

## **Testimony of Brian Glanville regarding HB 2801-6**

Chair Dingfelder and members of the Committee:

I am Brian Glanville, CRE, FRICS, MAI and the Senior Managing Director of Integra Realty Resources. I am a native Oregonian and a Certified General appraiser and have been licensed in Oregon since 1977. I am a Past President of the Oregon Chapter of the Appraisal Institute and was the National President in 2001. I spent two terms representing the United States on the International Valuation Standards Council (IVSC) writing valuation standards, ethics and best practices globally for appraisers. I also taught the Uniform Standards of Appraisal Practice (USPAP) nationally for over a decade.

Overall, I support this Bill as it gives appraisers another tool to measure the attributes of Green Buildings, but Section 13 and 14 will have unintended consequences, is unnecessary and places the burden on the Appraiser Certification and Licensure Board (ACLB) to implement a program that the ACLB was not designed to do nor has the competencies to do.

I assisted in writing ORS 674 which set up the ACLB in 1991. The banking crisis of the 1980's showed there was a lack of consistency nationally in the training and qualifications of appraisers. Congress recognized The Appraisal Foundation (TAF) as the body to set appraisal standards, ethics, qualifications, and education requirements for appraisers. Congress also required states to adopt USPAP and to set up a local licensing board to administer and enforce the requirements, or Federal lending would be suspended in any state that does not comply. The Appraisal Subcommittee reviews the activities of TAF and of the state enforcement bodies. The ACLB does not write education or certify competency of valuers, but makes sure that licensees meet the minimum qualifications set nationally. They do not have the qualifications to write or approve energy education that would establish an appraiser as competent. And the ACLB and the State of Oregon does not need the liability of stating that an appraiser is competent to value a certain aspect of real estate and later finding that the judiciary disagrees.

In June of 2011, TAF signed a memorandum of understanding with the United States Department of Energy to collaborate on issues relating to Green Building Valuation, including databases, education, standards and valuation best practices. The Appraisal Qualifications Board has already altered the criteria for new licensees to have training in the appraisal of energy efficient features as part of their educational requirements for licensing. USPAP already requires that an appraiser taking on an assignment must be competent to do so or they are in violation of their ethical requirements. This includes Green buildings. Thus, there is already a mechanism in place for the ACLB to enforce competency on appraisers and it is up to the appraisers to take courses or gain experience to become competent.

The professional organizations for appraisers endorse the competency and education in energy efficiency for their members. The Appraisal Institute, has a series of educational courses for both residential and commercial real estate appraisers and numerous other sources for self-education are provided on our website (see attachments). Other organizations have similar opportunities and are working with TAF to develop further education. These are the professional valuers

working with the energy community and standards setters to do exactly what HB2801-6 is attempting to have Oregon's ACLB do. These groups have the experience and training to accomplish this task and having Oregon potentially do something different could cause harm to the valuation and banking profession in Oregon.

I have spoken both nationally and internationally at conferences on Energy Efficiency and real estate and have stated that everyone needs to remember that cost does not necessarily equate to value. If a Green building is able to command higher rents, faster lease-up, lower expenses or lower vacancies, we reflect that in our valuations already. If the cost of adding an energy efficient item does not result in one of the above, then it is not recognized by buyers and sellers and does not represent market value. My firm is located in downtown Portland and we have appraised numerous "Green" buildings such as the Vestas Building, 12W, M Financial, 200 Market retrofit, The Alexan in South Waterfront and many others.

Our job is to independently reflect the activity of market participants in an unbiased manner and not adhere to unsubstantiated opinions mandated by any special interest group, no matter how well intended. An example was the Oregon Sustainability Center proposed near Portland State University. It had a cost fifty percent higher than the most recent high rise office in Portland, 1<sup>st</sup> and Main. The rents were estimated initially to average over \$40 per square foot when existing office buildings are rarely able to command more than \$30 per square foot for their best space. The market place could not support that difference and when the City of Portland asked the legislature to subsidize the project by selling bonds, you declined.

We as appraisers welcome as much knowledge and information as we can gather to do our job in protecting the public's interests, but we must retain the independence to measure the public's reaction to components of real estate in valuing a property. This bill is well intentioned and should move forward. But sections 13 and 14 place the burden of educating and certifying appraisers on the ACLB, a body not designed or qualified to do so. Such an action would place liability on the ACLB and the State of Oregon and could complicate the standardization of valuation across the country that is currently ongoing between the Department of Energy, The Appraisal Foundation and professional bodies such as the Appraisal Institute. The actions advocated need to be carefully thought through to make sure no harm is done to the public. Although well intentioned, I believe the inclusion of section 13 and 14 should be deleted from HB2801.

# The Appraisal Foundation and the US Department of Energy to Collaborate on Issues Relating to Green Building Valuation

**FOR IMMEDIATE RELEASE**

**June 13, 2011**

**Contact:**

Paula Douglas Seidel

Executive Administrator

The Appraisal Foundation

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**Washington, DC** — The Appraisal Foundation, the Congressionally authorized source of appraisal standards and appraiser qualifications in the United States, is pleased to announce that it has signed a Memorandum of Understanding (MOU) with the U.S. Department of Energy, Office of Energy Efficiency and Renewable Energy, to collaborate on a series of activities focusing on energy efficiencies and the valuation of green buildings.

The Appraisal Foundation, a non-profit organization established in 1987, is dedicated to the advancement of professional valuation and serves as the parent organization for three independent Boards: the Appraisal Practices Board (APB), the Appraiser Qualifications Board (AQB), and the Appraisal Standards Board (ASB).

A principal component of the MOU is that the generally accepted standards of the appraisal profession, the Uniform Standards of Professional Appraisal Practice (USPAP), are applicable to green valuations. Collaborative activities between The Appraisal Foundation and the Department of Energy will include:

- Engaging the appraisal community on energy efficiency and green valuations.
- Development of additional guidance from all three of the Foundation's independent Boards relating to applicability of the existing standards to the valuation of green buildings. This guidance could take on a number of forms such as USPAP Frequently Asked Questions or

Advisory Opinions from the ASB, and voluntary guidance from the APB on recognized valuation methods and techniques.

- Development of one or more databases, through the Department of Energy, to provide data on energy performance for specific building types and upgrades, to the valuation arena. Data of this type has historically been sparse and/or difficult to collect, whereas this new initiative is intended to be of great assistance to the valuation community.
- Development of educational course curriculum, through the Department of Energy and based on the guidance of the Foundation's APB, relating to energy performance and sustainability in commercial buildings.

The importance of energy efficiency is gaining traction throughout the marketplace. On June 13, the issue was raised with President Barack Obama as part of the *Council on Jobs and Competitiveness* meeting and is a component of his *Better Buildings Initiative*.

Examples of the importance of education on energy efficiency and green valuations in the appraisal community include:

- Energy efficient items result in lower operating costs for commercial properties, thereby increasing the net income potential for the property. Since income potential is the primary factor considered by investors when buying commercial properties, this translates into a higher value potential for the property.
- Some municipalities and local jurisdictions are starting to require a certain level of energy efficiency for their commercial properties. Because many existing buildings do not meet the new standards, investors are likely to place a premium on those properties that do comply, thereby resulting in higher values for properties of these types.
- The increasing costs related to energy consumption make less efficient properties less desirable to many potential buyers, including owner occupants. Because the appraiser's job is to "mirror the marketplace," any premiums placed on properties due to their energy efficiency should be recognized by appraisers when providing opinions of value.

In the fall of 2011, The Appraisal Foundation will post an informational video introduction to green buildings and their valuation on the eLibrary section of its website.

For more information on the Foundation's collaboration with the Department of Energy or upcoming work in the area of green valuations, please visit The Appraisal Foundation's web site at [www.appraisalfoundation.org](http://www.appraisalfoundation.org).

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**About The Appraisal Foundation**

The Appraisal Foundation is a Congressionally authorized non-profit organization established in 1987 and is dedicated to the advancement of professional valuation. The Appraisal Foundation accomplishes its mission through the work of its three independent Boards: the Appraisal Practices Board (APB), the Appraiser Qualifications Board (AQB), and the Appraisal Standards Board (ASB).

The Appraisal Foundation is the author of the generally recognized standards of professional practice for the valuation profession, the *Uniform Standards of Professional Appraisal Practice* (USPAP). In addition, the Foundation establishes the minimum education, experience and examination requirements for state licensed and state certified real property appraisers. The Appraisal Foundation also issues voluntary guidance on recognized valuation methods and techniques.

More information on The Appraisal Foundation is available at [www.appraisalfoundation.org](http://www.appraisalfoundation.org).

**MEMORANDUM of UNDERSTANDING  
BETWEEN THE  
APPRAISAL FOUNDATION  
AND  
U.S. DEPARTMENT OF ENERGY  
OFFICE of ENERGY EFFICIENCY AND RENEWABLE ENERGY**

*June 10, 2011*

**I. PURPOSE AND GOALS**

This Memorandum of Understanding (MOU) is between the Department of Energy (DOE) Office of Energy and Efficiency and Renewable Energy (EERE) and The Appraisal Foundation (hereinafter, each individually a "Party" and collectively the "Parties") for the intention of establishing and collaborating on a series of activities focused on ensuring that the current appraisal standards (the *Uniform Standards of Professional Appraisal Practice* – USPAP) are applicable for energy performance and green valuations and that appraisers are trained in the applications of the standards, as well as the applicable recognized valuation methods and techniques.

The purpose of this MOU is to:

- Define a broad framework for collaboration between EERE and The Appraisal Foundation;
- Identify programmatic areas by which this collaboration can leverage the technical capabilities of EERE, specifically BTP; and
- Define specific areas of collaborative focus that align with the programmatic interests of EERE and the goals of The Appraisal Foundation.

**Background**

Section 911 of the Energy Policy Act of 2005 (Pub. L. No. 109-58) authorizes DOE to conduct programs of energy efficiency research, development, demonstration, and commercial application. EERE, through its Building Technologies Program (BTP) leads national efforts to improve commercial energy efficiency and reduce the environmental impact of energy-related activities. BTP contributes to its efforts to provide reliable, affordable, and environmentally sound energy for America today and in the future.

In partnership with the private sector, state and local governments, national laboratories, and universities, BTP works to improve the efficiency of buildings and their equipment, components, and systems. BTP improves commercial and residential building components, energy modeling tools, building energy codes, and appliance standards. The program supports research and development activities and provides tools, guidelines, training, and access to technical and financial resources.

Established in 1987, The Appraisal Foundation is a Congressionally authorized non-profit organization dedicated to the advancement of professional valuation. The Appraisal Foundation accomplishes its mission through the work of its three independent boards: the Appraisal Practices Board (APB), the Appraiser Qualifications Board (AQB), and the Appraisal Standards Board (ASB).

The Appraisal Foundation is the author of the generally recognized standards of professional practice for the valuation profession, the USPAP. In addition, the Foundation establishes the minimum education, experience and examination requirements for state licensed and state certified real property appraisers. The Appraisal Foundation also issues voluntary guidance on recognized valuation methods and techniques.

**Collaborative Objectives**

The objectives of the Parties to this MOU are to coordinate, leverage, and build upon the experience and capabilities of The Appraisal Foundation, as well as the technical capabilities and experience within EERE relating to commercial building performance and workforce development, in order to effectively and efficiently meet the goals and objectives of the DOE; to ensure that MOU efforts efficiently draw upon the expertise of each Party; and to avoid redundancies among these two organizations.

Leveraging complementary programmatic strengths are intended to serve as the initial basis for a coordinated working relationship between the two organizations. Specific areas of collaboration on creating additional guidance related to the applicability of USPAP for energy performance and green valuations are listed below:

**EERE Intends to -**

- Develop one or more databases that will aggregate and provide the appraisal community with a set of building performance data for particular building types and upgrades; identify Federal government energy and green building-related policies and programs, including those related to leasing requirements for Federal buildings; and transparently make available additional information about applicable programs.
- Develop an educational course curriculum for appraisers on valuing energy performance and sustainability in buildings based, at least in part, on guidance issued by the Appraisal Practices Board which can be approved through the AQB Course Approval Program.
- Serve as a subject matter expert for the APB on issues relating to energy performance and green buildings

**The Appraisal Foundation Intends to -**

- In recognition of the lack of current illustrative guidance to the majority of appraisers in the US on how to appraise green buildings, engage its ASB, APB, and AQB towards developing additional guidance to show how to apply existing appraisal standards and recognized valuation methods and techniques to energy performance and green appraisals.
  - Such additional guidance may include Advisory Opinions and Frequently Asked Questions related to compliance with USPAP, guidance regarding recognized valuation methods and techniques for appraising energy performance and green buildings, inclusion of energy efficiency and green building in the illustrative list of topics approved for continuing education for appraisers, and/or qualifying education on the appraisal of green buildings as a subtopic in the AQB *Real Property Appraiser Qualification Criteria* Required Core Curriculum necessary to obtain a real property appraiser credential.
- Educate and engage The Appraisal Foundation Advisory Council on energy efficiency and green buildings and their valuation, and will make a complimentary video available on its website for all appraisers.
- Provide valuation expertise to the BTP to assist in the development of the green building data project.

Future collaboration efforts that would provide Federal resources will be appropriately defined in corresponding statements of work (SOWs) for Interagency Agreements that detail specific programmatically-focused aspects of this collaboration in accordance with applicable procurement and financial assistance laws and regulations. The existing programs that are impacted are stated above in the MOU Purpose.

## **II. ROLES AND RESPONSIBILITIES OF THE PARTIES**

Each Party to this MOU intends to carry out its responsibilities through the individuals and organizations identified below as practical and appropriate and when called upon to help with specific MOU-relevant Projects.

A. EERE, through BTP, plans to provide expertise on commercial building energy performance best practices, data reporting, and methodology. EERE also intends to provide expertise from its Laboratory, especially related to curriculum development, to facilitate coordination and support the activities of this collaboration.

B. The Appraisal Foundation intends to provide expertise from its ASB, APB, and AQB, as appropriate to enhance or further develop existing appraisal standards related to energy performance and green appraisals. The Appraisal Foundation Advisory Council and other Foundation Advisory Councils also intend to provide expertise as appropriate to facilitate coordination and support the activities of this collaboration.

### **III. MOU MANAGEMENT**

Each Party to this MOU intends to designate a member(s) of its staff at a level not lower than GS-14 or equivalent grade to serve as the Party's Principal Point of Contact (POC) for and manager of the Party's participation in the collaboration. The principal POC for each Party shall respond to inquiries related to their respective activities and associated areas of expertise and authority.

Subject to legal and fiscal limitations and agency priorities, each Party plans to engage relevant programs and offices within their agency to provide or coordinate resources or activities; support development of appropriate tools or training; make staff available or otherwise provide employee support for collaboration and Projects; and provide contractor support for the development and maintenance of collaboration resources.

All Parties expressly acknowledge that the activities under this MOU shall be subject to the availability of appropriated funds and personnel or the approval of other sources of funding.

### **IV. SPECIFIC PROJECTS**

As indicated in Section I. of this MOU, Parties intend to create a series of SOWs Projects that are to be worked in conjunction with this MOU. These Project SOWs would be jointly created by the Party POCs for each agency to ensure that the defined needs and issues are addressed in a timely manner. The Project SOWs would detail the Project resources to be provided by the collaborating entities, including the commitment of any direct funding, in-kind resources and other resources required during the Projects. The Project SOWs would detail tasking for each Party, along with how Projects are to be managed.

### **V. METRICS AND TARGETS**

The Parties intend to develop metrics and annual targets related to the Parties' goals, and to work collaboratively to seek continuous improvement and its performance over time.

### **VI. AUTHORITIES**

#### **The Appraisal Foundation**

Title XI of the Financial Institutions Reform, Recovery and Enforcement Act of 1989 (FIRREA), as well as other authorities contained in the current Restated Bylaws of The Appraisal Foundation.

#### **Department of Energy**

DOE enters into this MOU under the authority of section 911 of the Energy Policy Act of 2005 (Pub. L. No. 109-58) and section 646 of the Department of Energy Organization Act (Pub. L. 95-91, as amended; 42 U.S.C. § 7256).

### **VII. LIMITATIONS**

Nothing in this MOU is to be construed as indicating a financial commitment by signatory agencies for the expenditure of funds except as authorized in specific appropriations.

As required by the Antideficiency Act, 31 U.S.C. §§ 1341-42, all commitments made by the Parties in this MOU are subject to the availability of appropriated funds and to budget priorities. Nothing in this MOU, in and of itself, obligates any Party to expend appropriations or to enter into any contract, assistance agreement, interagency



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# UNIFORM STANDARDS OF PROFESSIONAL APPRAISAL PRACTICE

## 2012-2013 EDITION

APPRAISAL STANDARDS BOARD



**THE APPRAISAL FOUNDATION**

*Authorized by Congress as the Source of Appraisal  
Standards and Appraiser Qualifications*

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**EFFECTIVE:**

**January 1, 2012 through  
December 31, 2013**

## **FOREWORD**

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### **Contacting the Appraisal Standards Board**

The ASB invites questions about USPAP, commentary on USPAP and proposed changes to USPAP from all interested parties, including appraisers, state enforcement agencies, users of appraisal services, and the public.

If you have any comments, questions, or suggestions regarding USPAP, please contact the ASB.

Appraisal Standards Board  
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1155 15<sup>th</sup> Street, NW, Suite 1111  
Washington, DC 20005  
Phone: 202-347-7722  
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E-Mail: [info@appraisalfoundation.org](mailto:info@appraisalfoundation.org)  
[www.appraisalfoundation.org](http://www.appraisalfoundation.org)

322 **COMPETENCY RULE**

323 **An appraiser must: (1) be competent to perform the assignment; (2) acquire the necessary competency to**  
 324 **perform the assignment; or (3) decline or withdraw from the assignment.**

325 **Being Competent**

326 **The appraiser must determine, prior to accepting an assignment, that he or she can perform the**  
 327 **assignment competently. Competency requires:**

- 328 1. **the ability to properly identify the problem to be addressed; and**
- 329 2. **the knowledge and experience to complete the assignment competently; and**
- 330 3. **recognition of, and compliance with, laws and regulations that apply to the appraiser or to the**  
 331 **assignment.**

332 **Comment:** Competency may apply to factors such as, but not limited to, an appraiser's  
 333 familiarity with a specific type of property or asset, a market, a geographic area, an intended  
 334 use, specific laws and regulations, or an analytical method. If such a factor is necessary for an  
 335 appraiser to develop credible assignment results, the appraiser is responsible for having the  
 336 competency to address that factor or for following the steps outlined below to satisfy this  
 337 **COMPETENCY RULE.**

338 For assignments with retrospective opinions and conclusions, the appraiser must meet the  
 339 requirements of this **COMPETENCY RULE** at the time of the assignment, rather than the  
 340 effective date.

341 **Acquiring Competency**

342 **If an appraiser determines he or she is not competent prior to accepting an assignment, the appraiser**  
 343 **must:**

- 344 1. **disclose the lack of knowledge and/or experience to the client before accepting the assignment;**
- 345 2. **take all steps necessary or appropriate to complete the assignment competently; and**
- 346 3. **describe, in the report, the lack of knowledge and/or experience and the steps taken to complete**  
 347 **the assignment competently.**

348 **Comment:** Competency can be acquired in various ways, including, but not limited to,  
 349 personal study by the appraiser, association with an appraiser reasonably believed to have the  
 350 necessary knowledge and/or experience, or retention of others who possess the necessary  
 351 knowledge and/or experience.

352 In an assignment where geographic competency is necessary, an appraiser who is not familiar  
 353 with the relevant market characteristics must acquire an understanding necessary to produce  
 354 credible assignment results for the specific property type and market involved.

355 **When facts or conditions are discovered during the course of an assignment that cause an appraiser to**  
 356 **determine, at that time, that he or she lacks the required knowledge and experience to complete the**  
 357 **assignment competently, the appraiser must:**

- 358 1. **notify the client, and**
- 359 2. **take all steps necessary or appropriate to complete the assignment competently, and**

## Brian Glanville

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**From:** The Appraisal Foundation <[info@appraisalfoundation.org](mailto:info@appraisalfoundation.org)>  
**Sent:** Friday, April 26, 2013 6:02 AM  
**To:** Brian Glanville  
**Subject:** National Alliance Created to Develop Valuation Education

To ensure delivery of these emails to your Inbox, please add [info@appraisalfoundation.org](mailto:info@appraisalfoundation.org) to your email address book.

This email was sent to [bglanville@irr.com](mailto:bglanville@irr.com) by [info@appraisalfoundation.org](mailto:info@appraisalfoundation.org).  
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**THE APPRAISAL FOUNDATION**  
*Authorized by Congress as the Source of Appraisal  
Standards and Appraiser Qualifications*

# PRESS RELEASE

## NATIONAL ALLIANCE CREATED TO DEVELOP VALUATION EDUCATION

*Consistent, Quality Valuation Education to be the Goal*

**FOR IMMEDIATE RELEASE**  
**April 26, 2013**

**Contact:**

Paula Douglas Seidel  
Executive Administrator  
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**Washington, DC** — The Appraisal Foundation (TAF) and its Sponsoring Organizations have formed a national education partnership, the Alliance for Valuation Education (AVE), an organization dedicated to providing greater availability of consistent, quality valuation education. The AVE will be composed of TAF and 11 of its Sponsoring Organizations (Alliance Sponsors).

"Having these organizations work in collaboration with one another has been an evolutionary process based on their input and recommendations. It just makes sense," stated Steven Elliott, Chair of TAF's Board of Trustees. "This is an important and long overdue first step in combining our resources for the benefit of the entire valuation profession," he added. Elliott went on to say, "A common complaint heard from states over recent years is the lack of available quality educational offerings. It is our hope that the Alliance will reduce an education provider's cost to *develop* certain courses, thereby allowing them to focus more on *delivering* courses in underserved areas."

The AVE is the result of the work of the National Education Partnership Task Force, which was appointed by TAF's Board of Trustees in May 2012. The Task Force included representatives from several of TAF's Sponsoring Organizations as well as the Association of Appraiser Regulatory Officials.

The AVE will be:

- established as a new 501(c)3 not-for-profit organization, separate from TAF and its Sponsoring Organizations. The Appraisal Foundation's Congressionally authorized Boards, the Appraisal Standards Board and the Appraiser Qualifications Board, will not be involved in the governance or operation of the AVE.
- governed by a seven member Board of Regents appointed by the Alliance Sponsors and TAF. One of the Regent positions will be an elected at-large seat, open to the general public.
- composed of TAF and Sponsoring Organizations of TAF in good standing who elect to become a Sponsor of the Alliance. The Appraisal Foundation Sponsors may elect to not join the AVE.
- a *developer* of educational materials, but **not** a *presenter* of the education. The AVE will be a wholesaler rather than a retailer, using a model similar to what TAF currently utilizes with the *National USPAP Courses*.
- providing the education materials to **all** educational providers.

The initial focus will be real property continuing education, with topics possibly drawn from *Valuation Advisories* issued by the Appraisal Practices Board. The education developed by the AVE will be *voluntary*, any educational provider will be able to continue to develop similar education and appraisers would not be required to take AVE education.

In the future, the AVE may give consideration to developing other valuation discipline education, including both personal property and business valuation, basic qualifying education for real property appraisers (e.g. *Basic Appraisal Principles* and *Basic Appraisal Procedures*) and remedial real property education.

The appointed members of the Board of Regents will be selected by the Alliance Sponsors and the TAF Board of Trustees at their upcoming meetings in May in Savannah, Georgia. The organizational meeting of the AVE Board of Regents will occur this summer and it is anticipated that the first AVE course could be available in the first quarter of 2014.

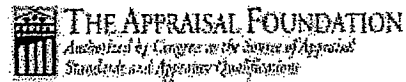
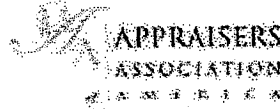
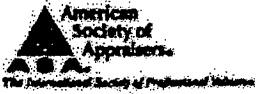
The Board of Trustees of TAF would like to recognize the members of the National Education Partnership Task Force for their excellent work, dedication to the profession and vision:

#### **National Education Partnership Task Force**

- David Layne, Chair
- Charles Blau, National Association of Independent Fee Appraisers
- Don Dorchester, Royal Institution of Chartered Surveyors
- Mike Evans, Board of Trustees, The Appraisal Foundation
- Mark Grace, American Society of Farm Managers and Rural Appraisers
- Heidi Henning, National Association of Realtors
- Don Rodgers, Association of Appraiser Regulatory Officials
- Magdalene Vasquez, Staff Member, The Appraisal Foundation
- Alice Ritter, Appraisal Subcommittee (non-voting observer)
- Ted Freeman, Appraiser Qualifications Board (non-voting observer)

# ALLIANCE FOR VALUATION EDUCATION

**"EXCELLENCE IN VALUATION EDUCATION THROUGH COOPERATION"**



## About The Appraisal Foundation

The Appraisal Foundation, a Congressionally authorized non-profit organization established in 1987, is dedicated to the advancement of professional valuation. The Foundation accomplishes its mission through the work of its three independent Boards: the Appraisal Practices Board (APB), the Appraiser Qualifications Board (AQB) and the Appraisal Standards Board (ASB). More information on The Appraisal Foundation is available at

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The Appraisal Foundation - 1155 15th Street, NW, Suite 1111, Washington DC, 20005, United States



## FAQs

### *Valuation of Sustainable Buildings Professional Development Program (2/5/13)*

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Participants who complete courses in the *Valuation of Sustainable Buildings Professional Development Program* may represent that they have completed the program's curriculum and passed the examinations. Participants may not represent themselves as having a specialization, certification, competency, or expertise based solely on the successful completion of the program. The program provider does not assume any duty to the public for the services provided by program participants, or any other person or entity.

**Q. Which courses are in the *Valuation of Sustainable Buildings Professional Development Program*?**

A. The courses below make up the *Valuation of Sustainable Buildings Professional Development Program*. Additional courses will be developed and added to the program as relevant information develops on green buildings. This ensures that you are up-to-date with the most current information available.

- *Introduction to Green Buildings: Principles & Concepts*
- *Case Studies in Appraising Green Residential Buildings*
- *Case Studies in Appraising Green Commercial Buildings*
- *Residential and Commercial Valuation of Solar*

**Q. Must I be an Appraisal Institute Designated member to attend the courses in the *Valuation of Sustainable Buildings Professional Development Program*?**

A. Anyone may take the courses in the *Valuation of Sustainable Buildings* program. Only Appraisal Institute Designated members, however, will be placed on the *Valuation of Sustainable Buildings Registry*. Everyone will receive a certificate of completion for each course he or she attends and passes.

**Q. I am an SRA and I only do residential appraising. Do I need to take *Case Studies in Appraising Green Commercial Buildings* to be placed on the Registry?**

A. No. The *Valuation of Sustainable Buildings Registry* is divided into two sections: Residential and Commercial. If you successfully take and pass the courses in the program that are only residential in nature, your name will be placed in the residential section. If you take courses that are both residential and commercial, your name will be placed in both the residential and commercial sections.

**Q. When additional courses are added to the Valuation of Sustainable Buildings Program, do I need to take them to stay on the Registry?**

A. From time to time, the Education Committee of the Appraisal Institute will assess if additional courses need to be added to the *Valuation of Sustainable Buildings* program. If one or more courses are added to the program, you will be notified in advance. When the course or courses become available, an asterisk will be placed by your name on the Registry to reflect that while you have taken and passed the first courses in the program, you haven't taken the courses recently added to the program. Once you have taken and passed the additional required course(s), the asterisk will be removed.

**Q. Which courses must I attend and pass the exam to be placed on the Residential section of the Registry? Which courses must I attend and pass the exam to be placed on the Commercial section of the Registry?**

A. Please see the chart below. **Note.** As more information on valuing green buildings becomes available, additional required courses will be added to the program. If you are currently on one or both of the Registries, you will need to take the courses that are added to the program within one year after the course has been released. An asterisk will be placed by your name with a note indicating you have one year to successfully complete the new course. After you have successfully completed the course, the asterisk will be removed.

<b>Valuation of Sustainable Buildings: Residential Series</b>	<b>Valuation of Sustainable Buildings: Commercial Series</b>
<i>Introduction to Green Buildings: Principles &amp; Concepts*</i>	<i>Introduction to Green Buildings: Principles &amp; Concepts*</i>
<i>Case Studies in Appraising Green Residential Buildings</i>	<i>Case Studies in Appraising Green Residential Buildings</i>
<i>Residential &amp; Commercial Valuation of Solar**</i>	<i>Case Studies in Appraising Green Commercial Buildings</i>
	<i>Residential &amp; Commercial Valuation of Solar**</i>

\*If you took one of the following seminars - *Valuation of Green Residential Properties* OR *An Introduction to Valuing Commercial Green Buildings* - you may challenge the *Introduction to Green Buildings: Principles & Concepts'* exam.

\*\* New course added to the Professional Development Program February 2013.

**Q. Several years ago, I took two seminars called *An Introduction to Valuing Commercial Green Buildings* and *Valuation of Green Residential Properties*. Are these seminars part of the *Valuation of Sustainable Buildings Professional Development Program*?**

A. If you took either *Valuation of Green Residential Properties* or *An Introduction to Valuing Commercial Green Buildings*, you may challenge the *Introduction to Green Buildings'* exam. If you pass the exam, the seminar may be substituted for the *Introduction to Green Buildings: Principles & Concepts'* course. We recommend, though, that you take the *Introduction to Green Buildings: Principles & Concepts* course because it is more up-to-date and contains information that was not included in these early seminars.



**Q. What is the Valuation of Sustainable Buildings Professional Development's Registry?**

A. The *Valuation of Sustainable Buildings Professional Development Program's Registry* is located on the Appraisal Institute's Web site ([Residential Registry](#) and [Commercial Registry](#)). It lists the names of Designated members who have successfully completed (attended and passed the exam) the courses in the residential and/or commercial sections of the *Valuation of Sustainable Buildings Program* (see chart above). Placement on the Registry shows potential clients and employers that these Designated members have obtained knowledge on this specialized topic.

**Q. In addition to real estate appraisers, who else would find value in taking one or more of the courses in this program?**

A. Lenders, underwriters, public officials, architects, attorneys, property tax assessors, builders, Realtors.

**Q. If I am a Designated member and I want my name placed on the Registry, can I challenge the exams without attending the courses?**

A. No. You must attend the courses and pass the exams.

**Q. If I become a Designated member after I have taken and passed the courses in the Valuation of Sustainability Buildings' program, will I be placed on the Registry?**

A. Yes. Contact [education@appraisalinstitute.org](mailto:education@appraisalinstitute.org). Include your name and state in the subject line of your e-mail. Staff will review your files and process the appropriate paperwork.

**Q. Is this program approved for qualifying education (QE) credit?**

A. No. Because the content in this program is advanced, it is only approved for continuing education (CE) credit. The courses in the program have been approved for state CE and AI CE.

**Q. Do the courses in this program satisfy the ACE (Advanced Continuing Education) Appraisal Institute requirement?**

A. Yes. The following courses satisfy the ACE requirement. Please refer to the chart below for specific details:

MAI, SRPA, SREA, RM, or SRA Designated members, general or residential Candidates for Designation, and general or residential Practicing Affiliates	<i>Introduction to Green Buildings: Principles &amp; Concepts AND Case Studies in Appraising Green Residential Buildings</i>
MAI, SRPA, SREA, RM, or SRA Designated members and general or residential Candidates for Designation, and general or residential Practicing Affiliates	<i>Introduction to Green Buildings: Principles &amp; Concepts AND Case Studies in Appraising Green Commercial Buildings</i>
MAI, SRPA, SREA, RM, or SRA Designated members and general or residential Candidates for Designation, and general or residential Practicing Affiliates	<i>Residential and Commercial Valuation of Solar</i>

**Q. Are the courses in this program approved by GBCI (Green Building Certification Institute <http://www.gbci.org/homepage.aspx>) for continuing education credit?**

A. Yes.

**Q. What is the Appraisal Institute's Green Resources Web page, and how do I gain access?**

A. From one convenient Web page, *registered participants* of any of the Appraisal Institute's Green professional development courses may tap a variety of Green Resources. Topics are expanded regularly and include legislation, national and state government sites and programs, databases, design, and solar energy. This free benefit is available *only to class participants*. Appraisal Institute Designated members receive indefinite access; all other class participants are granted two-year admittance. The Web address to this helpful resource is provided with the course materials. The Green Resources online list <http://www.appraisalinstitute.org/education/green/default.aspx> will be updated regularly; we encourage course participants to check it frequently for new links.

In this Section

- Find Education Programs
  - View All Programs
  - AI Annual Meeting
- State Approvals
- Professional Development Programs
- Frequently Requested Student Resources
- Appraisal Forms and Resources
- Using a Financial Calculator
- Starting Your Career
- State Certification Education
- Designation Education
- Continuing Education
- Webinars
- Online Education
- Green Building Resources
- Education for Lenders
- Government Training
- Appraisal Training
- Scholarships
- Universities and Colleges
- Experts Needed
- Contact Us

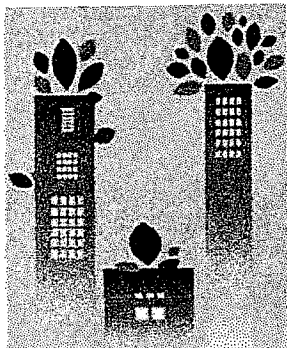
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Education



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All Things "Green"

Appraisal Institute offers a variety of resources centered around the valuation of sustainable properties.

DOWNLOADS

Residential Green and Energy Efficient Addendum Assists appraisers in analyzing "Green" features and properties.

FAQs: Valuation of Sustainable Buildings Professional Development Program

Additional Resources: Only available to "green" course participants. Click below on the course/s you have taken to access these resources.

- Introduction to Green Buildings: Principles & Concepts
- Case Studies in Appraising Green Residential Buildings
- Case Studies in Appraising Green Commercial Buildings
- Residential and Commercial Valuation of Solar

FIND AN APPRAISER

Search for a designated member who has completed the Valuation of Sustainable Buildings Professional Development Program:

Residential

Commercial

Sandra K. Adomatis, SRA, Provides Information about AI's Internal "Green" Initiatives



The Appraisal Institute is an Education Provider with the US Green Building Council (USGBC). All programs listed here are approved with GBCI for the LEED Credential Maintenance Program.

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Appraisal Institute Professional Practice and Ethics Course



Client File #:	Appraisal File #:
<b>Residential Green and Energy Efficient Addendum</b>	
Client:	
Subject Property:	
City:	State: Zip:

Additional resources to aid in the valuation of green properties and the completion of this form can be found at [http://www.appraisalinstitute.org/education/green\\_energy\\_addendum.aspx](http://www.appraisalinstitute.org/education/green_energy_addendum.aspx)

The appraiser hereby certifies that the information provided within this addendum:

- has been considered in the appraiser's development of the appraisal of the subject property only for the client and intended user(s) identified in the appraisal report and only for the intended use stated in the report.
- is not provided by the appraiser for any other purpose and should not be relied upon by parties other than those identified by the appraiser as the client or intended user(s) in the report.
- is the result of the appraiser's routine inspection of and inquiries about the subject property's green and energy efficient features. Extraordinary assumption: Data provided herein is assumed to be accurate and if found to be in error could alter the appraiser's opinions or conclusions.
- is not made as a representation or as a warranty as to the efficiency, quality, function, operability, reliability or cost savings of the reported items or of the subject property in general, and this addendum should not be relied upon for such assessments.

**Green Building:** The practice of creating structures and using processes that are environmentally responsible and resource-efficient throughout a building's lifecycle from siting to design, construction, operation, maintenance, renovation, and deconstruction. This practice expands and complements the classic building design concerns of economy, utility, durability, and comfort.<sup>1</sup> High Performance building and green building are often used interchangeably.

**Six Elements of Green Building:** A green building has attributes that fall into the six elements of green building known as (1) site, (2) water, (3) energy, (4) materials, (5) indoor air quality, and (6) maintenance and operation. A Green Building will be energy efficient but an energy efficient building is not synonymous with Green Building.

**Green Features**

The following items are considered within the appraised value of the subject property:

<b>Certification</b>	Year Certified:	<b>Certifying Organization:</b> <input type="checkbox"/> Home Innovation Research Labs (ICC-700) <input type="checkbox"/> USGBC (LEED) <input type="checkbox"/> Other.	<input type="checkbox"/> Verification Reviewed on site	<input type="checkbox"/> Certification attached to this report
	<b>Rating</b>	Score:	<input type="checkbox"/> LEED Certified: <input type="checkbox"/> LEED Silver <input type="checkbox"/> LEED Gold <input type="checkbox"/> LEED Platinum <input type="checkbox"/> ICC-700 National Green Building Standard Certified: <input type="checkbox"/> Bronze <input type="checkbox"/> Silver <input type="checkbox"/> Gold <input type="checkbox"/> Emerald Green Certifying Organization URL (website):	
<b>Additions</b>	Explain any additions or changes made to the structure since it was certified:			
	Do changes require recertification to verify rating is still applicable? <input type="checkbox"/> Yes <input type="checkbox"/> No			
<b>Comments</b>	If a property is built green but not formally certified, it still deserves proper description and analysis to value the features. The market analysis is of the structure's physical, economic, and locational attributes and not an analysis of its label alone.			
Attach the rating worksheet that provides the ratings for each element to provide a better understanding of the features. The worksheet will assist in comparing the subject to sales rated by different organizations.				

The objective of this Addendum is to standardize the communication of the high performing features of residential properties. Identifying the features not found on the 1004 form provides a basis for comparable selection and analysis of the features. Builders, contractors, homeowners, and third party verifiers are encouraged to complete this Addendum and present to appraisers, agents, lenders, and homeowners.

<sup>1</sup> U.S. Environmental Protection Agency at [www.epa.gov/greenbuildings/pubs/about.htm](http://www.epa.gov/greenbuildings/pubs/about.htm).

Client:		Client File #:	
Subject Property:		Appraisal File #:	

### ENERGY EFFICIENCY

The following items are considered within the appraised value of the subject property:

Insulation	<input type="checkbox"/> Fiberglass Blown-In <input type="checkbox"/> Foam Insulation <input type="checkbox"/> Cellulose <input type="checkbox"/> Fiberglass Batt Insulation <input type="checkbox"/> Other (Describe): _____		R-Value: <input type="checkbox"/> Walls <input type="checkbox"/> Ceiling <input type="checkbox"/> Floor
	<input type="checkbox"/> Basement Insulation (Describe): _____ <input type="checkbox"/> HERS Insulation Installed Rating: <input type="checkbox"/> 1 <input type="checkbox"/> 2 <input type="checkbox"/> 3 (See Glossary)		
Envelope	Envelope Tightness: _____ Unit: <input type="checkbox"/> CFM25 <input type="checkbox"/> CFM50 <input type="checkbox"/> ACH50 <input type="checkbox"/> ACHnatural <input type="checkbox"/> Envelope Tightness based on Blower-Door Test		
Water Efficiency	<input type="checkbox"/> Reclaimed Water System (Explain): _____		Location of cistern: _____
	<input type="checkbox"/> Cistern - Size: _____ Gallons <input type="checkbox"/> Greywater reuse system: _____ <input type="checkbox"/> WaterSense® fixtures: _____ <input type="checkbox"/> Rain Barrels Provide Irrigation		
Windows	<input type="checkbox"/> ENERGY STAR® <input type="checkbox"/> Low E <input type="checkbox"/> High Impact <input type="checkbox"/> Storm	<input type="checkbox"/> Double Pane <input type="checkbox"/> Tinted <input type="checkbox"/> Triple Pane	<input type="checkbox"/> Solar Shades
Day Lighting	<input type="checkbox"/> Skylights - #: _____ <input type="checkbox"/> Solar Tubes - #: _____	<input type="checkbox"/> Other (Explain): _____ <input type="checkbox"/> ENERGY STAR Light Fixtures	
Appliances	ENERGY STAR® Appliances: <input type="checkbox"/> Dishwasher <input type="checkbox"/> Refrigerator <input type="checkbox"/> Other: _____	Water Heater: <input type="checkbox"/> Solar <input type="checkbox"/> Heat Pump <input type="checkbox"/> Tankless <input type="checkbox"/> Coil Size: _____ Gal.	Appliance Energy Source: <input type="checkbox"/> Propane <input type="checkbox"/> Electric <input type="checkbox"/> Natural Gas <input type="checkbox"/> Other (Describe): _____
	HVAC (Describe in Comments Area) <input type="checkbox"/> High Efficiency HVAC SEER: _____ Efficiency Rating: _____ % AFUE* _____ % *Annual Fuel-Utilization Efficiency	<input type="checkbox"/> Heat Pump Efficiency Rating: COP: _____ HSPF: _____ SEER: _____ EER: _____	<input type="checkbox"/> Thermostat/Controllers <input type="checkbox"/> Radiant Floor Heat
Energy Rating	<input type="checkbox"/> ENERGY STAR® Home - Version: <input type="checkbox"/> Other (Describe): _____ Home Energy Score (HES) (Score range 1-10): _____ <input type="checkbox"/> Certification Attached		
Indoor Air Quality	<input type="checkbox"/> Indoor Air PLUS Package: _____	<input type="checkbox"/> Energy Recovery Ventilator Unit or Whole Building Ventilation System	<input type="checkbox"/> Non Toxic Pest Control
HERS Information	Rating: _____	Monthly Energy Savings on Rating: \$ _____	Date Rated: _____
Utility Costs	Average Annual Utility Cost: \$ _____ per month based on: _____		# of Occupants: _____
Energy Audit	<input type="checkbox"/> Infrared Photograph Attached Has an energy audit/rating been performed on the subject property? <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Unknown If yes, comment on work completed as result of audit.		
Comments (Include source for information provided in this section)  Attach documents or reference them in your workfile  The energy element is the most measurable element of green or high performance housing.	Information was provided by: _____		

Client:		Client File #:	
Subject Property:		Appraisal File #:	

Location - Site			
The following items are considered within the appraised value of the subject property:			
Walk Score	Score:	Source: (Example: <a href="http://www.walkscore.com">http://www.walkscore.com</a> )	
Public Transportation	<input type="checkbox"/> Bus - Distance:      Blocks	<input type="checkbox"/> Train - Distance:      Blocks	<input type="checkbox"/> Subway - Distance:      Blocks
Site	Orientation - front faces: <input type="checkbox"/> East/West <input type="checkbox"/> North/South		Landscaping: <input type="checkbox"/> Water Efficient <input type="checkbox"/> Natural
Comments			

Incentives - Amount of Incentive and Terms	
The following items are considered within the appraised value of the subject property:	
Federal	
State	
Local	
Source (For example <a href="http://www.dsireusa.org">www.dsireusa.org</a> )	
Comments Incentives offset cost and should be reported in the cost approach section of the report. Incentives are typically not a sales comparison approach concession since they do not transfer with the property.	

Completed by: _____	Title: _____	Date: _____
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Client:		Client File #:	
Subject Property:		Appraisal File #:	

## Residential Green and Energy Efficient Addendum Glossary and Resources

**ICC-700 National Green Building Standard (NGBS):** An ANSI-approved residential green building standard developed by the National Association of Home Builders (NAHB) and the International Code Council (ICC). It is applicable to single and multifamily projects, renovations and additions and residential land development. To comply, all buildings must incorporate sustainable lot development techniques and address energy, water & material resource efficiency and indoor environmental quality. Also, all owners must be educated about building operation and maintenance. Certification to the NGBS is provided by the Home Innovation Research Labs. <http://www.nahb.org/page.aspx?generic/sectionID=2510> or <http://www.homeinnovation.com/>.

**LEED:** Leadership in Energy and Environmental Design is redefining the way we think about the places where we live, work and learn. As an internationally recognized mark of excellence, LEED provides building owners and operators with a framework for identifying and implementing practical and measurable green building design, construction, operations and maintenance solutions. <http://www.usgbc.org/DisplayPage.aspx?CMSPageID=1988>.

**Energy Star®:** ENERGY STAR certified new homes must meet strict energy efficiency guidelines set by the U.S. Environmental Protection Agency. These homes are independently verified to be at least 15% more energy efficient than homes built to the 2009 International Energy Conservation Code (IECC), and feature additional measures that deliver a total energy efficiency improvement of up to 30 percent compared to typical new homes and even more compared to most resale homes. [http://www.energystar.gov/index.cfm?c=new\\_homes.hm\\_index](http://www.energystar.gov/index.cfm?c=new_homes.hm_index)

**Home Energy Score (HES):** The Home Energy Score is similar to a vehicle's mile-per-gallon rating. The Home Energy Score allows homeowners to compare the energy performance of their homes to other homes in the area. It also provides homeowners with suggestions for improving their homes' efficiency.

The process starts with a home energy assessor collecting energy information during a brief home walk-through. The assessor then scores the home on a scale of 1 to 10, with a score of 10 indicating that the home has excellent energy performance. A score of 1 indicates that the home needs extensive energy improvements. In addition to providing the score, the home energy assessor provides the homeowner with a list of recommended energy improvements and the associated cost savings estimates. [http://www1.eere.energy.gov/buildings/residential/hes\\_index.html](http://www1.eere.energy.gov/buildings/residential/hes_index.html).

**HERS Index:** The Home Energy Rating System (HERS) Index is the industry Standard by which a home's energy efficiency is measured. It's also the nationally recognized system for inspecting and calculating a home's energy performance. <http://www.resnet.us/hers-index> This index is assessed by a qualified third party certifier based on the physical characteristics of the house. The energy estimates from this assessment may vary depending on the lifestyle of the occupants, increasing utility expenses, and changes in the maintenance or characteristics of the energy features.

**Building Envelope:** The building envelope is everything that separates the building's interior from the exterior. This includes the foundation, exterior walls, roof, doors and windows.

**Geothermal:** A geothermal heat pump uses the constant below ground temperature of soil or water to heat and cool your home. <http://energy.gov/energysaver/articles/geothermal-heat-pumps>

**Low-E:** Low emittance indicates a coating is added to the glass surface. The coating allows visible light to pass through the glass while stopping the radiant heat energy from the sun and heat sources in the building from passing through the glass. Approximately 40% of the sun's harmful ultra violet rays are blocked and insulation enhanced.

**Whole Building Ventilation System:** A whole building ventilation system assists in a controlled movement of air in tight envelope construction and may include air-purifying systems. Whole building ventilation equipment is often a part of the forced air heating or cooling systems.

**Energy Recovery Ventilation System:** Often called Heat Recovery Ventilators (HRV). These systems replenish the indoor air without wasting all the energy already used to heat the indoor air. In some climates, these systems are also used to handle water vapor in the incoming air.

**Passive Solar:** Passive solar is technology for using sunlight to light and heat buildings with no circulating fluid or energy conversion system. <http://redc.nrel.gov/solar/glossary> A complete passive solar building design has the following five elements: (1) aperture (collector) (2) absorber (3) thermal mass (4) distribution (5) control. <http://www.nrel.gov/docs/fy01osti/27954.pdf>

**SEER:** Seasonal energy efficiency ratio - The higher the SEER rating, the more energy efficient the equipment is. A higher SEER can result in lower energy costs. [http://www.energystar.gov/index.cfm?c=tax\\_credits.tx\\_definitions&ds=ssps.mcs.seer.eer](http://www.energystar.gov/index.cfm?c=tax_credits.tx_definitions&ds=ssps.mcs.seer.eer)

**Water Sense:** EPA released its Final Version 1.1 WaterSense New Home Specification. This specification will be effective January 1, 2013 and establishes the criteria for new homes labeled under the WaterSense program and is applicable to newly constructed single-family and multi-family homes. [http://www.epa.gov/watersense/new\\_homes/homes\\_final.html](http://www.epa.gov/watersense/new_homes/homes_final.html)

**Water Heaters:** Solar, Heat Pump, Tankless On Demand or Tankless Coil water heaters are described at the following location: <http://energy.gov/energysaver/articles/solar-water-heaters>.

**Green Certifying Organizations:** A partial list of organizations can be found at: <http://www.usgbc.org/ShowFile.aspx?DocumentID=2001>

**HERS Insulation Installed Rating:** Rating 1 is the best with 3 the lowest rating. [http://www.resnet.us/standards/Enhancements\\_to\\_National\\_Rating\\_Standards.pdf](http://www.resnet.us/standards/Enhancements_to_National_Rating_Standards.pdf)

**SAVE Act:** The SAVE Act is proposed legislation to improve the accuracy of mortgage underwriting used by federal mortgage agencies by ensuring that energy costs are included in the underwriting process. <http://www.fmt.org/finance-and-leasing/save-act>

## In this Section

Leadership  
 Board of Directors  
 National Officers and Committees  
 AI Connect  
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## About Us

## Green Resources

Please help us keep this list useful and current by submitting informative "green" links to: [greenresources@appraisalinstitute.org](mailto:greenresources@appraisalinstitute.org)

Click on a category below to view useful website links and resources pertaining to green buildings.

Choose a Category

## Report Supplements for Residential and Commercial Appraisers

- **Residential Green and Energy Efficient Addendum to AI Reports**  
 Appraisal Institute  
<http://www.appraisalinstitute.org/education/downloads/ai-residential-green-energy-efficient-addendum.pdf>
- **Recognition of Energy Costs and Energy Performance in Real Property Valuation: Considerations and Resources for Appraisers**, 2nd edition (a guide for the green narrative report)  
 Institute for Market Transformation and Appraisal Institute  
[http://imt.org/files/Energy\\_Reporting\\_in\\_Appraisal.pdf](http://imt.org/files/Energy_Reporting_in_Appraisal.pdf)
- **PV Value™ Photovoltaic Energy Valuation Model spreadsheet tool** helps determine the value of a new or existing photovoltaic system installed on residential and commercial properties  
 Sandia National Laboratories, a multiprogram laboratory managed and operated by Sandia Corp., a wholly owned subsidiary of Lockheed Martin Corp., for the U.S. Department of Energy's National Nuclear Security Administration, and Solar Power Electric™  
[http://energy.sandia.gov/?page\\_id=8047](http://energy.sandia.gov/?page_id=8047)

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## NATIONAL AND STATE GOVERNMENT SITES AND PROGRAMS

- **California: One-stop site for information about energy resources in California**  
 California Energy Commission: Consumer Energy Center  
<http://www.consumerenergycenter.org>
- **Glossary of terms related to high performing buildings**  
 City of Seattle, Office of Sustainability and Environment, *Green Building Glossary*  
<http://www.seattle.gov/dpd/GreenBuilding/Resources/Greenbuildingglossary/default.asp>
- **California: Information on solar programs, rebates, tax credits, installation, and interconnecting**  
 Go Solar California  
<http://www.gosolarcalifornia.org>
- **Advanced Buildings program transfers advances in building science and energy conversion systems into commercial practice by New York's residential construction industry.**  
 New York State Energy Research & Development Authority  
<http://www.nyserda.ny.gov/advancedbuildings>
- **Property Assessed Clean Energy (PACE) Program**  
 PACE Financing  
<http://www.pacefinancing.org>
- **A list by states of green certification programs**  
 PATH: A Public-Private Partnership for Advancing Housing Technology  
<http://www.pathnet.org/sp.asp?id=20978>
- **Information about ENERGY STAR® homes and the HERS Index**  
 U.S. Environmental Protection Agency and U.S. Department of Energy  
[http://www.energystar.gov/index.cfm?c=new\\_homes.hm\\_index](http://www.energystar.gov/index.cfm?c=new_homes.hm_index)
- **The Better Buildings Initiative outlines President Barack Obama's vision to make commercial buildings 20% more energy efficient over the next decade by catalyzing private sector investment through a series of incentives to upgrade commercial buildings.**  
 White House, President Barack Obama  
<http://www.whitehouse.gov/the-press-office/2011/02/03/president-obama-s-plan-win-future-making-american-businesses-more-energy>

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## LEGISLATION

- **Proposed bill considering energy costs in debt ratios for qualifying buyers**  
 Institute for Market Transformation  
<http://www.imt.org/save-ac>
- **A comprehensive file on federal mandates worth reviewing**  
 U.S. Department of Energy

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[http://www.energycodes.gov/federal/pdfs/federal\\_webcast\\_overview\\_jcc.pdf](http://www.energycodes.gov/federal/pdfs/federal_webcast_overview_jcc.pdf)

- **Information on selected green zoning codes**
  - New York City: NYC Greener, Greater Building  
<http://www.nyc.gov/html/gbee/html/plan/plan.shtml>
  - San Francisco  
<http://www.sfdbi.org/index.aspx?page=268>
  - Portland, OR  
<http://www.portlandonline.com/bps/index.cfm?c=31612>

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## ASSOCIATIONS AND ORGANIZATIONS

- **Resources on water conservation, efficiency, and demand management** for conservation professionals and the larger water supply community.  
American Waterworks Association: Waterwiser®  
<http://www.awwa.org/Resources/Waterwiser.cfm?navitemNumber=1561>
- **In-depth technical and policy analyses and recommendations** regarding green building and other sustainable practices  
American Council for an Energy-Efficient Economy  
<http://www.aceee.org>
- **Education and resources for green construction**  
Appraisal Institute  
Green Educational Offerings  
<http://www.appraisalinstitute.org/education/green/default.aspx>  
Green Research Guide  
<http://www.appraisalinstitute.org/ppc/greenresearchguide.aspx>
- **Examples and goals of green leases**  
BetterBricks, the commercial building initiative of the Northwest Energy Efficiency Alliance  
<http://www.betterbricks.com>  
<http://www.neea.org>
- **Education for home energy auditors**  
Building Performance Institute (BPI)  
<http://www.bpi.org>
- **Independent organization to promote responsible management of the world's forests**—administers the FSC certification program  
Forest Stewardship Council  
<http://www.fsc.org>
- **Sustainable Building Assessment & Certification:** Information on the Green Building Initiative (GBI), which provides sustainability assessment and certification services through the Green Globes® program  
The Green Building Initiative  
<http://www.thegbi.org/green-globes>
- **An interactive green community** including a virtual trade show, articles, blogs, education, forums, and products  
i365Tech  
<http://www.greenexpo365.com>
- **Up-to-date information on a variety of issues that affect construction of residential and commercial buildings**  
National Association of Home Builders  
<http://www.nahb.org>
- **A downloadable file for greening the MLS.** This site has resources to assist MLS offices in implementing data fields for energy-efficient and green homes.  
National Association of Realtors  
<http://www.greenthemls.org>
- **Independent nonprofit research and educational foundation to foster efficient and sustainable use of resources**  
Rocky Mountain Institute (RMI)  
<http://www.rmi.org/rmi/>
- **National standards and information about becoming a HERS rater or energy auditor**  
Residential Energy Services Network  
<http://www.resnet.us/energy-rater>
- **Information on the LEED® certification program, research on sustainable building practices, publications, and more.**  
U.S. Green Building Council  
<http://www.usgbc.org>
- **U.S. regional and local green homebuilding organizations**  
U.S. Green Building Council  
[www.usgbc.org/ShowFile.aspx?DocumentID=2001](http://www.usgbc.org/ShowFile.aspx?DocumentID=2001)

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## DATABASES

- **A central online resource for rebate information**  
Database of State Incentives for Renewables & Energy Efficiency (DSIREUSA)  
<http://www.dsireusa.org/>
- **A database (still under construction) of ENERGY STAR® homes**  
Residential Energy Services Network  
<http://www.resnet.us>
- **DOE's High Performance Buildings Database Provides Valuable Sustainable Buildings Data**  
U.S. Department of Energy  
[http://www1.eere.energy.gov/femp/news/news\\_detail.html?news\\_id=7205](http://www1.eere.energy.gov/femp/news/news_detail.html?news_id=7205)

- **High Performance Federal Buildings Database**  
U.S. Department of Energy  
[http://www1.eere.energy.gov/femp/pdfs/gray2\\_pres1208.pdf](http://www1.eere.energy.gov/femp/pdfs/gray2_pres1208.pdf)

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## DESIGN

- **Design-oriented site for sustainable homes, natural material, and green technology**  
Jetsongreen  
<http://www.jetsongreen.com>

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## INSULATED CONCRETE FORMS

- **Information including PowerPoints, videos, and articles on energy-efficient wall systems**  
All Wall Co.  
<http://www.allwallsystem.com/AllWallInformation>

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## STRUCTURAL INSULATED PANELS

- **Technical information on home building and panels**  
NAHB Research Center  
<http://www.toolbase.org>

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## SOLAR ENERGY

- **Solar energy information and resources, including calculating payback**  
EnergyBible.com  
[http://www.energybible.com/solar\\_energy/calculating\\_payback.html](http://www.energybible.com/solar_energy/calculating_payback.html)
- **Provides U.S. solar data, including slides and fact sheets**  
Solar Energy Industries Association  
<http://www.slideshare.net/SEIA/solar-industry-fact-sheet-pennsylvania>
- **Nonprofit corporation trains Nevadans how to design, sell, and install solar-power systems**  
Solar Forces Inc.  
<http://www.solarforces.org>
- **"Quality Assurance: The Evolution of Residential Solar Leasing"**  
Solar Pro, Home Power Inc.  
[http://solarprofessional.com/article/?file=SP6\\_2\\_pg14\\_QA\\_2](http://solarprofessional.com/article/?file=SP6_2_pg14_QA_2)

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## REPORTS AND ARTICLES

- **Article: "Green Homes Sell for More, Studies Show"**  
*EcoHome* magazine, American Institute of Architects, Hanley Wood LLC  
<http://www.ecohomemagazine.com/news/2011/08-august/green-homes-sell-for-more-studies-show.aspx>
- **Article: "Non-Green Office Buildings Sacrifice 8% in Rent Revenues"**  
Environmental Building News, Building Green Inc.  
<http://www.buildinggreen.com/auth/article.cfm?2010/11/9/Non-Green-Office-Buildings-Sacrifice-8-in-Rent-Revenues>
- **Energy improvement cost analysis report**  
Grajny Consulting  
[http://grajnyconsulting.com/Improvement\\_Analysis.pdf](http://grajnyconsulting.com/Improvement_Analysis.pdf)
- **Article: "The High Cost of Deep-Energy Retrofits: A pilot project generates cost data on deep-energy retrofits of four buildings in Utica, New York"**  
Green Building Advisor, The Taunton Press Inc.  
<http://www.greenbuildingadvisor.com/blogs/dept/musings/high-cost-deep-energy-retrofits>
- **Book: *Value Beyond Cost Savings: How to Underwrite Sustainable Properties***  
Green Building Finance Consortium  
<http://www.greenbuildingfc.com/Home/ValueBeyondCostSavings.aspx>
- **Academically reviewed papers on sustainable real estate, as well as links, case studies, and sustainability resources**  
The Journal of Sustainable Real Estate, University of San Diego's Burnham-Moores Center for Real Estate  
<http://www.josre.org>
- **Blog post on Home Energy Pros: "Transaction Process Summit on High Performance Houses in Washington, DC, on Jan. 30, 2013"**  
Lawrence Berkeley National Laboratory  
<http://homeenergypros.lbl.gov/profiles/blog/show?id=6069565%3ABlogPost%3A103614>
- **Green reports for a fee**  
McGraw-Hill Construction  
<http://www.greenresource.construction.com/resources/smartmarket.asp>

- **Article: "Certified Home Performance: Assessing the Market Impacts of Third-Party Certification on Residential Properties"**  
PACENow  
[http://www.pacenow.org/documents/seattle\\_green\\_real\\_estate\\_premium.pdf](http://www.pacenow.org/documents/seattle_green_real_estate_premium.pdf)
- **Article: "Going Green Saves Money. How Much is the Question?"**  
Smart Money, Dow Jones & Co.  
<http://www.smartmoney.com/spending/for-the-home/going-green-saves-money-how-much-is-the-question-21081>
- **Report: "Integrating Sustainability and Green Building into the Appraisal Process"**  
The Journal of Sustainable Real Estate, American Real Estate Society  
[http://www.costar.com/uploadedFiles/JOSRE/JournalPdfs/11.221\\_248.pdf](http://www.costar.com/uploadedFiles/JOSRE/JournalPdfs/11.221_248.pdf)
- **Report: Ben Hoen, Peter Cappers, and Mark Hale, "An Analysis of the Effects of Residential Photovoltaic Energy Systems on Home Sales Prices in California"**  
Lawrence Berkeley National Laboratory, April 2011  
<http://eetd.lbl.gov/ea/emp/reports/lbnl-4476e.pdf>
- **Best practices for energy-efficient construction in a marine environment**  
U.S. Department of Energy  
[http://apps1.eere.energy.gov/buildings/publications/pdfs/building\\_america/marine\\_40\\_guide.pdf](http://apps1.eere.energy.gov/buildings/publications/pdfs/building_america/marine_40_guide.pdf)
- **Article: "Seeing Green"**  
Valuation magazine, Appraisal Institute  
<http://www.valuation-digital.com/valuation/20112ndQ#pg10>
- **Paper: "High-Performance Buildings—Value, Messaging, Financial and Policy Mechanisms"**  
Prepared for the U.S. Department of Energy by the Pacific Northwest National Laboratory; principal author M.J. McCabe of HaydenTanner, LLC  
<http://www.pnl.gov/publications/abstracts.asp?report=327173>

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## TOOLS

- **Free appraiser's guide for recognizing green building features in homes**  
The Appraisers Research Foundation  
<http://www.appraiserresearch.org/research-results/green-guide.html>
- **A map of LEED commissioned buildings in the United States (commercial) as well as LEED buildings per state, and functionality to virtually explore LEED projects**  
Esri  
<http://mapstories.esri.com/leed>
- **A map of USGC certified buildings in the United States (commercial)**  
Esri  
<http://www.arcgis.com>
- **An interactive green community that provides details on "How to Identify and Resolve Issues in High-Performing Buildings"**  
i365Tech  
<http://www.greenexpo365.com>
- **Green Energy Compass online tool for benchmarking, analysis, and reporting of energy for homes and small buildings**  
Performance Systems Development  
<http://www.psdconsulting.com/software/greenenergycompass>
- **Free roof azimuth tool assists in pinpointing a property's azimuth**  
Solimetric Inc.  
<http://tools.solimetric.com/Tools/roofazimuthtool>
- **Free web-based residential energy calculator and web service that provides customized estimates of residential energy use, energy bills, and CO<sub>2</sub> emissions.; Identifies potential energy-saving strategies and ranks in order of cost-effectiveness.**  
U.S. Department of Energy  
<http://www.hespro.lbl.gov>
- **Find a "Walk Score" for a property to determine ease of living a lifestyle that is less reliant on cars**  
Walk Score, Front Seat  
<http://www.walkscore.com/how-it-works.shtml>

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