

Challenges

- Finding suitable comparable homes
- Confusing terms
- Overwhelming information
- Quantifying the value and benefits of energy efficient practices

Key Points Made Today

- Certified homes are worth more
- Financing tools are available for energy efficient retrofits
- Key development in data collection
 - Green MLS Service Tool Kit
 - Checklist will allow appraisers to QUANTIFY the market's response to energy efficient items
- Appraisal framework for a green building will not fundamentally change

Key Points- BIRA Research

- Neighborhood-approach may increase uptake of cost effective, energy efficient retrofits
- Green appraisal education and certification supported by industry advocate groups, including
 - Appraisal Institute
 - National Association of Realtors
- Appraisal need access to indicators of building performance
 - Energy models, commissioning reports, energy audits, energy benchmarking scores

Market Barriers

- Lack of objective data
 - Comparable sales, surveys of property performance, and return expectations
- Lack of common language for the description of sustainable features
- Lack of building science knowledge
- Lack of consumer access to energy performance evaluation/data
 - Lack of energy performance transparency

Market Opportunities

- Establish a data collection and tracking system
 - Implement the Green MLS nation wide
- Increase tracking of third-party certified homes
- Encourage large scale consumer acceptance for energy efficient upgrades
- Heightened collaboration among residential appraisers, real estate brokers, and homeowners
- Standardize energy performance label for homes
- Establish national workforce certifications and training standards
- Develop and support professional training opportunities

Next Steps

- Provide an educational resource for realtors and appraisers
 - Develop a better understanding of green homes
- Obtain market evidence to estimate value
- Provide guidance on enhancing data in the MLS
- Document industry feedback and report back to DOE and NREL

**Thank you for attending
the Building American Expert Meeting
on the Role of Appraisals in Energy Efficiency
Retrofit Financing.**

Questions or Comments

