

# Home Energy Raters

The focus of the Summit was stakeholder communication and collaboration. Thus, the initiation and the passing of information from the Home Energy Raters to the builder, to the utility provider and all other stakeholders is of 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 energy efficiency and energy efficient measures. The Home Energy Rater should strive to serve as a wealth of knowledge on energy efficiency for homes. Below are some specific action items that came from the Summit:

## Home Energy Rater Action Items

- Initiate Flow of Documentation (home specific info such as HERS score, program certificate, appraisal addendum) Home Energy Rater> Builder> real estate agent/ appraiser> home owner.
- Provide “house specific” information to the builder that is easy to understand.
- Market energy efficiency. Social media is a free tool. Work with other groups to market affordably.
- RESNET is the Home Energy Raters governing board of sorts. Thus, we should collectively petition RESNET to market to builders.
- Develop a state association of Home Energy Raters. There is power in numbers, and having an organized body of Raters will give you a stronger voice.
- Sell yourself as a certified energy-efficiency specialist. You save owners money, and therefore you are worth the money they are spending!
- Quantify savings as a tool for Builders, even if it is a sample or contains disclaimers. This gives them an idea of how spending the extra money makes their homes more marketable and valuable.
- Develop one HERS database to be able to access HERS scores on previously-rated homes. This would be helpful in addition to having the HERS on the MLS and on public tax records.
- Take ENERGY STAR materials to permitting offices and work with them to be distributing these materials at the time of permit application.

## NCEEA Actions to Support the Home Energy Rater Community:

- Produce energy savings statistics and quantification of NC 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 efficient homes and home energy ratings.
- Perform a targeted marketing campaign to encourage the purchase of new ENERGY STAR homes.
- Continue to offer trainings on energy efficiency to Homebuilders and Realtors.
  - Promote information moving from stakeholder to stakeholder.
  - Host trainings with Home Energy Raters to educate their Builders, subcontractors, or their sales staff.
- Continue to develop a database on our website with incentives that may help offset costs associated with energy efficiency.
- Strive to assist the Home Energy Raters of North Carolina to develop a trade association.
- Maintain a website to be a source for the latest in NC energy efficiency happenings, trainings, events, building details, and a database of professionals.
- Work statewide to add ENERGY STAR qualification and the HERS score to all MLS Input sheets.
- Continue to offer our Rater incentive payment for all homes that qualify.

