

EPS, HERS, HES... OMG!

BPI-2101: Standard Requirements for a
Certificate of Completion for Whole-House
Energy Efficiency Upgrades

March 28th, 2012
ACI 2012 National Conference



National Home
Performance Council

Robin LeBaron, Managing Director

National Home Performance Council



Robin is the Managing Director of the National Home Performance Council. His work includes directing NHPC's research projects and standards- and data-related initiatives.

Prior to joining NHPC in 2010, Robin served as executive director of Hope Community, Inc., an East Harlem-based non-profit that owned and managed 70 buildings with more than 1,200 units of affordable housing.

Robin holds a Ph.D. in Anthropology from the New School for Social Research.



National Home
Performance Council

National Home Performance Council

- National non-profit organization based in Washington, D.C.
- Supports whole-house energy efficiency programs like HPwES
- Stakeholder organization with representation from industry, contractors, utilities, state offices, federal agencies on board of directors



National Home
Performance Council

What is a Residential MPG?

- A residential MPG number would provide a simple way of describing a home's energy consumption
- Intuitive, easier to understand than detailed information about air infiltration rates, R-values, etc.



I Want My MPG

- Allows comparison
- Encourages competition
- Useful for buyers at the time of home sale



National Home
Performance Council



Yet Another Holy Grail

- An MPG would facilitate valuation of energy efficiency



Boosting Sales Price

When energy efficiency is recognized as increasing the sales price of a home, owners can undertake upgrades with some assurance that they can recapture some or all of the costs at time of sale



Real-estate valuation is not faith-based

- Appraisers and lenders respond to market
- Need *proof* that energy efficient homes sell for higher prices
- Quantification of the “contributory value” of energy efficiency necessary



The path to the Holy Grail runs through thickets of data

- To assess the contributory value of energy efficiency, data is needed on:
 - Sales price of homes
 - Energy efficiency characteristics of home
 - Other home characteristics (to ensure apples-to-apples comparisons)
- Multiple Listing Services are primary data source / repository



Getting data into the MLS is painful

- Most MLS databases do not incorporate information about energy efficiency
- Necessary to add fields to the databases: laborious and time-consuming process
- What are the best fields to add so that energy efficiency can be captured in MLS systems?



Key Challenges

- Quantity
- Complexity
- Reliability
- Liability
- Challenges particularly great for upgrades / retrofits



MPG is a potential solution

- An MPG would be an easy way to incorporate information into MLS databases
- A numeric scale would allow easy association between energy efficiency and sales price
- (...relatively easy)



Waiting for the Label

Until the national, universally-accepted label arrives...

- New BPI standard designed to standardize and promote certificates issued by HP programs
- Simple way to get information about an upgrade into MLS databases



National Home
Performance Council

BPI-2101

- BPI-2101-S-2011 Standard Requirements for a Certificate of Completion for Whole-House Energy Efficiency Upgrades
- ANSI standard developed through stakeholder-driven consensus process
- Process underway: goal is completion by July 2012



What does the standard specify?

- Standard set of data describing measures implemented
- Could also include MPG, labels, savings projections and/or consumption data
- Local programmatic customization assumed



Challenges of MLS Databases

- Address challenges of getting information into MLS systems:
 - Quantity: Large amounts of data
 - Complexity: Simple for RE agents to upload
 - Reliability: Issued by knowledgeable third party
 - Liability: Reduced as a result of third party issuance



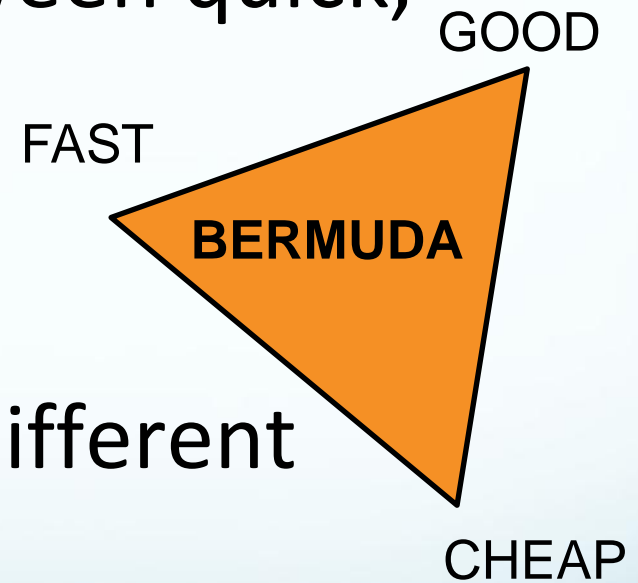
Uses of a standard certificate

- Effective marketing tool for contractors
- Helps homeowner recapture value of energy efficiency at time of sale
- Adds value to an HP program's core product
- Preserves information about a home's energy efficiency far into the future



MPG still important – But which one?

- Inevitable trade-off between quick, cheap and good
- What trade-off is ideal?
- Different trade-offs for different purposes?



questions / comments

Robin LeBaron, Managing Director
National Home Performance Council
1620 Eye Street NW, Suite 501
Washington DC, 20006
robin.lebaron@nhpci.org
(646) 416-2605



National Home
Performance Council