

Why the Majority of Homeowners Are Installing Ductless

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The vast majority of homeowners are ripping out their central air conditioning systems (old inefficient technology) and installing ductless cooling and heating systems (advanced technology) for a long list of reasons.

After displaying our best performing Mitsubishi ductless heat pump systems at home shows and other events for over a decade, we've had the unexpected benefit of seeing many of our great customers once again after the installation and their feedback has been invaluable. We hope that sharing this feedback with you will help guide you to making a sound investment in your home and life that will bring you comfort and confidence.

Based on years of this friendly customer interaction, we feel the best way to answer the "Why" question is by asking:

Why don't some homeowners install ductless?

Because they didn't know! They didn't know about the ductless systems various capabilities and how it impacts their comfort, operating costs, and environment in a remarkable way.

Why didn't they know?

1. They were uninformed and therefore assumed ductless was just another type of room air conditioner.
2. Contractor misguidance. Expecting to be guided by a professional, the homeowner was not presented with details of all of the ductless system benefits, but instead directed toward a system that suits the contractor.

Essentially, once a homeowner learns about how the Mitsubishi ductless heat pump systems impact their comfort, operating costs and environment making the decision becomes a “no brainer,” they buy it and use it all year long!

Dependable & Stable Performance



The Tortoise & the Hare

Slow and steady wins the race! This operating philosophy is the core foundational reason why homeowners have such an impactful experience with Mitsubishi technology as compared to central air systems and window or wall room air conditioning units. Ductless mini split systems start softly, which causes them to draw 78% less electrical current on start up.¹ If you think about how many times throughout the day your central air system or room air conditioner starts and stops that can account for a lot of dollars and trees saved  if you make the switch. Additionally, you lose up to 40% of your energy by having a central air conditioning system in a hot attic.

After the soft, quiet, and efficient start up, and by way of various internal temperature sensors, the system assesses your temperature needs and adjusts itself to provide you with consistent cooling or heating throughout its performance.

Mitsubishi ductless technology may appear to be new, but it's been used in the United States for over 50 years. Before becoming popular in the residential market, Mitsubishi ductless air conditioning systems were used in critical climate control environments such as hospitals, computer rooms and server rooms because of their dependability. The innovators of ductless technology, Mitsubishi, and their Japanese engineering disciplines for quality and efficiency provide the most dependable systems on the market. This is a crucial benefit to consider, since you'll want to ensure that your system is going to perform when you need it most - when it's 95 degrees outside!

“The consistent modulation results in more humidity removal and consistent temperature control, thereby creating equilibrium within the space. This is what has homeowners so enamored about these systems.”

Similar to cruise control in your car, this consistent performance is truly a game changer and responsible for turning homeowners into raving fans. Consistent dehumidification, consistent air filtration, and consistent heating and cooling are some of the many attributes that have homeowners so enamored by these systems.

When it comes to our comfort, we live in a variable world since the conditions, such as temperature, humidity, and internal heat gain change around us all the time. Mitsubishi ductless systems match that variable world by giving us only what we need, when we need it most without waste.

Let's take a closer look at the many great benefits these systems provide:

**Three Operating Settings: Cooling, Heating & Dry Mode.
The ability to select these different settings along with the modulating performance will keep you comfortable no matter what the weather is.**

Dry Mode (Constant Dehumidification)

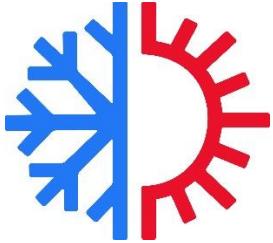
Although ductless systems can cycle off, they do their best to avoid doing so. This strategy not only lowers your operating costs, but provides relatively consistent dehumidification in both cooling and dry mode settings. The dry mode setting makes ductless systems a perfect fit for basements without having to empty water and live with the excessive heat buildup from a commonly used standalone dehumidifier. Although they do not actually sense humidity, their colder coil temperatures and slow and steady air movement rings the moisture out of the air. The results alleviate homeowners of having to manage their dehumidifiers.

As a result of the consistent cooling and dehumidification, Mitsubishi's incredible ductless heat pump systems can remove over 1 quart of water per hour.ⁱⁱ The consistent performance causes the humidity and heat to be pulled toward the unit, which is the reason why the remote rooms maintain a consistent temperature compared to the rest of the house.

In comparison, traditional central air systems and room air conditioners cycle on and off all day long, similar to driving your car in city traffic, accelerating and braking all the time. Point blank, when you go into an off cycle, which is quite often with this old technology, the system is not dehumidifying and allows the humidity and temperature to build back up again thereby causing frustration with temperature swings, hot & cold spots, and humidity issues.



Consistent Cooling & Heating



Choose your setting: cooling, heating or dry mode, set the temperature where you want and the system will essentially cruise along and adjust itself to keep you at the temperature you want without even knowing it's on.

Think about your living areas on those high heat gain days when you have a house full of people and it's 95 degrees outside.

Central air conditioning runs at one capacity and only gives you a fixed amount of air out of your grilles all the time so you're going to be warm. Mitsubishi ductless air conditioning systems sense that heat gain and rise to the occasion to increase their output when you need it most, keeping you and your guests comfortable, then slows down as the heat gain dissipates. Again, keeping you at your desired temperature while dehumidifying and removing over 1 quart of water every hour.

*“Own a system that works,
from a company you can trust.”*

Constant Air Filtration & Temperature Control

Individual Room (Zone) Control - Set each room to a different temperature or have one room on and another off. This zoning feature saves energy by not cooling or heating the rooms that you're not using and also ensures consistent comfort throughout the house.



Bring on The Heat

The heating feature is exceptional as reported to us from many homeowners who initially said they won't use the heat. Yes, our home shows and other exhibits where we display our trusted services and great Mitsubishi products have taught us a lot and we are happy to share the feedback with you.

"Mitsubishi Hyper Heat Pump systems are used as a primary heat source and becoming more popular due to the world's big push toward electrification. The advent of solar panels, solar roofs, solar windows, wind farms, etc. provides the electricity to run our Hyper Heat systems allowing us to be independent of oil and gas."

First, this technology does not use expensive electric resistance heat. In a nut shell, Mitsubishi has two types of heat pump systems. One is designed for supplemental heating and the other for primary heating: Hyper Heat. 🔥

Both types of heat pumps deliver heat in the same manner, but the Hyper Heat will maintain its heat output down to lower outdoor air temperatures. Mitsubishi

Hyper Heat Pump systems are used as a

primary heat source and becoming more popular due to the world's big push toward electrification. The advent of solar panels, solar roofs, solar windows, wind farms, etc. provides the electricity to run our Hyper Heat systems allowing us to be independent of oil and gas. This push for sustainability has generated large state and local rebate incentives for installing a Mitsubishi Hyper Heat in your home.

OK, now the best part about the heat: the consistent warmth that it delivers. Similar to the cooling mode performance, Mitsubishi ductless heat pump technology delivers a consistent flow of medium temperature air, avoiding drafty annoying temperature swings experienced with outdated systems that cycle on and off all day long wasting fuel and electricity.



Air Filtration

Inefficient and older air conditioning systems cycle on and off all day long. This old technology ONLY filters the air in your home when the system happens to be running.

The trouble is that these systems run less during high pollen season because the outdoor temperatures are lower, which is when you need the filtration the most.

In addition, if the system is not running, the air is not moving. If the air is not moving, we can't get a true sense of the temperature in your home in order to properly keep you comfortable.

This leads to temperature and humidity swings that most people do not like. A way to avoid this if you have the old technology is to run your fan continuously, but the downside is the extra electricity costs to run the fan at full speed all the time.

While Mitsubishi ductless heat pump systems constantly filter and clean the air, it is also constantly sensing the room temperature. As the temperature in your home changes due to doors opening and closing, turning on the oven, kids coming in and out, etc. our system SLOWLY modulates and adjusts its output to keep you at your set-point.



Easier & More Effective Maintenance

All air conditioning systems require annual maintenance including chemical coil cleanings. Every air conditioning system has a cooling coil in a dark damp environment that can become a haven for dirt and mold growth. This is a reality that is often overlooked. Whether you have a room air conditioner, central air conditioning, or ductless mini split, annual maintenance is highly recommended to maintain system performance, reliability, and good indoor air quality.

Ductless indoor units have washable filters that can easily be removed by the homeowner, washed off in the sink, then simply re-install. It is recommended that your service provider perform other annual maintenance tasks including chemical coil cleaning and fan wheel removal if necessary. As an added benefit, Mitsubishi ductless units constantly filter your air leading to a considerable amount of dust removal from your home.

When it comes to old central air conditioning systems, you can't clean what you can't see. Some cooling coils are not accessible, you don't know the condition of or what's inside your ductwork and the costs for duct inspections and duct cleaning can be invasive and expensive. In the case of a ductless unit as mentioned above the fan wheels can be easily removed, cleaned then reinstalled. When have you ever heard of a service provider removing your central air conditioning fan wheel to clean it let alone do chemical coil cleaning? Probably never because it's too much work and in turn, too costly.

Ductless is easy to use, easy to maintain, and you don't know it's on!

The reality is that coil cleanings are rarely done until there's a problem with the system and by that time it's nearly impossible to remove all of the dirt and mold that sits deep into the coils. In many cases, after an attempt is made to chemically clean the coil, the homeowner is left with a musty smell circulating throughout the house, this is not the case with ductless.

Other than some ancillary benefits, such as not losing attic or basement storage space and not losing heat through your ceiling grilles, Mitsubishi ductless heat pump technology far outperforms traditional central air conditioning and any other type of home comfort system on the market based on homeowner feedback.

Find yourself an authorized contractor that you trust. If they are not willing to spend the time informing you of all your benefits and options to help you design a system that fits your needs and budget, then they are not worth your investment of time and money!

ⁱ Compared to 3-ton CAC

ⁱⁱ MSZ-GL18NA

