On the Horizon: Making Home Energy Data Meaningful Beyond the MLS
Panelists

- Moderator: Chad Curry, National Association of REALTORS®
- Jodi Horne, Fannie Mae, Senior Risk Manager
- Jeremy Crawford, RESO Executive Director
- Matt Casey, CRS Data, President, CEO
Standards & Innovation
Chad Curry, National Association of REALTORS
CRT, RETS and RE Data
HEIA, RESO & CRT

RESO
REAL ESTATE STANDARDS ORGANIZATION

ENTER FOR REALTOR® TECHNOLOGY
Data Dictionary & BEDES

RESO
REAL ESTATE STANDARDS ORGANIZATION
Challenges with Data

Walk Score
Get Scores  Find Apartments  My Favorites  Add to Your Site

Live Where You Love

Get Scores  Find Apartments  My Favorites  Add to Your Site

Live Where You Love

Great Nearby Places
View neighborhood restaurants, coffee shops, grocery stores, schools, parks, and more.

Improve Your Commute
Get a commute report and see options for getting around by car, bus, bike, and foot.

Fits Your Lifestyle
Learn about the neighborhood, view crime and safety, see what locals are saying, browse photos and places.
AIA Home Design Trends Survey

1. Smarter homes.  
2. Healthier homes.  
3. Disaster-proof.  
5. Age-in-place.  
6. All about the kitchen.  
7. Outdoor living spaces.  
8. Home offices.  
9. Smaller but better designed homes.  

Source:  
http://styledstagedsold.blogs.realtor.org/2016/03/28/10-trends-driving-the-next-decade-of-home-design/
Energy Use

Home Energy Manager
The central nervous system for the net zero energy home helps homeowners optimize energy consumption.

Solar Photovoltaic
3 kW to 4 kW solar array on the roof to meet energy requirements of the home.

Small Wind
Supplementary renewable generation.

Smart Meter
A communication gateway between the Smart Grid and the home.

Geothermal Heat Pumps
Reduces HVAC and water heating energy requirements by 30%.

GE Heat Pump Water Heater
Uses less than half the energy of a conventional electric water heater.

Energy Efficient Lighting
High efficiency CFL, LED and OLED lighting.

Demand Response Appliances
High efficiency Energy Star Appliances shed load from the grid and help consumers save money during peak demand.

Energy Storage
Battery storage for backup power and peak loads.

GE Water Filtration
Filters, conditions and monitors home water usage.
OpenADR
Rosetta Home Concept
Rosetta Home

Environmental Quality

- Netatmo Weather Station
  - $150
  - CO₂
  - Noise
  - Pressure
  - Temperature (Indoor & Outdoor)
  - Humidity (Indoor & Outdoor)

Energy Usage

- Neurio
  - $249
  - Rainforest Eagle
  - $99
  - Works with smart meters
  - Real-time energy data
Rosetta Home

- Listing **data is static**
- Changes manually
- No environmental quality data or energy
Rosetta Home

- Improve quality of life
- Dynamic data in listings
- Data is voluntarily shared by homeowner
7467 Sheridan

$765,000.00

Enormous, 4,100 sq ft., solid brick mini-mansion on 50x175’ lot awaits new owner. Grand entry & staircase, double parlor. DR w/ cross beamed ceilings opens to enclosed greenhouse. Grand, open kitchen. Oak floors & trim throughout. Big BR’s, vintage tile in kit and baths, 3 FP’s. Tile roof, 2 car brick gar + 3 pkg spaces, 6ft. iron fence, expandable full walk-up 3rd fl., high ceiling basement. 1/2 block to Lake.

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<th>True Living Cost</th>
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Auto-pop - Tax works, why not green?

- Tax Data
- Verified Green Data
- 2.4 Million Records
- MLS Operators
- Agents
- Brokerages
- Aggregators
Identifying The Right Place for Energy Data Integration

Matt Casey, President/CEO
CRS Data
Who Are We?

Providing powerful, accurate data since 1989
Providing Clear & Current Property Tax Data

• Property & tax records
• Interactive GIS and plat maps
• Sales and mortgage histories
• Area demographics
• Warranty deeds
• Property analyses
• Comps
The Potential For Integrating Building & Energy Data

[DIAGRAM: Pie chart divided into four sections labeled Standards, Demand, Data Source, and [CATEGORY NAME]].

Building & Energy Data?
The Role: Property Assessors

- Assess all property and property ownership
- Produces an assessment roll that is the basis for levying taxes
- Establishes and maintains property maps
- Values all taxable property
The Role: Property Assessors

Opportunity for Integration?
The Role: Register of Deeds

- The official recording and filing office for all legal documents affecting real and personal property

Diagram:
- Title Companies/Financial Institutions
- Assignments
- Land patents
- Leases
- Mortgages
- Liens
- Quit Claim Deeds
- Warranty Deeds
The Role: Register of Deeds

Trade & Standards Organizations

MISMO

American Land Title Association
The Role: Property Assessors

Opportunity for Integration?
The Role: Appraisers

- Appraisers provide an estimate of the value of land and the buildings on the land usually before it is sold, mortgaged, taxed, insured or developed.

Real Estate Listing Information

Valuation Information

Appraisal Data

Public Records

Personally gathered property details
The Role: Appraisers

Trade & Standards Organizations
The Role: Appraisers

Opportunity for Integration?
The Role: Realtors

- Help clients buy, sell and rent properties
Some listing data is publicly available, but bulk listing data is not normally provided to the public.
The Role: Realtors

Trade & Standards Organizations

[Logos for RESO, CMLS, and National Association of Realtors]
The Role: Realtors

Opportunity for Integration?
Thank you!

Matt Casey, President/CEO
CRS Data | www.crsdata.com
HomeStyle® Energy Mortgages
Better Building Summit May 2016
Overview

HomeStyle Energy offers affordable financing options for borrowers interested in improving the energy and water efficiency of their homes.

- Pay off higher-interest energy improvement debt, including PACE (Property Assessed Clean Energy)* loans through a limited cash-out refinance
- Finance up to 15% of the “as completed” appraised value of a home for new cost-effective energy improvements as part of a purchase or limited cash-out refinance
- Finance up to $3,500 in basic weatherization or water-efficient improvements with no energy report as part of a purchase or limited cash-out refinance

*Fannie Mae policies related to PACE loans have not changed. More information can be found in the Fannie Mae Selling Guide B5-3.4-01: Property Assessed Clean Energy Loans (12/01/2010).
Lender Benefits

Key Benefits for Lenders

- Available to all Fannie Mae approved sellers – No special lender approval needed
- Expand your market to new customers purchasing homes that need upgrades and strengthen your relationships with real estate professionals
- Help customers reduce their energy costs and improve the comfort of their homes with refinance opportunities
- $500 loan-level price adjustment (LLPA) credit
Eligible Energy Improvements

HomeStyle Energy is focused on cost-effective energy and water efficiency improvements.

- Basic weatherization and water-savings devices
- Pay off of existing energy improvement debt, including PACE
- Cost-effective energy and water improvements identified through an energy assessment or that are completed as part of an overall cost-effective energy improvement home upgrade
- Eligible energy assessment programs:
  - RESNET Home Energy Rating Service
  - U.S. Department of Energy Home Energy Score
  - Comparable state or local program that assesses cost-effective energy improvements with an independent energy assessment professional
Eligible Energy Assessments

Expanded options for home energy assessments.

- RESNET Home Energy Rating Service
- U.S. Department of Energy Home Energy Score
- Comparable state or local program that assesses cost-effective energy improvements with an independent energy assessment professional
When to consider HomeStyle Energy

Is your borrower buying an older home?
- The average age of homes in the United States is 37 years old. Basic weatherization and the installation of low flow water devices may result in immediate monthly savings for homeowners. Larger efficiency projects may create even more comfort and savings.

Are your customers looking to improve the comfort of their homes?
- Improving comfort and livability of homes is a key motivator for consumers seeking energy and water efficiency improvements.

Are your refi customers paying too much on energy costs?
- Having an energy assessment will identify the most cost-effective options for improving the performance of a home. Some of these options may be easier to install and less expensive than what homeowners might expect.

Does your refi borrower have an existing energy-improvement debt to pay off?
- Many homeowners take on expensive consumer debt or financing offered by contractors when a home emergency strikes such as a furnace or air conditioner failure. They may not have time to shop around for affordable financing options. HomeStyle Energy may be a lower cost option to refinance this debt.
Key Lending Parameters

- Up to 95% Loan-to-Value Ratio
- All 1-4 unit existing properties except manufactured homes
- All occupancy types
- Desktop Underwriter® (DU®) and manual underwriting permitted
- Allowable funds:
  - Up to 15% of the “as completed” value permitted to be used for new improvements
  - Up to 15% of the value permitted to be used to pay-off existing debt used for energy improvements
- Loans may be delivered prior to completion of improvements, escrow and completion verification requirements apply
- No lender recourse for loans delivered prior to the completion of the improvements
- Plug and play with all Fannie Mae programs, products, and features

- Exclusions: New construction, Refi Plus, and DU Refi Plus
Resources

All lender resources for HomeStyle Energy can be found on one convenient webpage on the Fannie Mae Single-Family Business Portal.

- Fact sheets and Frequently Asked Questions (FAQs)
- Training
- Product comparisons
- Real estate professional fact sheet
- Selling Guide references
- External resources

https://www.fanniemae.com/singlefamily/homestyle-energy

Fannie Mae Selling Guide section B5-3.3-01: HomeStyle Energy for Energy Improvements on Existing Properties
HomeStyle Energy Update
Watch Jude describe the March Selling Guide Update.

Learn More
Overview
Lender Fact Sheet
Product Matrix
Real Estate Professional Fact Sheet
Frequently Asked Questions
FAQs | HomeStyle Energy
Product Comparison
HomeStyle Energy and HomeStyle Renovation Mortgage Comparison
Selling Guide Reference
BS-3.3-01: HomeStyle Energy for Energy Improvements on Existing Properties

What's New
Announcement SEL-2016-03
May 23, 2016
This update includes the HomeStyle Energy mortgage loan, designed to help lenders offer affordable financing to borrowers who want to enhance the comfort of their homes and reduce utility costs by making energy improvements. Available to all Fannie Mae lenders.

Upcoming Webinars
Title: HomeStyle Energy Mortgage Overview for Lenders
Date & Time: Click link for details.

Industry Resources
U.S. Department of Energy | Home Energy Efficiency
RESO – Standards for Real Estate

- Non-Profit Membership based organization
- RESO’s work products are Technical Data Standards
  - Transportation Standards – RETS, Web API
  - Data Definition Standards – RESO Data Dictionary
- Standards are created through members’ only volunteer based Committees and Workgroups
- RESO Standards are Free, Open Source
- RESO provides standards certification services to ensure correct standards adoption and implementation
- Driving Force: Creating efficiencies and fostering technological innovation through standards creation, implementation, adoption and certification
RESO Current State of Standards Adoption and Steps toward the Future

- RESO Data Dictionary Version 1.4 ([http://ddwiki.reso.org](http://ddwiki.reso.org))
- Over 1.1 Million Brokers & Agents represented across over 500 MLSs that are RESO Data Dictionary Certified
- RESO Data Dictionary Certification Levels: Core, Bronze, Silver, Gold, Platinum

- RESO Data Dictionary v1.5 scheduled for June 2016 Release
- v1.5 has home energy fields and values assigned to silver certification
- MLSs must adopt Silver level fields and values by 2018
- Home Energy field implementation pave the way for MLS Data integration

- RESO Web API v1.0.2 – RESO’s latest data transportation standard utilizing Global Technologies
- MLSs must adopt the RESO Web API by June 30th, 2016
Panel Discussion
RESO Standards – MLS Connection Points to Energy Data Sources via BEDES

- RESO Data Dictionary v1.5 provides data mapping between MLSs and BEDES
- Data Mapping provides translation points between Energy Data Sources and MLS Databases