



# Optimizing The Residential Appraisal Process (USA)

For Logix XtraComfort™ Homes



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## Optimizing The Residential Appraisal Process (USA)

- > Congratulations on your decision to build a Logix XtraComfort™ Home – you have one of the highest performing homes in the country!
- > The following pages outlines the steps you can take to optimize your home appraisal so that it reflects your home's high performance and energy-efficiency attributes.



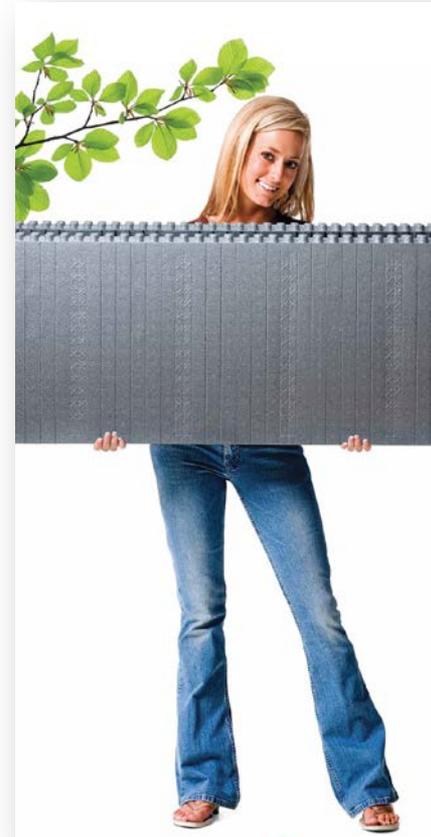
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## Optimizing The Residential Appraisal Process (USA)

- > 1. (Optional) Complete Your Home's High Performance Package.
- > 2. Acquire a HERS rating and report for your home.
- > 3. Use a certified "Green Appraiser"
- > 4. Complete and submit the Appraisal Institute's Residential Green and Energy Efficient Addendum
- > 5. (Tip) Leverage The Green Elements In The MLS System.



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## 1. (Optional) Complete Your Home's High Performance Package

A Logix XtraComfort Home is a high performance home. If desired, you can enhance your home's performance even further by adding and/or completing some or all of the following complimentary elements:

- > R60+ Ceiling Insulation
- > R10 Under Slab Insulation
- > Triple Pane Windows
- > Seal Tightly – Attempt to target < 1.0 ACH @50 Pascals (Air Changes Per Hour)
- > Incorporate a Heat Recovery Ventilation System into your HVAC System
- > Incorporate Air Pumps into your HVAC System

*Note: this general list is provided for guidance purposes only. Correct high performance choices are dependent upon climate zone and home design.*



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## 2. Acquire A HERS Rating For Your Home

- > Only a qualified RESNET evaluator can provide a HERS rating for your home. The process will include a “blower door” test to determine air tightness. You will use the results of the HERS report to complete your appraisal paperwork.

The screenshot shows the RESNET website interface. At the top left is the RESNET logo with the tagline 'RESIDENTIAL ENERGY SERVICES NETWORK'. To the right are navigation links: 'LEARN ABOUT HERS', 'ASK AN EXPERT', 'RESNET PROFESSIONALS', and social media icons for Google+, Twitter, and Facebook. A search bar is also present. Below the navigation is a horizontal menu with tabs: 'Home Energy Efficiency', 'Financial Benefits', 'Ratings & Audits' (which is highlighted), 'Use a RESNET Professional', 'About RESNET', and 'Contact'. The main content area is divided into two columns. The left column features a photograph of a hand pointing at a digital thermostat displaying '78'. Below the photo is the text 'Contact a Certified RESNET HERS Rater to Learn More' and a blue button labeled 'ASK AN EXPERT'. The right column contains two sections: 'Energy Rating' with links for 'What Is an Energy Rating?', 'Energy Rating Benefits', and 'Energy Rating FAQs'; and 'Energy Audits' with links for 'What Is an Energy Audit?', 'Types of Energy Audits', 'Energy Audit Benefits', and 'Energy Audit FAQs'. At the bottom of the page, there is a 'Home Energy Rating' section with social media share buttons (Google+, Twitter, Facebook) and a short paragraph explaining the HERS Index. To the right of this paragraph is a map icon with a person silhouette and the text 'Find a Local RESNET Professional Near You'.

[www.resnet.us/energy-rating](http://www.resnet.us/energy-rating)



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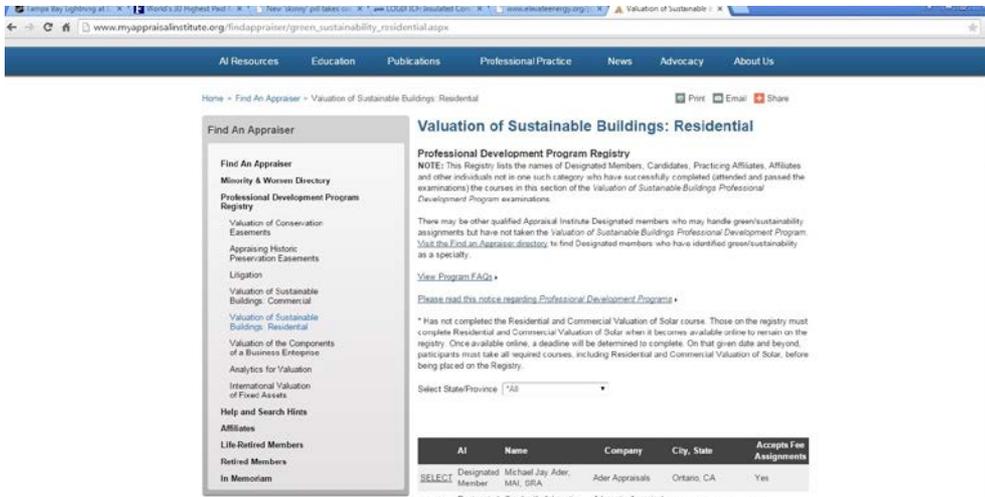


### 3. Use A Certified “Green Appraiser”

Understand your right to a competent appraiser.

In many markets you are eligible to specify with the lender that you will only accept an appraiser from the Certified Green Residential Appraiser List.

These appraisers are listed on the website below and have been trained to recognize the value of high-performance home improvements in your Logix XtraComfort Home.



[http://www.myappraisalinstitute.org/findappraiser/green\\_sustainability\\_residential.aspx](http://www.myappraisalinstitute.org/findappraiser/green_sustainability_residential.aspx)



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## 4. Complete & Submit the Green Residential Addendum Form

- > The Appraisal Institute has a form for documenting high performance home improvements and their value.
- > Download form 820.04: Residential Green and Energy-Efficient Addendum at:

<http://www.appraisalinstitute.org/professional-practice/professional-practice-documents/green-energy-efficient-addenda/>

Then complete this form and provide to your “Certified Green” appraiser.

Client File #	Appraiser File #
<b>Residential Green and Energy Efficient Addendum</b>	
Client Use Only	
Form 820.04*	State: USA
Additional resources to aid in the valuation of green properties and the completion of this form can be found at <a href="http://www.appraisalinstitute.org/valuation/green-energy-efficient-addendum.aspx">http://www.appraisalinstitute.org/valuation/green-energy-efficient-addendum.aspx</a>	
The appraiser hereby certifies that the information provided within this addendum: <ul style="list-style-type: none"><li>has been considered in the appraiser's development of the appraisal of the subject property only for the client and intended user(s) identified in the appraisal report and will not be relied upon by parties other than those identified by the appraiser as the client or intended user(s) in the report.</li><li>is not provided by the appraiser for any other purpose and should not be relied upon by parties other than those identified by the appraiser as the client or intended user(s) in the report.</li><li>is the result of the appraiser's routine inspection of and inquiries about the subject property's green and energy efficient features. Extraordinary circumstances: Data provided herein is assumed to be accurate and if found to be in error should alter the appraiser's opinion of value.</li><li>is not made as a representation or as a warranty as to the efficiency, quality, function, operability, reliability or cost savings of the separate items of the subject property in general, and this addendum should not be relied upon for such assessments.</li></ul>	
<b>Green Building:</b> The practice of creating structures and using processes that are environmentally responsible and resource-efficient throughout a building's lifecycle from site to design, construction, operation, maintenance, renovation, and demolition. This practice expands and complements the classic building design concerns of economy, utility, durability, and comfort. High Performance building and green building are often used interchangeably.	
<b>Six Elements of Green Building:</b> A green building has attributes that fall into the six elements of green building known as (1) site, (2) water, (3) energy, (4) materials, (5) indoor air quality, and (6) maintenance and operation. A Green Building will be energy efficient but an energy efficient building is not necessarily a Green Building.	
<b>Green Features:</b> The following is the list of green features within the scope of this report of the subject property.	
<b>Certification:</b> Green Challenge # 2013	<input type="checkbox"/> First Certified <input type="checkbox"/> LEED Platinum <input type="checkbox"/> LEED Gold <input type="checkbox"/> LEED Silver <input type="checkbox"/> LEED Certified <input type="checkbox"/> Other
<b>Rating:</b> Certified	Score: N/A
<b>Additional:</b>	Up to six additional changes made to the structure since it was certified: N/A
<b>Comments:</b>	If a property is built green but not formally certified, it still deserves proper description and analysis to value the features. The market analysis is of the structure's physical, economic, and locational attributes and not an analysis of its label alone.

\*The objective of this Addendum is to standardize the communication of the high performing features of residential properties. Identifying the features not listed on this form provides a basis for comparable selection and analysis of the features. Builders, contractors, homeowners, and third party verifiers are encouraged to complete this Addendum and present to appraisers, agents, lenders, and homeowners.

U.S. Environmental Protection Agency at [www.epa.gov/greenbuilding/subj/about.htm](http://www.epa.gov/greenbuilding/subj/about.htm).

\*ICR2: The Appraisal Institute includes this form to use the questions when the customer chooses use of the form application. Depending on the application this report provides additional data, analysis and conclusions not called for in this form. The appraiser retains the right to make or complete the form and declares any responsibility for the data, analysis and/or conclusions provided are based on the information provided. © Appraisal Institute 2013. All Rights Reserved January 2013

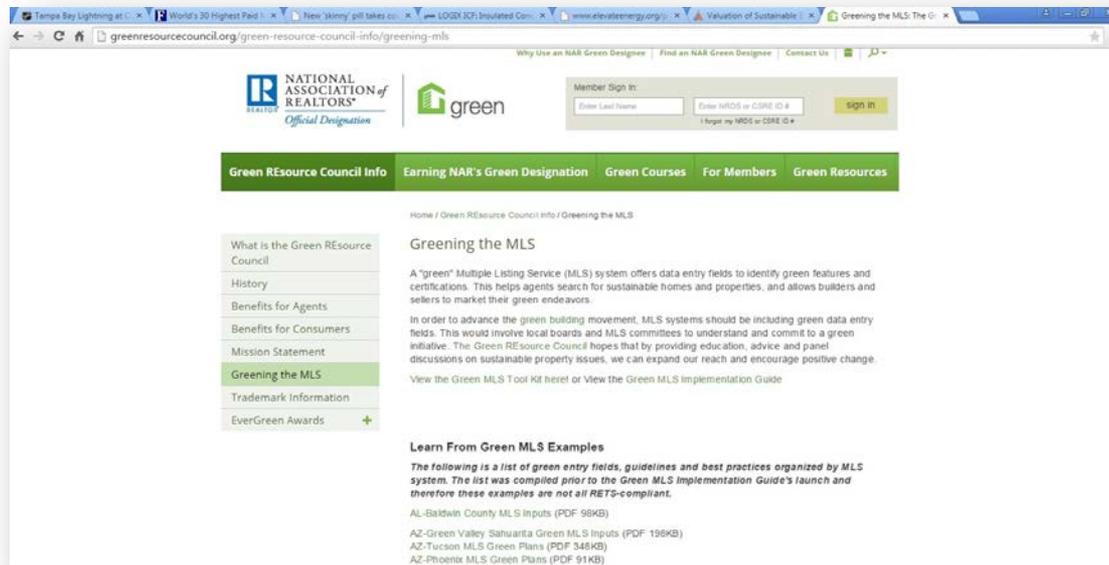


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## 5. (Tip) Leverage The Green Elements in the MLS System.

- > If you are selling through a real estate agent, know the green MLS fields and contract language.



<http://greenresourcecouncil.org/green-resource-council-info/greening-mls>



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Thank You!

> For more assistance:

> Visit [LogixICF.com](http://LogixICF.com)

> Contact Logix at [info@LogixICF.com](mailto:info@LogixICF.com)

> Contact your Logix Territory Manager at 888.415.6449



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