An education solution that meets the growing demand for appraisers who can accurately value high performance homes.
ENERGY STAR® homes accounted for 26% of new construction in 2011

- More than 25%
- 20 – 25%
- 10 – 19%
- Less than 10%

Source: U.S. Energy Information Administration, based on ENERGY STAR.

Note: Percentages represent number of ENERGY STAR single-family house completions reported by the Census Bureau.

“I have to commend you on the outstanding presentation you have put together on this subject. Your knowledge of high performance ‘green’ building, as well as appraising the same, is clearly demonstrated throughout the course. I can’t remember the last time I have taken an education offering that has so thoroughly energized me and kept me wanting to learn more. Thank you for giving us this wonderful opportunity. It is much appreciated.”

— Lorrie Beaumont, AGA | LB Appraisal Associates (Westwood, MA)
A rapidly increasing number of states and municipalities are setting standards for accurately considering the value of green attributes in homes. To meet this growing demand, more and more states are recommending that appraisers have the appropriate training to accurately value a green home. Since 2009, Earth Advantage and its partners have delivered more than 70 green trainings to over 600 appraisers across 10 states. These trainings allow appraisal professionals to gain competency on issues related to high performance home valuation, while also providing the opportunity to gain a professional accreditation and a competitive edge in the market.

The Accredited Green Appraiser (AGA) program equips providers with a flexible and revenue generating approach to adding green home appraisal coursework to their program. Delivery options range from 1-3 days of training based on the specific needs in a local area. Beyond added flexibility, we can also guarantee our AGA program is more widely available, more thorough and less expensive than any other appraiser designation in the U.S.

AGA PROGRAM MODULES

**Appraising Green Homes: Construction Methods & Trends**
Provides an introduction to all phases of green residential construction, from proper siting of a home to finish material selection.

**Appraising Green Homes: Valuation Techniques**
Participants will analyze valuation studies and cost data for green residential projects, and will learn about energy labels and how they can be used to support energy efficiency programs in their area. Latest market research and several green home adjustment techniques will also be provided.

**Appraising Green Homes: Advanced Applications**
Valuation techniques from modules one and two will be directly applied to appraisal case studies, providing tools that can be integrated into real world practice. Passing a formal exam allows the student to use the designation of Accredited Green Appraiser.
Course Features

BENEFITS

➤ Accredited Green Appraiser professional designation and use of logo
➤ AGA course manual and resource guide
➤ Valuation data and studies
➤ Tours of high performance homes
➤ Personalized profile listing on the Earth Advantage website and marketing support
➤ Affiliation with third-party certifier of green homes

OUTLINE

➤ Sustainable Building Overview
➤ Five Pillars of Green Building: Energy, Health, Land, Materials and Water
➤ Green Building Certification Programs
➤ Home Energy Labeling & Rating Systems
➤ Energy Audits
➤ Recent Green Building Market Research
➤ Market Analyses & Highest & Best Use
➤ Cost Approach: Data Gathering & Green vs. Code Costs
➤ Sales Comparison Approach: Data Gathering
➤ Sales Comparison Approach: Analysis & Adjustments
➤ Appraisal Addendum
➤ Appraisal Reporting on Green Homes and Upgrades
➤ Case Studies

ONLINE OPTIONS

AGA Online can be offered by our partners in a revenue sharing capacity. Modules 1 & 2 are IDECC Certified and provide 7 CEs in AL, CA, NV, OR, PA, TX, WA, and WI.

LEARNING OBJECTIVES

1. Explain the differences between "energy efficient", "green" and "code" homes
2. Identify the different methods and trends of residential green construction
3. Describe the market and regulatory forces at work in the sustainable housing market and how they affect appraisers
4. Access the most recent valuation data on high performance homes
5. Describe how energy upgrades made through local home energy audit and retrofit programs could affect the appraised value of a home
6. Apply course material to appraisal case studies
7. Identify the most appropriate comparable sales available using cost and quality of construction data
8. Apply energy efficiency adjustments to appraisal assignments as necessary
9. Apply appropriate quality of construction and utility adjustments in the sales comparison approach, using market and cost data as appropriate
10. Understand the foundations and history of sustainable development

CREDITS AVAILABLE

Approved for continuing education in OR, WA, AL, VA, NV and MA. EA can seek approval in other states.

FRAMEWORK

Three days (21 credit hours) total. Typically hosted from 9 a.m. to 5 p.m.