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/.

This December, we’re all about appraiser-designed studies. Studies of this nature are critical, as appraisers can utilize the results of these studies when appraising a high performance home because they use the same methodology accepted by the secondary mortgage market. The studies provide more robust data than typically found in an individual appraisal report and lead to more credible opinions of value within their local market. Read on for four studies that are helping appraisers and advancing #VisibleValue in markets across the U.S.

**Landmark Study For DC Appraisers**
Homebuyers are not just interested in high performance homes. They’re also willing to pay more for them. This is according to a new study released by the Institute for Market Transformation and the District of Columbia’s Department of Energy and Environment. The study finds that high performance homes marketed with green features sell at an average premium of 3.46 percent compared to homes without green features.

The study is a bellwether for other appraiser-led studies. One of the first of its kind, the techniques used in the study produced a credible set of quantifiable results that make it possible for appraisers to utilize the findings during the actual home appraisal process in their local DC market.

**From the Northwest, Two Studies Bring Real, Tangible Results**
A new study documents the market valuation associated with the predominant green and energy efficient home certifications used in the Northwest U.S. The study provides evidence of market trends and an analysis of contributory value. It also fills an important need for local appraisers by providing them with a reliable, localized, and granular analysis they can use in their home valuation calculations. Read the full study published by Earth Advantage. A second study released by the Energy Trust of Oregon looks at the potential contributory value of the
Energy Performance Score and solar photovoltaic (PV) in residential single family house sales in the Portland, Oregon area. Taken together, these two studies provide an easy-to-understand and timely snapshot of the market reaction to various green features.

**Appraiser-Supported Study Shows Solar Value in Six Markets**
Solar installments added value to homes in six markets, according to a new report led by a researcher from the U.S. Department of Energy's Lawrence Berkeley National Laboratory (Berkeley Lab) and a home appraisal expert. The soaring growth in home PV systems—which totaled more than half a million homes in 2014—highlights the need for additional valuation options.

“These results will benefit appraisers, real estate agents, and mortgage lenders who increasingly encounter PV homes and need to understand the factors that contribute to, and detract from, market value,” says study co-author Ben Hoen, a researcher in the Energy Technologies Area of Berkeley Lab.

**Mark Your Calendar: High Performance Home Advocate Workshop**
Homeowners who invest in energy efficiency will see an immediate return on investment in the form of increased comfort and lower utility bills. But when these high performance homes sell for more money in the real estate market, we'll also see an increase in the number of people who want to invest in improving their own homes.

If you'll be at the RESNET Conference on Sunday, February 28, 2016, join Elevate Energy for a free, in-depth workshop on the role the real estate community will play in tapping into this value. Leave the workshop ready to demonstrate the value of the high performance homes market in a way that resonates with your real estate community. Click here to read about the training and register for the RESNET Conference.

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.