An Energy Efficiency Love Story
How Data Standards Come Together for Visible Value in Real Estate

This is the story of how data standards work together to make the value of energy efficiency upgrades visible in the real estate market. Data standards ensure that the process moves forward efficiently and effectively for all players at all stages of the transaction.

1. Homeowner
Hires a Contractor to complete energy efficiency upgrades (or contacts an energy efficiency program for assistance in selecting a competent Contractor).

2. Contractor
Conducts an energy assessment of the home to identify the best measures and completes the upgrades. Sends home performance data in HPXML file to Program Administrator.

3. Program Administrator
Enters home performance data into a BPI 2101-compliant certificate and sends this to the Homeowner with the completed Appraisal Institute Green and Energy Efficiency Addendum.

4. Homeowner
When ready to move, gives the certificate to a Real Estate Agent along with the Addendum.

5. Real Estate Agent
Easily transfers the data into the Multiple Listing Service (MLS) because the fields are RESO Data Dictionary compliant and aligned with the fields on the certificate and attaches the Addendum and a lender letter.

6. MLS
Listing becomes public with high quality data that is searchable by other agents. Listing displays information that communicates the home is high performing, requires less money to operate, and is more comfortable.

7. Homebuyer
Impressed by the performance of the home, the Homebuyer reaches out to an Agent and makes an offer; after it is accepted, homebuyer applies for a mortgage with a Lender.

8. Appraiser
A special Appraiser qualified to value high performance homes is sent by the Lender. The Appraiser completes the Addendum using information from the standardized fields in the MLS and sends this opinion of value to the Lender.

9. Lender
The Addendum is mapped to the MISMO dictionary used by the mortgage industry allowing it to extract data for analyzing mortgage loan statistics. Lender approves the loan amount supported by the appraisal, which may be more money than comparable homes on the block that do not have the energy upgrades.