

Lenders

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. It was suggested that lending institutions should strive to create and promote energy efficient mortgage products and incentives. Additionally, these offerings should be available and understood by all mortgage representatives. Below are some additional action items that came from the Summit:

Lender Action Item:

- Continue the flow of energy efficient documentation by asking for this information if it is not supplied by the appraiser or consumer.
- Share with the NCEEA the energy efficient loan programs and incentives you offer so that we may host them on our website.
 - This list will be available on our website for consumers to find your products.
- Strive to incentivize energy efficient home purchases
 - Modification of debt-to-income ratio for buyers of certified homes
 - Closing cost discounts
 - HERS score incentive (if you score 60 or less you qualify for discounts, e.g.)
 - Construction loan rate reduction for Builders who build ENERGY STAR homes
- Utilize the ENERGY STAR brand to promote mortgage products that you offer in your branches and on your websites.
- Market your energy efficiency offerings.
- Reach out to governing bodies in order to develop energy efficiency incentives.
- Require continuing education for Lenders and their underwriters on energy efficiency.
- Strive to use competent and informed appraisers and require documentation of competence.
- Create a process that incentivizes brokers and loan officers to sell energy efficient or green loans.

NCEEA Action Items to Support the Lending 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.
- Provide evidence that ENERGY STAR qualified homes have reduced operational cost and therefore could qualify for a larger loan.
- Strive to raise consumer awareness and education in order to create market demand for energy-efficient homes, which will in turn create more opportunities for lenders who have energy efficient offerings.
- Implement a direct-to-consumer marketing campaign to encourage consumers to buy ENERGY STAR qualified homes and ask for energy efficient loans.
- Maintain a website to be a source for the latest in NC energy efficiency happenings, lending products and incentives that relate to energy efficiency, and a database of professional Lenders who provide these offerings.
- Provide the necessary materials to assist policy makers in making appropriate changes to mortgage lending practices in NC.
- Collaborate with Lenders to develop Lender-specific training materials for energy efficiency.

