



earth
advantage®



Accredited Green Appraiser

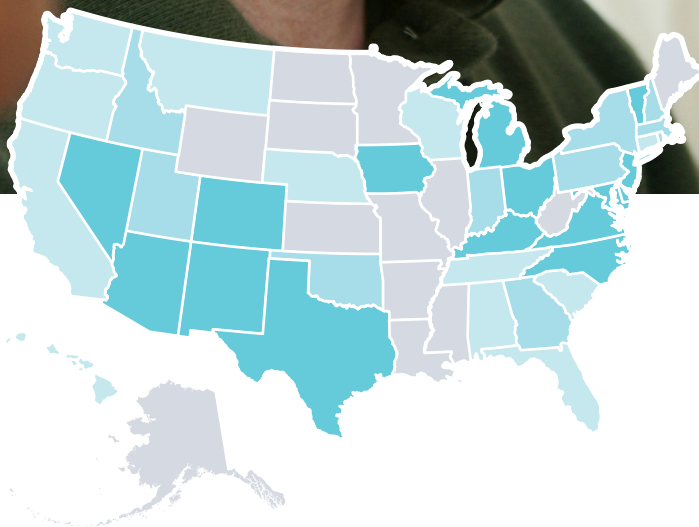
An education solution that meets the growing demand for appraisers who can accurately value high performance homes.



Why Accreditation Matters

Our Accredited Green Appraiser (AGA) training provides professionals with the opportunity to earn a credential that both bolsters and promotes an individual's qualifications.

Becoming an AGA means an appraiser must maintain continuing education credit requirements every two years. Thus, licensing the fully accredited option provides your organization with a continuous touch pathway to ensure that local appraisers are regularly updated of industry changes. We invite you to submit any relevant coursework to Earth Advantage at any time for continuing education credit approval.



ENERGY STAR® homes accounted for 26% of new construction in 2011

■ More than 25% ■ 20 - 25% ■ 10 - 19% ■ Less than 10%
Percent of new single-family homes qualified as ENERGY STAR homes.

Source: U.S. Energy Information Administration, based on ENERGY STAR.
Note: Percentages represent number of ENERGY STAR single-family house completions reported by the Census Bureau.

"I have to commend you on the outstanding presentation you have put together on this subject. Your knowledge of high performance 'green' building, as well as appraising the same, is clearly demonstrated throughout the course. I can't remember the last time I have taken an education offering that has so thoroughly energized me and kept me wanting to learn more. Thank you for giving us this wonderful opportunity. It is much appreciated."

— Lorrie Beaumont, AGA | LB Appraisal Associates (Westwood, MA)

Educate appraisers about sustainable building practices and appraisal strategies for valuing the energy efficient and green features of a home.

A rapidly increasing number of states and municipalities are setting standards for accurately considering the value of green attributes in homes. To meet this growing demand, more and more states are recommending that appraisers have the appropriate training to accurately value a green home.

Since 2009, Earth Advantage and its partners have delivered more than 70 green trainings to over 600 appraisers across 10 states. These trainings allow appraisal professionals to gain competency on issues related to high performance home valuation, while also providing the opportunity to gain a professional accreditation and a competitive edge in the market.

The Accredited Green Appraiser (AGA) program equips providers with a flexible and revenue generating approach to adding green home appraisal coursework to their program. Delivery options range from 1-3 days of training based on the specific needs in a local area. Beyond added flexibility, we can also guarantee our AGA program is more widely available, more thorough and less expensive than any other appraiser designation in the U.S.

AGA PROGRAM MODULES

Appraising Green Homes: Construction Methods & Trends

Provides an introduction to all phases of green residential construction, from proper siting of a home to finish material selection.

Appraising Green Homes: Valuation Techniques

Participants will analyze valuation studies and cost data for green residential projects, and will learn about energy labels and how they can be used to support energy efficiency programs in their area. Latest market research and several green home adjustment techniques will also be provided.

Appraising Green Homes: Advanced Applications

Valuation techniques from modules one and two will be directly applied to appraisal case studies, providing tools that can be integrated into real world practice. Passing a formal exam allows the student to use the designation of Accredited Green Appraiser.

COURSE STRUCTURE

Module 1 - Construction Methods & Trends
(+ guest speaker)

Module 2 - Valuation Techniques
(+ site visits)

Module 3 - Advanced Applications
(+ accreditation exam)

PARTNERSHIP SERVICES

Curriculum customization
(manual, PowerPoint presentation, activities, resources)

State approval for continuing education

Marketing templates

Administrative checklists

Registration management

Training for trainers

Training delivery

Administration of online accreditation exam and course evaluation (AGA only)

Accreditation follow up: logos, online profile, and marketing support



Course Features

BENEFITS

- > Accredited Green Appraiser professional designation and use of logo
- > AGA course manual and resource guide
- > Valuation data and studies
- > Tours of high performance homes
- > Personalized profile listing on the Earth Advantage website and marketing support
- > Affiliation with third-party certifier of green homes

OUTLINE

- > Sustainable Building Overview
- > Five Pillars of Green Building: Energy, Health, Land, Materials and Water
- > Green Building Certification Programs
- > Home Energy Labeling & Rating Systems
- > Energy Audits
- > Recent Green Building Market Research
- > Market Analyses & Highest & Best Use
- > Cost Approach: Data Gathering & Green vs. Code Costs
- > Sales Comparison Approach: Data Gathering
- > Sales Comparison Approach: Analysis & Adjustments
- > Appraisal Addendum
- > Appraisal Reporting on Green Homes and Upgrades
- > Case Studies

ONLINE OPTIONS

AGA Online can be offered by our partners in a revenue sharing capacity. Modules 1 & 2 are IDECC Certified and provide 7 CEs in AL, CA, NV, OR, PA, TX, WA, and WI.

LEARNING OBJECTIVES

1. Explain the differences between "energy efficient", "green" and "code" homes
2. Identify the different methods and trends of residential green construction
3. Describe the market and regulatory forces at work in the sustainable housing market and how they affect appraisers
4. Access the most recent valuation data on high performance homes
5. Describe how energy upgrades made through local home energy audit and retrofit programs could affect the appraised value of a home
6. Apply course material to appraisal case studies
7. Identify the most appropriate comparable sales available using cost and quality of construction data
8. Apply energy efficiency adjustments to appraisal assignments as necessary
9. Apply appropriate quality of construction and utility adjustments in the sales comparison approach, using market and cost data as appropriate
10. Understand the foundations and history of sustainable development

CREDITS AVAILABLE

Approved for continuing education in OR, WA, AL, VA, NV and MA. EA can seek approval in other states.

FRAMEWORK

Three days (21 credit hours) total.
Typically hosted from 9 a.m. to 5 p.m.



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Better Buildings Now

CONTACT

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ABOUT

Earth Advantage is a Portland-based nonprofit whose mission is to accelerate the creation of better buildings. We provide knowledge to building professionals and information to consumers through certification, research, education, and product development to move the building industry towards more sustainable practices.

earthadvantage.org

OTHER COURSES

Earth Advantage®
Broker (EA Broker)

Sustainable Homes
Professional (SHP)

Building Science Toolkit
for Home Inspectors

Marketing for Green Homes

Deconstruction and
Materials Reuse