

Appraisers

The focus of the Summit was stakeholder communication and collaboration. Thus, the need to pass information between stakeholder groups is of the utmost importance. A sample flow might be Home Energy Rater > Builder> Real Estate Agent/ Appraiser> Lender. If this flow is disrupted, each group should be able to competently ask for documentation on the energy efficient measures of the home. In an effort to help support the drive toward more efficient housing, Appraisers should strive to understand the energy efficient features of the homes they are appraising.

Appraiser Action Items:

- Obtain education on energy efficient construction.
- Learn about the various certification offerings available in the marketplace - ENERGY STAR, Healthy-Built Homes, NAHB Green, LEED for Homes, etc.
- Identify a champion from the appraisal community to help create a process to assist Appraisers in determining and assigning value to energy efficient upgrades in a home.
- Help continue the flow of information between stakeholders.
 - Request documentation of energy-efficient features from the Builder if none was provided.
- Support HERS on the MLS and on the tax record.
- Educate other stakeholders about the appraisal process to help increase understanding about how and where value can be assigned.
- Seek continuing education opportunities with a focus on energy efficient construction, costs and savings.
- When using the “cost approach” be sure to assign value to the ENERGY STAR qualification or other green building measures that were implemented.
- Apply a home’s “operational cost saving” to the value of a home on both the cost and market approach. For example, the average ENERGY STAR homes save \$40 a month, \$480 a year or \$14,400 over 30 years.
- Communicate with Real Estate Brokers or Lenders for additional information on the home you are appraising.
- Develop consistent national standards for appraisals through the NC Board of Appraisers.
- Work with building science experts to create an energy-efficiency value standard to become a standard part of an appraisal.
- Provide explanation of adjustment along with the submitted appraisal.
- Require education for AMCs for proper Appraiser assignment.

NCEEA Action Items to Support the Appraisal Community:

- Continue to produce and share energy savings statistics and quantification of ENERGY STAR new homes compared with code-built homes in terms of their differences in sales price and days on the market.
- Strive to raise consumer awareness and education in order to create market demand for ENERGY STAR qualified homes, which will in turn create more opportunities for appraisers.
- Implement a direct-to-consumer marketing campaign to encourage consumers to buy ENERGY STAR qualified homes. If they buy, valuation will occur naturally.
- Offer trainings on energy-efficiency
 - Promote information moving from stakeholder to stakeholder.
 - Offer trainings for local Appraisal Boards on energy-efficiency cost and savings associated with ENERGY STAR qualified homes.
- Work to become a CE provider for the appraisal industry.
- Maintain a website to serve as a source for the latest in NC energy efficiency happenings, trainings, events, building details, and a database of professionals.
- Continue to promote the HERS on the MLS and on tax records as evidence that a new home is ENERGY STAR qualified.

