



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.

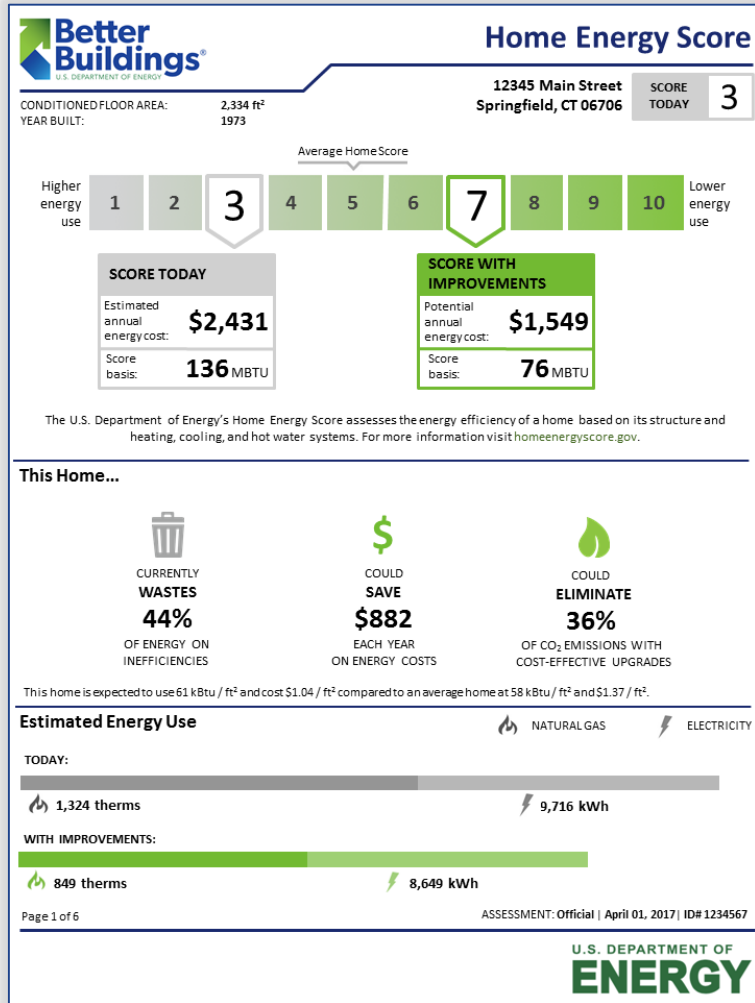
SIMPLE. Easy to understand 1 to 10 scale.

CREDIBLE. Created through robust testing and analysis.

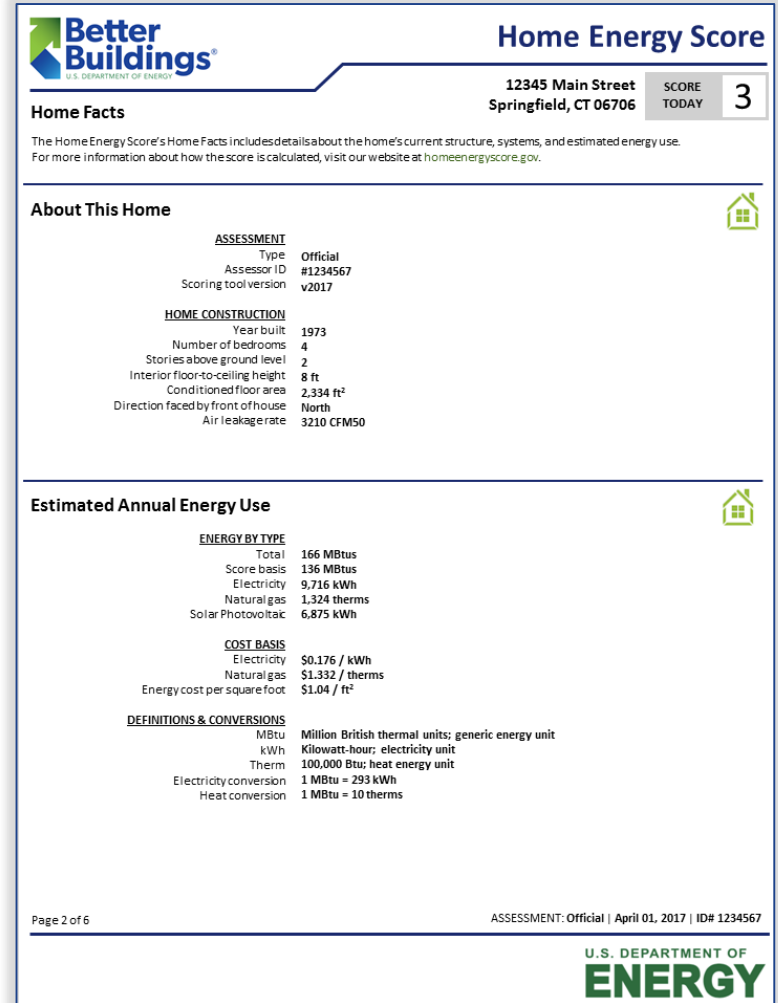
FLEXIBLE. Available through various programs and software.

*Applicable for single-family homes and townhomes only.

A Tool for Your Clients' Homes



Cover page highlights key information.

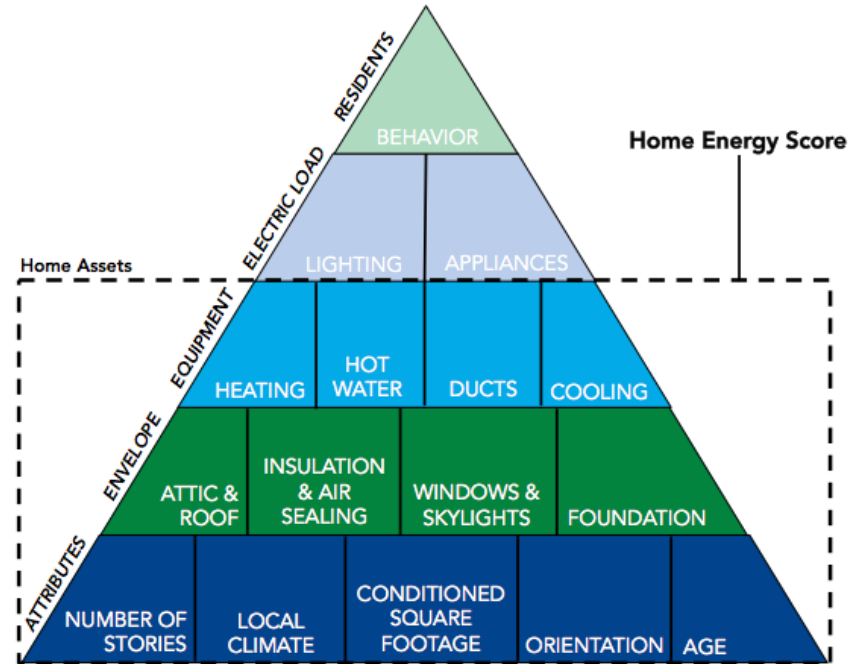


Six page report details the home's energy features and cost-effective energy solutions.

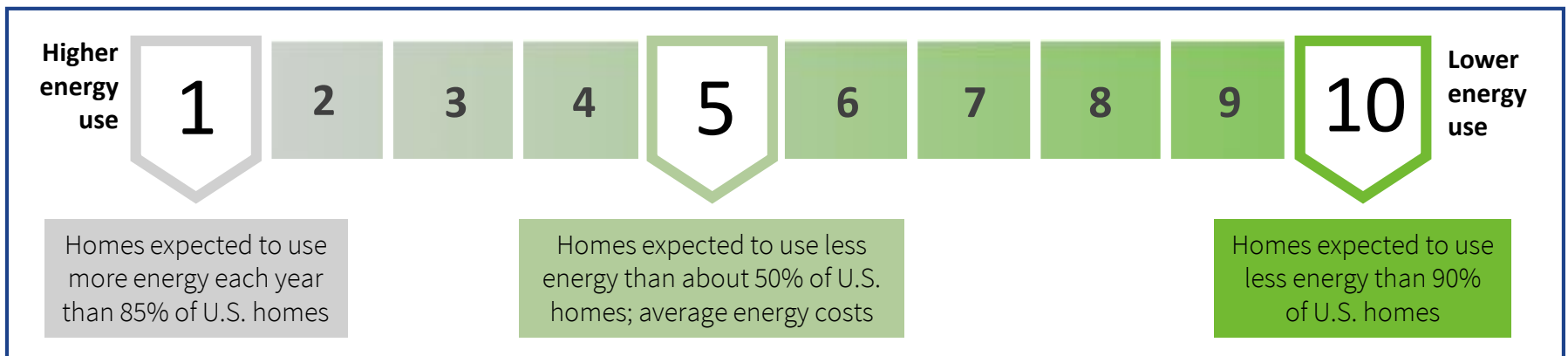
What A Home's Score Means

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



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.