



State Leadership Exchange Vermont Realtors® Energy Efficient Professionals' Qualifications Registry

The Vermont Realtors® creation of a nationwide Energy Efficient Professionals Qualifications Registry is a way to address the significant hurdles facing the development of more energy-efficient homes in the marketplace.

<http://energyefficientprofessionalsregistry.com/>

The following represents three significant obstacles:

- The lack of qualified real estate appraisers available to complete credible valuation assignments on energy-efficient homes.
- The lack of qualified real estate sales professionals that are capable of identifying and relaying to customers the intrinsic greater value in an energy-efficient home. Relating directly to this, information that is easy to obtain, retain, and disseminate is not available in a compelling enough way for the Realtors® to capture and share.
- Lending institutions, especially underwriters, lack the requisite knowledge to review an appraisal on energy-efficient homes. Further, they don't know how to find an appraiser that possesses both technical competency and geographic competency.

The following represents the basic structure and functioning of EEPQR (pronounced "ep-i-cure"): **THIS IS COPYRIGHTED MATERIAL AND CAN NOT BE REPRODUCED WITH OUT THE PERMISSION OF VERMONT REALTORS®**

- We are the first and only comprehensive registry for all of the real estate professionals associated with a sale of energy efficient/high performance homes in Vermont and in the country. The registry includes: Realtors®, appraisers, and lenders.
- The registry is for residential properties only.
- The qualifications registry will be a publicly accessible website identifying Realtors® and appraisers qualified to appraise or sell energy-efficient homes; lenders whose culture and mortgage products promote funding of energy-efficient upgrades to homes.
- It would be funded by course providers and grants:



- A registration fee per student will be charged to the course provider.
 - After the student successfully completes an approved seminar, their name would be added to the database by an administrator at the Realtor[®] Association.
 - Course providers are charged an initial nonrefundable fee for review by the qualifications registry committee.
 - Organizations, like Efficiency Vermont and others (lenders, DOE), will be invited to assist with grant funding to augment the operation of the registry.
 - Once the registry is fully functional in Vermont, VR Education Director along with Calypso Education, will market the registry nationwide.
- All distant education courses submitted must be ARELLO and IDECC approved prior to submittal for review by the qualifications registry committee.
 - All courses submitted must be state approved for continuing education in their respective professional disciplines prior to submittal for review by the qualifications registry committee.

A six person qualifications review committee convened by the Realtor[®] Association has developed standards for professional qualification and course approval. Seminar providers will submit their educational offerings to the review committee to determine a seminar's merit for the stated purposes of the EEPQR.

EEPQR review committee is populated by individuals with the following skills, knowledge, and expertise:

- An appraiser with demonstrated qualifications to perform appraisals on energy efficient homes,
- A builder with experience building energy efficient homes from that region,
- A course provider or instructor with knowledge and experience in instructional development of synchronous and asynchronous seminars,
- A Realtor[®] familiar with the challenges facing real estate sales professionals in that state,
- A lender with experience in products that are geared toward energy efficient upgrades; and
- A committee chair that would be a member of the Realtor[®] Association staff, preferably from that association's educational department, e.g. educational director, etc.
 - The committee chair would only vote in case of a tie.



VermontRealtors®

**Energy Efficient Professionals’
Qualifications Registry**
(EEPQR ~ pronounced “ep-i-cure”)

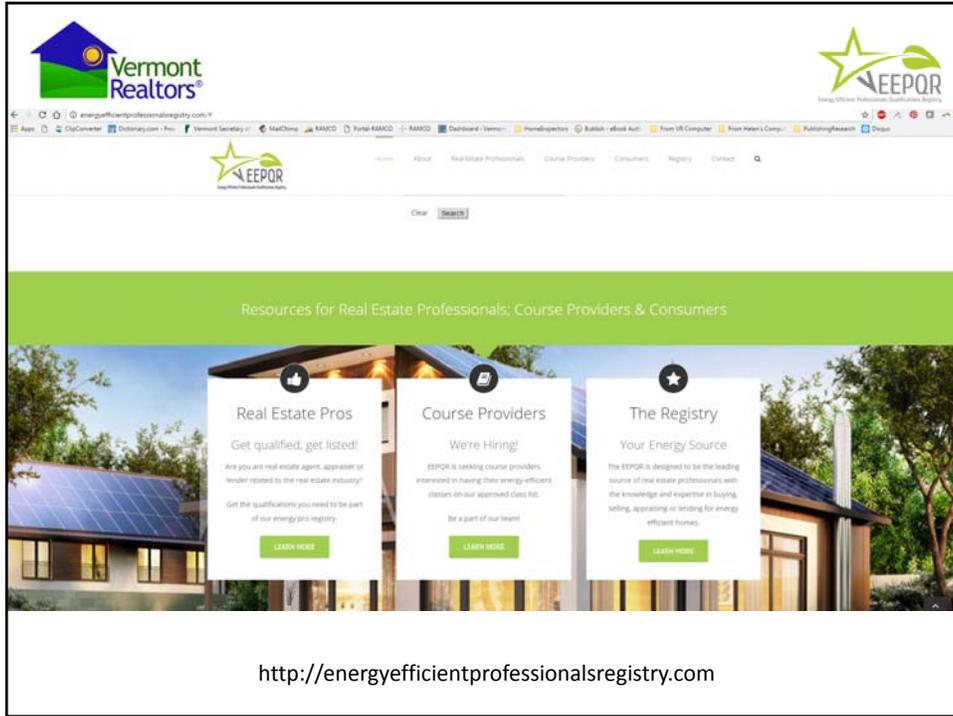


your source for real estate energy professionals
A Registry for the Whole Real Estate Transaction
Energy Efficient homes have special features, so should the real estate professionals.

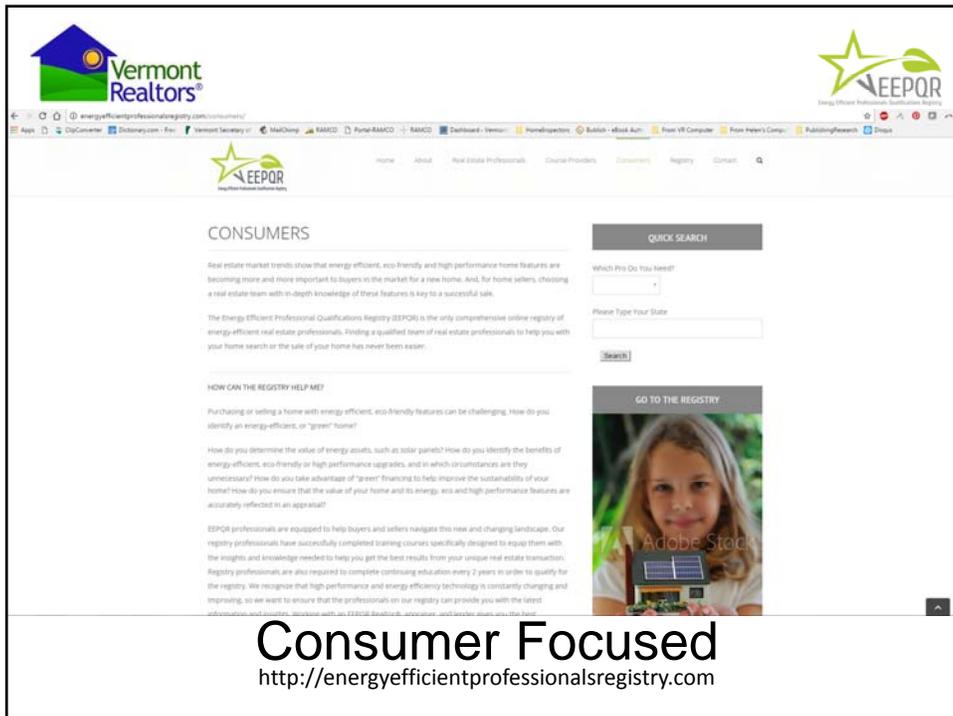
Welcome to the Energy Efficient Professionals Qualifications Registry
The Energy Efficient Professionals Qualifications Registry (EEPQR) - pronounced “ep-i-cure” is the first “green” registry of real estate professionals. The EEPQR is designed to help consumers find real estate professionals who have the qualifications needed to assist with the home buying and selling process. Professionals listed in the registry have successfully completed advanced training in green building and sustainable practices, which makes them uniquely qualified to help buyers and sellers better understand the green features and benefits of a home.

- Realtor®, Appraiser or Lender take an approved course (list is on EEPQR’s website)
- Course provider pays EEPQR \$15 per person to be placed on Registry for one year
- Associations will receive non-dues revenue when registrants take EEPQR’s class through website link
- Vermont Realtors Registry Administrator maintains registry

<http://energyefficientprofessionalsregistry.com>



<http://energyefficientprofessionalsregistry.com>



Consumer Focused
<http://energyefficientprofessionalsregistry.com>

The screenshot shows the EEPPQR website with the following content:

- COURSE PROVIDERS**: A section for course providers with instructions on how to submit courses. It includes a list of steps: download and follow instructions, review course content, submit for review, and complete registration. A 'COURSE REVIEW' section explains the review process by a committee.
- COURSE PROVIDER RESOURCES**: A sidebar with a 'SUBMIT YOUR COURSE' button and links to 'EEPPQR Course Criteria' and 'EEPPQR Course Criteria (with energy efficient bonus)'.

Other Course Providers Can Submit Courses for Inclusion on Registry
<http://energyefficientprofessionalsregistry.com>

The screenshot shows the EEPPQR website with the following content:

- ENERGY EFFICIENT PROFESSIONALS REGISTRY**: A search interface with fields for Business Name, Industry, City, and State / Province, and a Search button.
- Vermont Property Owners Report**: A sample registry list entry. It includes the Vermont logo, a description: 'This is a sample business description for the EEPPQR Registry. An overall description can go here, along with any comments about their work or specialties in the energy efficiency landscape. This description will begin with...', and contact information for Mary Ward: 123 Main Street USA, Montpelier, Vermont 12345, (123) 456-7890, mary@vermontrealtors.com.

Example of Registry List
<http://energyefficientprofessionalsregistry.com>