

New Morning



2014 RESNET Building Performance Conference

Steve Baden, RESNET Executive Director www.resnet.us

New Morning for RESNET

Great Accomplishments Achieved in 2013

Lays Foundation for:

New Opportunities

New Challenges

Accomplishments in 2013

2013 Witnessed Major Accomplishments:

- Demand for Ratings Growing Rating companies making more money!
- 2015 IECC to Include Energy Rating Option
- RESNET Continues to be in Sound Financial Health

Demand for Ratings Growing

213,000 homes rated to date in 2013 (128,000 in 2012)

Average HERS Index Score – 64 (66% more efficient than average existing home)

With the average rating being \$500 represents \$106.5 million in earnings by rating industry (Up from \$64 million in 2012)

RESNET Financial Status

RESNET Continues to be in Sound Financial Health

Over \$1.32 Million in Assets

Mega Trends for RESNET and Rating Industry

- Incorporation of HERS Index Scores as Compliance Option to Building Energy Codes
 - Arkansas, Colorado, Idaho, Kansas, Massachusetts,
 New Mexico and New York
- Incorporation of HERS Index Scores in MLS
 - Colorado, Florida, Illinois, Maine, Minnesota, Nebraska.
 New Hampshire, Oklahoma, Texas, Vermont,
 Wisconsin
- Evidence that Low HERS Index Scores Reduces Risk in Mortgage Loan

Mega Trends for RESNET and Rating Industry

 RESNET Incorporates Appraisal Institute Green and Energy Efficient Addendum

On Bill Financing for Electric Cooperatives

Jurisdictions Adopting HERS Index Score Option to Energy Code

5	core O	ption to	Energ	y Code	
• Acton, Massachusetts	• <u>Hatfield, Massachusetts</u>	Rockland, Massachusetts	• <u>Chelmsford, Massachusetts</u>	• Middlefield, Massachusetts	Town of Oyster Bay, New York
• Amherst, Massachusetts	• Holland, Massachusetts	• Rowe, Massachusetts	• Chesterfield, Massachusetts	• Millbury, Massachusetts	• Town of Riverhead, New York
 Andover, Massachusetts 	• Holyoke, Massachusetts	• Salem, Massachusetts	• City of Boulder, Colorado	• Millville, Massachusetts	• Town of Southampton, New York
 Arlington, Massachusetts 	 Hopkinton, Massachusetts 	State of New Mexico	• City of Santa Fe, New Mexico	• Milton, Massachusetts	Town of Taos, New Mexico
• Ashfield, Massachusetts	• Huntington, Massachusetts	• <u>Scituate, Massachusetts</u>	• Concord, Massachusetts	• Mission, Kansas	• Townsend, Massachusetts
• Ashland, Massachusetts	• Johnson County, Kansas	• Shawnee, Kansas	• Conway, Massachusetts	• Monson, Massachusetts	• Truro, Massachusetts
• Athol, Massachusetts	• Kingston, Massachusetts	• Sherborn, Massachusetts	• County of Boulder, Colorado	• Montague, Massachusetts	• Tyngsborough, Massachusetts
 Auburn, Massachusetts 	• Lakeville, Massachusetts	• Shirley, Massachusetts	• <u>Dedham, Massachusetts</u>	• <u>Natick, Massachusetts</u>	• Waltham, Massachusetts
 Ayer, Massachusetts 	• Lancaster, Massachusetts	 Shutesbury, Massachusetts 	• <u>Deerfield, Massachusetts</u>	• New Salem, Massachusetts	• Watertown, Massachusetts
• Barre, Massachusetts	• Lawrence, Kansas	• Somerville, Massachusetts	• Desoto, Kansas	• Newburyport, Massachusetts	 Wayland, Massachusetts
• Becket, Massachusetts	• Leawood, Kansas	• Springfield, Massachusetts	• <u>Dudley, Massachusetts</u>	• <u>Newton, Massachusetts</u>	• Wellesley, Massachusetts
• Bedford, Massachusetts	• Lenox, Massachusetts	 Stockbridge, Massachusetts 	• Easthampton, Massachusetts	• North Adams, Massachusetts	• Wenham, Massachusetts
• Belchertown, Massachusetts	• Leominster, Massachusetts	 Sudbury, Massachusetts 	• Easton, Massachusetts	• Northampton, Massachusetts	• West Tisbury, Massachusetts
• Belmont, Massachusetts	 Leverett, Massachusetts 	 Sunderland, Massachusetts 	• Fayetteville, Arkansas	• Northfield, Massachusetts	• Westminster, Massachusetts
• Berlin, Massachusetts	• Lexington, Massachusetts	• <u>Sutton, Massachusetts</u>	• Gardner, Kansas	• Olathe, Kansas	• Weston, Massachusetts
• Beverly, Massachusetts	• Lincoln, Massachusetts	• <u>Swampscott</u> , <u>Massachusetts</u>	• Gardner, Massachusetts	• Palmer, Massachusetts	• Westwood, Massachusetts
• Blaine County, Idaho	• Lowell, Massachusetts	• <u>Tewksbury, Massachusetts</u>	• Gill, Massachusetts	• Pelham, Massachusetts	• Whately, Massachusetts

 Boston, Massachusetts Marlborough, Massachusetts Tisbury, Massachusetts · Gloucester, Massachusetts · Pembroke, Massachusetts · Williamsburg, Massachusetts · Mashpee, Massachusetts Topsfield, Massachusetts Bridgewater, Massachusetts · Granby, Massachusetts · Petersham, Massachusetts · Williamstown, Massachusetts Brookhaven, New York Maynard, Massachusetts Town of Babylon, New York · Great Barrington, Massachusets · Pittsfield, Massachusetts Winchester, Massachusetts Brookline, Massachusetts Medford, Massachusetts · Town of Hempstead, New York · Greenfield, Massachusetts · Plympton, Massachusetts · Winthrop, Massachusetts Buckland, Massachusetts · Medway, Massachusetts Town of Huntington, New York · Hamilton, Massachusetts · Provincetown, Massachusetts · Woburn, Massachusetts Cambridge, Massachusetts . Town of Islip, New York Melrose, Massachusetts Hanover, Massachusetts Quincy, Massachusetts Worcester, Massachusetts · Carlisle, Massachusetts · Town of North Hempstead, New York Mendon, Massachusetts · Revere, Massachusetts Hanson, Massachusetts

Incorporation of HERS Index in MLS

CONCERNING THE PROPERTY AT:	
-	

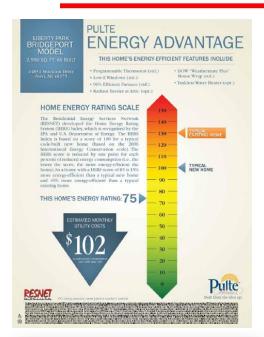
AUSTIN/CENTRAL TEXAS REALTY INFORMATION SERVICE ENERGY, ENVIRONMENT AND SUSTAINABILITY ATTACHMENT

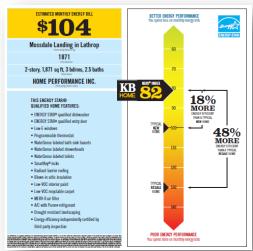


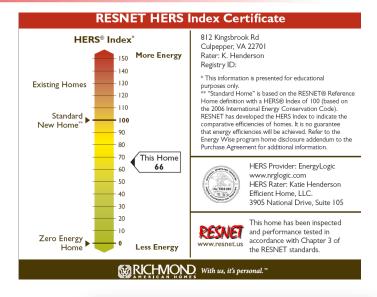
This information is intended to provide a potential Purchaser(s) with information directly from the Seller(s). The following are representations made by the Seller(s) and are not the representations of ACTRIS or the REALTOR®(s). ACTRIS and the REALTOR(s) play no role in completing this form and disclaim any responsibility for the data, analysis, or any other documentation provided by the Seller(s). It is not a warranty of any kind by the Seller(s) and should not substitute for any inspection or test(s) the Purchaser(s) may wish to obtain. Sellers are encouraged to provide all available documentation.

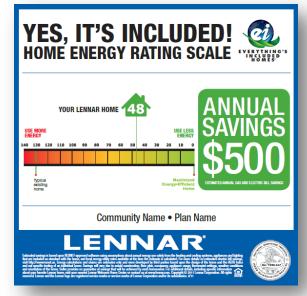
L	v			
ENERGY EFFICIENCY RATINGS Copy of certification(s) required				
☐ Building America	Rating:	Version:	Year:	
☐ Energy Efficient Mortgage Qualified	Rating:	Version:	Year:	
☐ Home Performance w/ ENERGY STAR®	Rating:	Version:	Year:	
☐ HERS Index	Rating:	Version:	Year:	
☐ Other:	Rating:	Version:	Year:	

Builders Marketing HERS Index Scores of Homes









New HERS Index Web Site www.hersindex.com











WHAT IS THE **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, testing and calculating a home's energy performance.

FIND OUT MORE

Latest news: SEE ALL



How to Identify a High Energy Performance Home

So you're looking to buy a new home...but not just any home. You want one that's easy on the environment and uses less energy. A comfortable home that saves you money while reducing your ca... Sep. 19 2013



What's the Big Deal About the HERS Index?

There's a new buzzword being thrown around the housing industry with increasing regularity these days: the HERS Index. For those in the know, the HERS Index is the most effective way of i...

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90

60₈₅





FIND A RESNET ENERGYSMART BUILDER



WHAT BUILDERS ARE SAYING

Home Energy Efficiency and Mortgage Risks



RESNET Incorporates Appraisal Green and Energy Efficient Addendum

1	Client File	F.		Appraisai File #.			
allı.	F	Residential Green and Energy Efficient					
		Addendum					
• • • • • • • • • • • • • • • • • • •	Client:						
AI Reports	Subject Pro	perty:					
Form 820.04*	City:	City: State: Zip:					
Additional resourc	es to aid in the	e valuation of green	properties and th	e completion of	this form (can be fo	und at
	http://www.ac	oraisalinstitute.org	/education/green	energy addendu	IM.ASDX		
Rating	Score:	LEED Certified: LE	ED Silver LEED G	old LEED Plat	tinum		
		□ ICC-700 National Gre	en Building Standard (Certified: 🗆 Bronze	☐ Silver	□ Gold	☐ Emerald
		Green Certifying Organiza	ation URL (website)				
						<u> </u>	

On Bill Financing

Rural Electrical Cooperatives

- Funding from USDA
- Zero interest rate loans for members to make whole house improvements (test in and test out) – paid back with surcharge on utility bills

Included in Recently Passed Farm Bill and USDA Regulations

Challenges to RESNET in 2014

With Growth Comes Greater Responsibilities

Need Greater Consistency in HERS Index Scores

Need for Greater Consistency in HERS Index Scores

Revise RESNET Procedures and Standards to Ensure Greater Consistency of HERS Index Scores

RESNET HERS Score Consistency Task Force

Housing Industry

- Jacob Atalla, KB Home
- CR Herro, Meritage Homes
- Jim Petersen, Pulte Group
- Dean Potter, K. Hovnanian Homes

Rating Industry

- Dave Bell, Environments for Living
- Brett Dillon, IBS Advisors
- Philip Fairey, FSEC
- Rob Salcido, Architectural Energy Corporation

RESNET Quality Improvement Task Force

Develop Recommendations to the RESNET Board to Enhance Greater Consistency of HERS Index Scores

Members of the Task Force

Housing Industry

- CR Herro, Meritage Homes
- Dean Potter, K. Hovnanian Homes

Rating Industry

- Bob Eipert, Bremen Energy Auditors
- Jerry Fenchel, Fox Energy Specialists
- Galo LeBron, Energy Inspectors
- Greg Thomas, Performance Systems Development
- Sean Shanley, EarthCraft Virginia
- Matt Sharpe, Vermont Energy Investment Corp

Housing/Energy Policy Proposal

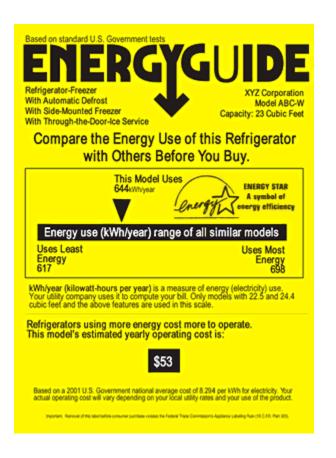
- Residential buildings represents largest primary energy use in U.S. (20%)
- Common in current market place of having new homes 30% more efficient than homes build under 2006 codes (In 2013 Average HERS Index Score was 64)
- U.S. Department of Energy estimates cost effective to reduce existing homes energy consumption by 30%

Background

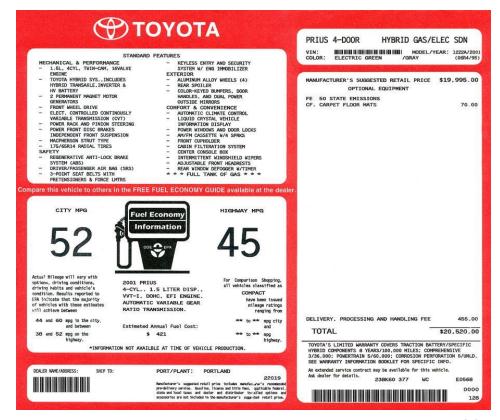
- US households spend around \$230 billon annually on energy (not including transportation)
- Energy is a significant and growing cost of homeownership (~15%)
- Accelerating market adoption of energyefficient homes

Transparency in Other Consumer Decisions

Appliances



Automobiles



Current Transparency in Home Buying

Transparency in Home Buying

From Fayetteville, Arkansas to Boston, Massachusetts codes require new homes post HERS Index Score.

Transcends current red state/blue state divide

Proposed Policy

Require HERS Index Score on all homes financed through federal mortgage programs (Fannie Mae, Freddie Mac, FHA & VA)

Energy Labeling In EU and US

Energy labelling

PAGE 1 OF 9



Energy labelling of the following building:

Address: Storgade 27 A og B Postal code/city: 9990 Storstaden

BBR-no.: 12345-1

Energy labelling no.: 122780 Valid 5 years from: 8. august 2006 Energy consultant: Jens Pedersen



Company: Aktuel Energirådgivning

The energy labelling informs about the building's energy consumption, the possibility for obtaining energy savings, the break-down of the building's energy costs and the average energy consumption of individual apartments. The energy labelling is prepared by certified energy consultants for apartment buildings and is required by law.

Reported energy consumption for heating

Costs including VAT 293.000 DKK/year and duties:

Consumption: 526 MWh/year

• Reported for the period: January 1st 2005 – December 31st 2005

The reported energy consumption and costs are climate corrected by the energy consultant. Thus, the figures express an average year temperaturewise.

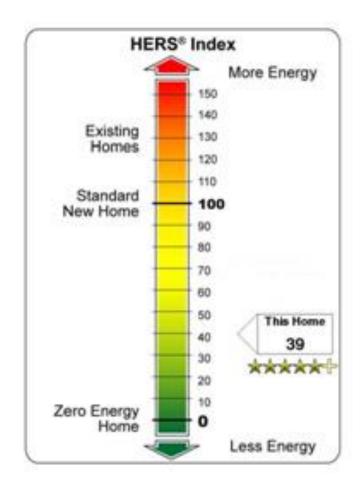
Energy label				
Low o	consumption			
A1	A2			
B1	B2			
C1	C2			
D1	D2	_		
E1	E2	E2		
F1	F2			
G1	G2			

High consumption

A1 is the best energy label that can be achieved, then A2, then B1, etc. G2 is the worst.

Cost-effective savings

Here are the energy consultant's proposals to reduce the energy and water consumption in the building. There may be more proposals on the next page. The proposals below are elaborated in the building inspection section.



Home Performance Labeling In Europe



Home Listings In France



Transparency in Housing Market

Does Not Require Legislation

Lenders Required Home Inspections and Termite Testing in the 1990s

Rationality in Mortgage Underwriting

With findings that default and prepayment risks are lower in energy efficient homes by as much as 1/3

Proposed New Formula for Determining Housing Affordability:

Principal, Interest, Taxes, Insurance Minus Monthly Energy Savings (PITI-ES)

Transparency & Rationality

Reflected in SAVE Act

Introduced in 2012 by Senator Bennet (D-CO) & Isakson (R-GA)

Could be achieved in administrative action

Benefits of Housing/Energy Policy Proposal

- Cut U.S. Energy Consumption & Ensuing Environmental Pollution
- Pump hundreds of millions of dollar into economy by reduced energy waste
- Create needed jobs in hard hit construction section
- Homeowners having more affordable and comfortable homes
- More secure mortgages

Benefits of Housing/Energy Policy Proposal

All without outlay of federal funds

An economic, national security, environmental, industry & consumer proposal that is fiscally conservative and relies on the market place

Clinton Global Initiative Adopts RESNET Initiative



CLINTON GLOBAL INITIATIVE

Commitment to Action

WE COMMIT TO TAKE ACTION TO include the energy performance of a home in the housing market and mortgage financing. Through this commitment, we will advocate for making the energy performance of a home in the housing market more transparent, and underscore the rationality of considering the energy savings of a home in the mortgage underwriting process.

August 1, 2013

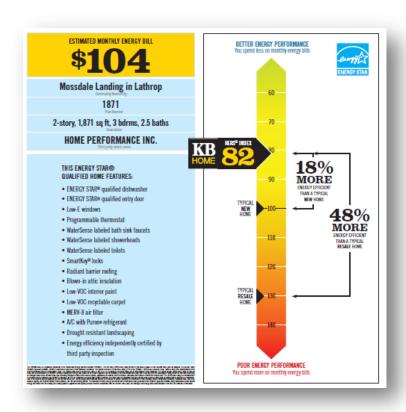
Steve Baden RESNET





RESNET Partnership with EPA

HERS Index Score Can Work With ENERGY STAR



RESNET Partnership with EPA

 RESNET and EPA Partnering on Quality Assurance and Resolving Consumer Complaints

 RESNET/EPA Rating Industry Scholarship for Disabled Veteran, Women and Minority Owned Businesses

California Here We Come

