



## Vail Board of Realtors® Local Designation Program

# Energy Efficiency & Renewable Energy

Instructor: Nikki Madline  
2 CE Credits

This 2-hour class will provide background on the Green MLS and how it was developed in conjunction with the real estate industry over the last 5 years; and how the Home Energy Score and better financing options are the final pieces of the Green MLS puzzle. We will also discuss the basics of energy efficiency, home asset ratings, and energy audits. Provided will be resources for Sellers and Buyers to find out if a home is energy efficient, including local resources of raters and organizations that provide home energy audits and/or the Home Energy Score.

We will discuss: how to list an efficient property in the MLS, documents available and keywords to use in remarks; local government and utility rebates, incentives, and programs for high-performing homes and/or time of sale upgrades; point of purchase improvements and Energy Efficiency mortgage options from FHA/Fannie/Freddie. Prioritizing energy efficiency features of a home represents an opportunity for Realtors® to expand their business as well as appraisers to increase their fee per home.



EnergySmart Colorado  
at WALKING MOUNTAINS SCIENCE CENTER