Home Energy Score
Educational Module Insert for REALTOR® Trainings
Provide Home Energy Information Through DOE’s Home Energy Score

A “miles-per-gallon” rating for homes to help your buying and selling clients*

- Lets sellers **showcase energy improvements** they have made to their homes at time of sale
- Tells potential homebuyers **information** about a home’s energy features and estimates home energy costs

At time of sale, the Home Energy Score is –

**FAST.** Takes less than one hour in most homes.

**AFFORDABLE.** Free for Assessors to keep costs low.

**SIMPLE.** Easy to understand 1 to 10 scale.

**CREDIBLE.** Created through robust testing and analysis.

**FLEXIBLE.** Available through various programs and software.

*Applicable for single-family homes and townhomes only.*
A Tool for Your Clients’ Homes

Six page report details the home’s energy features and cost-effective energy solutions.
What A Home’s Score Means

The Score is based on a home’s energy-related assets, which typically convey at time of sale

- Assumes average weather for that location and standard assumptions of occupant behavior
- More useful and standard than past bills
- “Apples to apples” comparison between homes
- Can include solar panels in home’s Score

The less energy a home is expected to use, the higher its Score

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<th>Higher energy use</th>
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Homes expected to use more energy each year than 85% of U.S. homes
Homes expected to use less energy than about 50% of U.S. homes; average energy costs
Homes expected to use less energy than 90% of U.S. homes
Why Your Clients Care

Buyers want as much information about a home as possible
• Build trust with buyers as you help them make an informed decision
• Protect clients from unexpected costs and discomforts
• Be an ongoing resource for clients on how to make smart home improvements that enhance their home’s value

Sellers can showcase their homes’ features
• Homes with energy disclosure information sell faster
• Help ensure that energy investments and upgrades are valued in transaction

Clients can gain access to additional financing products
• Fannie Mae’s HomeStyle Energy mortgage loan product
• FHA’s mortgage loan products
• Financing for high-scoring homes and home energy improvements
When to Get a Home Energy Score

When listing to showcase energy improvements
• Show the Score in the MLS listing to attract buyers
• Use MLS Green Fields to make the listing searchable by Score

When buying to get as much information as possible
• Many home inspectors can offer the Score as part of the home inspection

After moving in to inform energy improvements
• Get cost-effective investments that improve the Score, increase comfort, and lower bills
Getting Started

1. Learn More
   Read the introductory presentation that explains the value of energy efficiency and how the Home Energy Score can help homes communicate their value. Find an Assessor near you to get a Score for your home.

2. Expand Your Business with the Score
   Connect with Home Energy Score Partners working with real estate in your area to offer clients the Score. Utilize the Score in ways that are best for your business: work with buyers to make informed choices, with sellers to feature green homes, or both.

3. Showcase Your Knowledge
   Use customizable marketing materials to reach your clients and differentiate yourself in the marketplace. Help your clients Find an Assessor to get a Score.

4. Take Advantage of the Score
   Use CMLS’s Home Energy Information Guide to include the Score in MLS listings. Ensure lenders use the Appraisal Institute’s Green and Energy Efficient Addendum to include the Score in the home’s appraisal. Access additional financing through products offered by Fannie Mae, Freddie Mac, and FHA.

5. Tell Your Story
   Share your success and get featured on the Home Energy Score website. Email us at homeenergyscore@ee.doe.gov and let us know how you have incorporated the Home Energy Score in your business.