find below some brief comments and feedback provided by the Market Potential jury for Solar Decathlon 2017. Note that this feedback is meant to be illustrative of their thoughts, but is not, and cannot be, comprehensive. The jury’s ultimate decision and scoring result from a compendium of information and considerations, both of your pre-event jury deliverables and the on-site project and tour.

As juries are inherently subjective, the Solar Decathlon organizers are not able to provide further clarification or feedback beyond what is included here. Similarly, as indicated in Rule 2-9: Protests, the opinions of a jury cannot be protested. Only factual errors and mistakes may be protested.

Thank you for all of your work and continued engagement in this project.

Joe and the Solar Decathlon Organizers
The jury had some confusion around the target market for this home. The jury felt the home was designed for a market segment 15-20 years older than the age bracket discussed. More generally, however, the details were very well thought out and on point. The daylight, outdoor space, accessibility and focus are appealing. Extensive/additional interviews with target clients would help inform design elements. The jury found the price point for this home to be somewhat in conflict with the target market.

In accordance with the Rules, Appendix B-1, Phase 3: Deliberation, the jury considered the following 4 classes for the evaluation criteria. Occasionally, the jury may have chosen not to leave a class-rating for a particular criteria. The use of classes was entirely optional by jurors.

Class #1: ECLIPSES contest criteria 91% – 100% of available points
Class #2: EXCEEDS contest criteria 81% – 90% of available points
Class #3: EQUALS contest criteria 61% – 80% of available points
Class #4: APPROACHES contest criteria 0% – 60% of available points

Team Name
Las Vegas

To what extent could the design and integrated design elements positively impact the U.S. residential energy efficiency and renewable energy industry?
Eclipses

How successfully do the competition prototype house, material, equipment, and design details demonstrate exterior and interior appeal for the target client?
Equals

How effectively does the team use sustainability features and strategies to make a positive contribution to the marketability of the house to the target client?
Equals

How effectively does the team demonstrate the market need for the competition prototype house and associated components?
Approaches

How well do the design details support a safe, functional, convenient, comfortable, and enjoyable place to live?
Eclipses

How successful is the design of the house’s lighting, entertainment, and other controls?
Equals

How successfully do the design details of the competition prototype meet the unique needs and desires of the target client?
Approaches

To what extent does the house offer a cost-effective value to the target client? To what extent is the cost effectiveness supported by reasonable and complete market analysis?
Equals

How do the sustainability features integrated into the competition prototype enhance the home’s market value?
Approaches

How successfully was cost effectiveness considered in design decisions?
Approaches

To what extent does the estimated competition prototype cost align with market needs and expectations?
Equals

How effectively do the reviewed deliverables provide sufficient quality and detail to enable a general contractor to estimate and build the design as it appears on the competition site?
Equals

How challenging would the competition prototype be to construct successfully? How successfully does the design respond to the target site, client, or climate?
Exceeds

How successfully does the team cost estimate reflect the competition prototype house as it appears on the competition site?
Exceeds