

EPS, HERS, HES... OMG!

Capturing Energy Efficiency Upgrades in the Real Estate Transaction

BPI-2101: Standard Requirements for a Certificate of Completion for Whole-House Energy Efficiency Upgrades

Residential Energy Efficiency Solutions
July 10th, 2012



National Home
Performance Council

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Robin is the Managing Director of the National Home Performance Council. His work includes directing NHPC's research projects and standards- and data-related initiatives.

Prior to joining NHPC in 2010, Robin served as executive director of Hope Community, Inc., an East Harlem-based non-profit that owned and managed 70 buildings with more than 1,200 units of affordable housing.

Robin holds a Ph.D. in Anthropology from the New School for Social Research.



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- National non-profit organization based in Washington, D.C.
- Supports whole-house energy efficiency programs like HPwES
- Stakeholder organization with representation from industry, contractors, utilities, state offices, federal agencies on board of directors



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What is a Residential MPG?

- A residential MPG number would provide a simple way of describing a home's energy consumption
- Intuitive, easier to understand than detailed information about air infiltration rates, R-values, etc.



I Want My MPG

- Allows comparison
- Encourages competition
- Useful for buyers at the time of home sale



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The Holy Grail

- An MPG would facilitate valuation of energy efficiency



Boosting Sales Price

When energy efficiency is recognized as increasing the sales price of a home, owners can undertake upgrades with some assurance that they can recapture some or all of the costs at time of sale



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Real-estate valuation is not faith-based

- Appraisers and lenders respond to market
- Need *proof* that energy efficient homes sell for higher prices
- Quantification of the “contributory value” of energy efficiency necessary



The path to the Holy Grail runs through thickets of data

- To assess the contributory value of energy efficiency, data is needed on:
 - Sales price of homes
 - Energy efficiency characteristics of home
 - Other home characteristics (to ensure apples-to-apples comparisons)
- Multiple Listing Services are primary data source / repository



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Getting data into the MLS is painful

- Most MLS databases do not incorporate information about energy efficiency
- Necessary to add fields to the databases: laborious and time-consuming process
- What are the best fields to add so that energy efficiency can be captured in MLS systems?



Key Challenges

- Quantity
- Complexity
- Reliability
- Liability
- Challenges particularly great for upgrades / retrofits



Waiting for the Label

Until the national, universally-accepted label arrives...

- New BPI standard designed to standardize and promote certificates issued by HP programs
- Simple way to get information about an upgrade into MLS databases



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BPI-2101

- BPI-2101-S-2011 Standard Requirements for a Certificate of Completion for Whole-House Energy Efficiency Upgrades
- ANSI standard developed through stakeholder-driven consensus process
- Process underway: goal is completion by July 2012



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What does the standard specify?

- Standard set of data describing measures implemented
- Could also include MPG, labels, savings projections and/or consumption data
- Local programmatic customization assumed



Challenges of MLS Databases

- Address challenges of getting information into MLS systems:
 - Quantity: Large amounts of data
 - Complexity: Simple for RE agents to upload
 - Reliability: Issued by knowledgeable third party
 - Liability: Reduced as a result of third party issuance



Uses of a standard certificate

- Effective marketing tool for contractors
- Helps homeowner recapture value of energy efficiency at time of sale
- Adds value to an HP program's core product
- Preserves information about a home's energy efficiency far into the future



questions / comments

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