



RESIDENTIAL NETWORK

Network View Newsletter

News From the Field

Capturing Efficiency in Residential Real Estate Transactions

The U.S. Department of Energy (DOE) has released a new [white paper](#) that highlights how residential programs can help make home resale prices account for the value of high-performance energy efficiency features to appraisers, real estate agents, mortgage lenders, homebuyers, and sellers.

Multiple studies in recent years have indicated that energy efficiency is an important consideration for homebuyers. In fact, energy-efficient homes sell for a premium in some regions of the United States. Only when investments in energy efficiency are more accurately reflected in home resale prices, however, will homeowners be confident that efficiency investments will be recouped at resale.

Prepared by Lawrence Berkeley National Laboratory (LBNL), the white paper provides examples of programs across the United States that have successfully engaged the real estate community and overcome barriers to valuing energy efficiency in the home resale process.

Energy efficiency programs already capture data needed to make efficiency more visible and valued in real estate transactions. Program administrators can make sure this information is transmitted

More Real Estate Resources



Dig deeper into the hot topic of valuing energy efficiency in residential real estate by exploring these Peer Exchange Call summaries and Residential Network member stories:

- [“Trends in Real Estate and Energy Efficiency”](#)
- [“Connecting the Dots Between the Real Estate Market and Residential Energy Efficiency”](#)
- [“Promoting High-Performance Homes to Portland Real Estate Pros”](#)

November 2015

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**SEND YOUR
SUCCESES
TO DOE »**

Peer Exchange Calls— Register Directly Below

All are invited to take part in these topical calls that are more discussion than webinar and serve as a forum to ask

to the people who need it in formats they can use and understand. A number of programs highlighted in the paper have already begun closing the energy information gap through efforts, including the following:

- Issuing a home energy rating or score to program participants provides a standardized approach to documenting a home's performance that can easily be indicated in a multiple listing service (MLS), which provides home sale listings to be used for and between professionals who then inform their clients and customers.
- Issuing certificates that leverage existing national standards provides trusted, third-party-verified information that real estate agents prefer.
- Requiring participating contractors to attach stickers documenting a home's efficiency information to the home's circuit box ensures it can be found by the listing agent when the home is put on the market.
- Working with the local Board of Realtors to establish green fields in the local or regional MLS provides a repository necessary for transmitting homes' efficiency information to the market.
- Adopting standards for documenting efficiency data for energy upgrade or performance certificates and integrates with established real estate tools.

DOE's [Better Buildings Home Energy Information Accelerator](#) launched earlier this year brings together real estate and efficiency partners to build on these efforts, address challenges raised in the paper, and facilitate improved access to and use of energy information in real estate transactions.

Residential Network Members Support New Data-Driven Initiative

Better Buildings Residential Network members the [Institute for Market Transformation](#) and the [National Association of State Energy Officials](#) have partnered with DOE's new [Standard Energy Efficiency Data \(SEED\) Collaborative](#) along with other organizations to help cities and states manage building energy performance data and identify opportunities for efficiency improvements in their jurisdictions. Through a [three-year partnership](#), a select group of cities and states will receive technical assistance, participate in peer exchange, and provide input on future development of DOE's well-established [SEED Platform™](#).

The open-source software application fills a major market need for



questions and bounce ideas off peers. Register directly below:

December 3

Shark Tank: Residential Energy Efficiency—Episode #2 (301)

1:00–2:30 PM ET

[Register now](#)

December 10

Capitalizing on Multi-Benefits for Multi-Family Housing (301)

1:00–2:30 PM ET

[Register now](#)

Find the Latest Peer Exchange Call Summaries

Readers can now review summaries from the following calls:

- October 22
[Programs and Contractors —Top Tips for Successful Relationships! \(101\)](#)
- October 8
[On-Bill Financing: Reducing Cost Barriers to Energy Efficiency Improvements \(201\)](#)

Related Events

[EPA CEIP, “Potential Project Partners” Stakeholder Call](#)

November 23

7:00–9:00 PM ET

[DOE State and Local Energy Efficiency \(SEE\) Action Network, “Using Behavior Change Strategies in Traditional Energy Efficiency Programs” Webinar](#)

December 2

2:00–3:00 PM ET

[EPA CEIP, “Potential Project Partners” Stakeholder Call](#)

December 3

7:00–9:00 PM ET

[ACEEE Intelligent Efficiency Conference](#)

data-driven energy efficiency program design and implementation. A SEED user can import data sources, such as energy efficiency upgrade project reports, audit studies, and city planning databases, and can handle residential energy efficiency data imported from related tools, such as Green Button and Home Energy Score. The software application also helps demonstrate the economic and environmental benefits of energy efficiency, track program activities, and target investments. Managing data from different sources typically can be costly and time-consuming for jurisdictions with limited time and resources. Cities are spending hundreds of thousands of dollars a year and hiring new employees just to manage these efforts.

The [SEED Collaborative](#) will help create a vibrant community that will demonstrate the importance of easily accessible data in driving building energy efficiency and help these jurisdictions save money. Cities and states chosen to participate in the initiative will be announced early next year.

[Learn how](#) to participate.

Attend Upcoming Stakeholder Calls on Clean Energy Incentive Program

The U.S. Environmental Protection Agency (EPA) is hosting a series of stakeholder calls to gather input about its [Clean Energy Incentive Program](#) (CEIP). CEIP is a [Clean Power Plan](#) program designed to provide additional incentives for early investments in zero-emitting wind or solar power projects, as well as in energy efficiency measures in low-income communities. EPA will provide a brief overview of CEIP during each call and will then invite participants to respond to the questions. Participants will be given up to three minutes to present their remarks in an effort to hear from all those who wish to speak. Upcoming calls include:

- November 23: Potential CEIP Project Partners Call**
Time: 7:00–9:00 PM ET
Participant Dial-in Number: [\(877\) 290-8017](tel:877-290-8017)
Conference ID#: 72559715
EPA will hear ideas and input from groups that have a general interest in CEIP projects, such as environmental justice groups, community groups, local governments, tribes, and environmental non-governmental organizations.
- December 1: General Call**
Time: 3:00–5:00 PM ET
Participant Dial-in Number: [\(877\) 290-8017](tel:877-290-8017)
Conference ID#: 72558409
EPA will hear from various stakeholders who were unable to attend other call sessions.

[Learn more](#) about CEIP.

Engineers, Tinkerers, and Innovators Are Invited to Join the JUMP Initiative

December 6–8
 Boston, MA

[DOE Better Buildings](#),
[“Lessons Learned and the Better Buildings Residential Program Solution Center” Webinar](#)

December 9
 2:00–3:00 PM ET

[Residential Energy Services Network \(RESNET\) 2016 Conference](#)

February 29–March 2
 Scottsdale, AZ

Have an event you want featured? Email the details to [Better Buildings Residential Network Support](#).

Proven Practices Spotlight



Q. How can we use data more efficiently to drive residential energy efficiency upgrades and program progress?

A. Successful residential energy efficiency programs use data collection, transfer, and storage systems to effectively implement activities and track program metrics. While systems based on simple spreadsheets can be easy to develop, such systems might not be suitable as program scale increases. Programs across the country have found immense value from investing the time and resources required to plan and create an information technology system to more regularly monitor progress and automate what would otherwise be time-intensive, manual processes.

Visit the [Better Buildings](#)

Inventors and innovators are invited to submit their ideas to [JUMP](#), Oak Ridge National Laboratory's latest buildings technology crowdsourcing platform. JUMP—launched in partnership with General Electric, A.O. Smith Corporation, and United Technologies Research Center—aims to solicit novel solutions to a number of technical challenges in energy-efficient building technologies. Current campaign challenges are focused on heating, ventilation, and air conditioning sensors; refrigerator defrost systems; and water heater thermal energy storage. Winners selected by a panel of lab and industry technical advisers can qualify for cash prizes of \$3,000 to \$5,000, in addition to consideration for up to \$320,000 of in-kind technical support.



[Learn more](#) about the JUMP initiative.

[Residential Program Solution Center](#) to learn about proven practices, such as how to get the most of information technology systems.

Social Media Spotlight



Looking for ways to heat up your marketing ahead of the holidays? Check out this [classic carol rewrite](#) from Residential Network member the [Denver Energy Challenge](#).

Meet the Members

Nonprofits, Utilities, and More Grow the Residential Network

The Better Buildings Residential Network is pleased to welcome its newest members:

- [Columbia Water & Light](#) is a Missouri utility offering energy efficiency rebates and loans to its residential electric customers through [Home Performance with ENERGY STAR](#).
- [EarthWays Center](#) of the Missouri Botanical Garden is a nonprofit group devoted to educating adults and students alike how to conserve energy and other natural resources through behavioral changes.
- [Kentucky Housing Corporation](#) helps support the [KY Home Performance program](#) to improve existing single-family homes and reduce residential energy consumption throughout Kentucky's housing stock.



Member Merger News

The [Spirit Foundation](#), a 501(c)(3) nonprofit organization and Residential Network Member, recently merged with Spirit Technologies, a for-profit entity. Moving forward, the organization will be known as Spirit Technologies, LLC-B.

- [Southface](#) works with consumers, the construction and development industries, and policymakers to forge market-based solutions for green job creation, clean energy solutions, and sustainable communities.
- [United Illumination Company](#) is one of four electric and gas companies in Connecticut that administers energy efficiency programs supported by the Connecticut Energy Efficiency Fund that helps customers reduce the amount of energy used in their homes.

Connect your organization with these programs and learn more from them. Sign up to become a Residential Network member and be recognized for your work by completing a [membership form](#).

Resource Corner

Fall for This Season's Blogs and Reports

Catch up on the latest residential energy efficiency trends and topics with these new resources:

- [“7 Ways to Convince Your State to Make the Most of the Clean Power Plan”](#) discusses the myriad ways stakeholders can include energy efficiency in state compliance plans and reduce emissions and compliance costs, while boosting local economies and ensuring conformity with EPA's Clean Power Plan (American Council for an Energy-Efficient Economy [ACEEE], October 2015).
- [A New Appraisal: Lessons From the History of Efforts to Value Green and High-Performance Home Attributes in the United States](#) examines the history of efforts to include “green” features in the property valuation process and identifies how to overcome the barriers that still exist, such as elevating the competency of home appraisers through professional development offerings (LBNL, October 2015).
- [Enhancing Community Resilience Through Energy Efficiency](#) presents four case studies showing how local governments and utilities can leverage energy efficiency to increase the resilience of energy systems and the communities they serve (ACEEE, October 2015).
- [The 2015 State Energy Efficiency Scorecard](#) measures state policies and programs that save energy while benefiting the environment and promoting economic growth to rank states in six categories—utility programs, transportation, building energy codes, combined heat and power, state initiatives, and appliance standards (ACEEE, October 2015).
- [“Energy Efficiency and Health”](#) illustrates how using technology and best practices to consume less energy can reduce pollutants from fossil fuel combustion that contribute to the four of the leading causes of death in the United States: cancer, chronic lower respiratory diseases, heart disease, and stroke

(ACEEE, October 2015).

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