



# *Lenders*

## NC Energy Efficiency Alliance

### Values Offered and Proposed Activities

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#### **Values offered by the Alliance to Home Mortgage Institutions (Lenders) are to:**

Increase mortgage security to lenders by stimulating demand and increasing the number of energy-efficient new homes.

#### **Proposed Alliance activities to support these goals:**

1. Conduct a targeted consumer outreach campaign to inform prospective homebuyers of the advantages of high-efficiency homes.
2. Meet with home mortgage lenders to gain their perspective on issue of homeowner cash flow and home affordability.
3. Conduct statewide research efforts to quantify the increased market value of high-efficiency homes and produce statistics on the following:
  - a) Cumulative-days-on-market comparison between ENERGY STAR qualified homes and conventional, code-built homes.
  - b) Sales price comparison between ENERGY STAR qualified homes and conventional, code-built homes.
  - c) The increase in cash flow for homebuyers who incorporate energy efficiency upgrades in their new home mortgage.
4. Address issues raised by the mortgage lending community concerning lending practices for high-efficiency homes.
5. Investigate state regulations to determine whether policy initiatives could be developed to help lenders account for energy savings in home affordability calculations.

#### **Requirements for Lender membership in the Alliance:**

1. Commit to seeking enhanced lending opportunities for energy-efficient homes.
2. Provide information and feedback to the Alliance on current industry practices and opportunities for growth of Energy-Efficient Mortgages or other progressive lending strategies.