

Efficiency Vermont Offers: 8 Hrs. Vermont Appraiser Continuing Education Credits

At Better Buildings by Design - February 7, & 8, 2018

DoubleTree by Hilton Burlington Hotel (formerly, Sheraton Burlington), 870 Williston Rd, South Burlington, VT

Efficiency Vermont's Better Buildings by Design is the region's premier design and construction conference. It features interactive learning about building durability, efficiency, and value for both residential and commercial projects. Annually it draws 1,000 attendees to its 40 workshops, and to visit with its 50+ exhibitors of energy efficient and renewable energy products, systems, and services (see <https://contractors.efficiencyvermont.com/bbd>). In addition to two, four-hour Vermont approved continuing education credit courses, we offer appraisers an opportunity to attend up to four Better Buildings by Design (BBD18) conference workshops, learn from exhibitors about their products and services, and join conference attendees for lunch and networking.

Nationally acclaimed appraiser **Sandra Adomatis, SRA, LEED GA** will be in Vermont for two days providing 8-hours of Vermont state-approved, continuing education courses/credits at BBD18. Sandy literally wrote the book on green appraisal, *Residential Green Valuation Tools*. As Vice-Chair of the Appraisal Institute's (AI) Education Committee, Sandy led AI's efforts to ensure appraisers have the tools and resources needed to value energy efficient and green homes. Those tools include the *Residential Green and Energy Efficient Addendum* and the *Valuation of Sustainable Buildings Professional Development Program and Registry*. Sandy speaks, consults, and teaches nationally and we are thrilled to be able to offer appraisers an opportunity to hear her at Better Buildings by Design.

Valuation Resources for Solar Photovoltaic Systems for Appraisers - Feb. 7, 2018

Course content includes:

- Review of energy storage batteries for solar PV
- List of resources from solar PV system valuation expert
- Overview of electric rate pricing plans to arrive at an accurate analysis of electric costs

Benefits to appraisers include:

- Differentiate yourself from your peers by serving as a source of information on solar
- Learn to accurately appraise an installation to avoid liability
- Comply with appraisal standards and gain competency before appraising a solar installation
- Gain access to tools for developing the market value of a home with solar

Real Estate and Solar Fast Facts:

- The number of households with solar energy systems in the United States is expected to surpass 1 million this year. It will take only two years to reach the next million.
- **Recent research shows that adding solar to a home—much like renovating the kitchen—can boost a home's value and resulting home sale price.**



With funding from The Department of Energy's SunShot Initiative, Elevate Energy brought together solar and real estate experts from around the country to develop this class. SunShot works to make it faster, easier, and more affordable for Americans to choose solar energy in their daily lives. Elevate Energy is a mission-focused organization that designs and implements efficiency programs that lower costs, protect the environment, and ensure the benefits of energy efficiency reach those who need them most.

Evaluating the Emerging Housing Market: 3-Ms – Modular, Manufactured, & Mobile – Feb. 8, 2018

The name game has taken over the residential housing market nationwide. Many of us incorrectly assume we understand the terms and physical differences in these names. “Vermod?” “Oh, that’s a mobile home.” Knowledge is power and it will keep you at the forefront in evaluating this rapidly growing, energy efficient housing sector. This seminar, through pictures, identifies physical and legal differences of these 3-Ms and a P (panelized homes). Marketing and valuation challenges will be listed and solutions identified. Last but not least, the view of how these 3-Ms and a P are financed will give you the all-around content you need to stay abreast of the name game.

Define and Compare Panelized-Modular-Manufactured-Mobile Homes

- Define each of the 3-Ms and the P using definitions from the secondary mortgage market and current appraisal text.
- Review photographs showing characteristics that are significant to valuation and marketing.
- Describe high-performance and apply it to the modular/panelized structure and how it differs from a modular that is not high performance.

List Market and Valuation Challenges

- Challenges real estate agents face in marketing the 3-Ms and data that would resolve those challenges.
- Appraisal procedures available for valuing the 3-Ms and limitations presented by inadequate data or knowledge.

Identify Secondary Mortgage Market Guidelines

- Review Fannie Mae, Freddie Mac, FHA, and VA guidelines as they apply to thigh-performance homes.
- An overview of the appraiser and REALTOR® competency requirements as they apply to these homes.

Wrap Up and Questions

- A quick review of the material and where we are with the 3-Ms in VT with number of units already in place.
- High performance modular and panelized home incentives and state programs that promote them.

APPRAISER CONTINUING EDUCATION COURSES at Better Buildings by Design 2018 (check all options selected)

FULL REGISTRATION per person - provides 8 hours of VT Real Estate Appraisal Board Continuing Education Credit

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|--------------------------|-------|-------------------------------------|-----------------------------------------------------------------------------------------------------------------|
| <input type="checkbox"/> | \$200 | fee received by January 17, 2018 | 2/7 - Valuation Resources for Solar Photovoltaic Systems - 7:45-11:45 AM & breakfast in Exhibit Hall at 7:00 AM |
| <input type="checkbox"/> | \$250 | fee received after January 17, 2018 | 2/8 - Evaluating the Emerging Housing Market: 3-Ms – Modular, Manufactured, & Mobile - 8:30 AM-12:30 PM |
| <input type="checkbox"/> | \$275 | walk-in fee on first day of event | & breakfast in Exhibit Hall at 7:30 AM |

ONE DAY ONLY REGISTRATION (Wednesday, February 7th) - provides 4 hours of VT Real Estate Appraisal Board Continuing Education Credit

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|--------------------------|-------|-------------------------------------|-----------------------------------------------------------------------------------------------------------|
| <input type="checkbox"/> | \$150 | fee received by January 17, 2018 | Valuation Resources for Solar Photovoltaic Systems - 7:45-11:45 AM & breakfast in Exhibit Hall at 7:00 AM |
| <input type="checkbox"/> | \$200 | fee received after January 17, 2018 | |

ONE DAY ONLY REGISTRATION (Thursday, February 8th) - provides 4 hours of VT Real Estate Appraisal Board Continuing Education Credit

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|--------------------------|-------|-------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------|
| <input type="checkbox"/> | \$150 | fee received by January 17, 2018 | Evaluating the Emerging Housing Market: 3-Ms – Modular, Manufactured, & Mobile 8:30 AM-12:30 PM & breakfast in Exhibit Hall at 7:30 AM |
| <input type="checkbox"/> | \$200 | fee received after January 17, 2018 | |

ADD LUNCH & MORE LEARNING/NETWORKING (Wednesday, February 7th)

- | | | | |
|--------------------------|------|-------------------------------------|------------------------------------------------------------------------------------------------------------------------------------|
| <input type="checkbox"/> | \$50 | fee received by January 17, 2018 | Includes lunch, choice of two - 90 minute BBD workshops* (between 1:20 - 4:45 PM), & a reception in Exhibit Hall (4:45 to 7:00 PM) |
| <input type="checkbox"/> | \$75 | fee received after January 17, 2018 | |

ADD LUNCH & MORE LEARNING (Thursday, February 8th)

- | | | | |
|--------------------------|------|-------------------------------------|------------------------------------------------------------------------------------|
| <input type="checkbox"/> | \$50 | fee received by January 17, 2018 | Includes lunch & choice of two - 90 minute BBD workshops* (between 1:45 - 5:00 PM) |
| <input type="checkbox"/> | \$75 | fee received after January 17, 2018 | |

TOTAL - ALL SELECTIONS ABOVE

*For BBD Conference schedule & 90-min. BBD workshop options: <https://contractors.encyclopedia.com/bbd>

Attendee Name: _____ Company Name (for name tag): _____

Email (for important, last minute announcements, such as delays due to weather): _____

Register:

Online by credit card: <http://bit.ly/2oXBFAP>

By email: info@delaneymeetingevent.com

By phone: 802-865-5202

By check (please attach form above & identify attendee on check)

Payment to: Delaney Meeting & Event Management, Attn: Better Buildings by Design, 1 Mill Street, Suite 315, Burlington, VT 05401