The Value for High Performance Homes Campaign is a group of real estate and energy efficiency professionals working together to remove barriers toward the fair value of energy efficient homes. We’ll use this regular alert to keep you up-to-date on the latest news and developments. For more, visit the campaign website at http://www.elevateenergy.org/value-high-performance-homes-campaign/home/.

**Chicago Homes that Disclose Energy Costs Have a Higher Close Rate**
What happens when a Chicago single family real estate listing discloses residential energy costs (gas and electric)? It has a higher close rate and spends less time on the market than comparable homes that did not disclose this information, according to an analysis by Elevate Energy. Read the full analysis here and the blog post here.

**Appraisal Institute Expands “Green” Education Offerings**
The Appraisal Institute (AI) is extending its partnership with Build It Green, a California-based “green” building organization, enabling more valuation professionals to take relevant education courses. Funding for these trainings is provided through The Energy Network, a local government organization created by the California Public Utilities Commission. Competent appraisers are key to not only making the value of a high performance home visible, but also in transforming the marketplace. Any appraiser that has taken (or will take) AI’s required green courses and passes the exams will be placed on the green registry. Read the full story here.

**Standardizing the Data: BEDES V1.1 Launched**
The Building Energy Data Exchange Specification (BEDES) is a data dictionary that facilitates the consistent exchange of building and energy use data. The smooth transfer of data in a language that is common to all of the players in the real estate and energy efficiency sectors will create a more effective means of getting information into the marketplace. To read more about the launch of version 1.1 of BEDES, click here. To read more about developing standardized IT solutions, read step six in our blueprint, “Unlocking the Value of an Energy Efficient Home.”

**Overcoming the Challenges of the High Performance Home**
Conveying the value of high performance homes can be challenging, as
the value is often hidden in the attic and walls. A sales training webinar from the Department of Energy Zero Energy Ready Homes addresses these challenges. The training includes three trends that suggest a growing interest in this level of home performance and why it will be increasingly important to know how to sell these homes. Find both parts of the webinar here.

If you have any questions, please contact us at Info@ElevateEnergy.org.

You’re receiving this update because you have expressed interest in the topic. We’ll continue to alert you with news and developments. Please feel free to share; others can sign up to receive regular alerts here and you can follow the conversation on Twitter at #VisibleValue