

Homegrown 3-4 Hour Residential Seminars

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## 1. Valuation Resources for Solar Photovoltaic System

### Course Overview and Learning Objectives

This 4-hour seminar will focus on solar photovoltaic system information that will bridge the gap of knowledge not already offered in other educational offerings today. A growing trend toward installations of residential solar photovoltaic systems leaves many appraisers facing appraisal problems they are not equipped to handle. Appraisers whose focus is appraisals for federally related lending purposes such as Fannie Mae, Freddie Mac, and FHA/HUD must have requisite knowledge or competency prior to accepting an assignment. A residential house with a solar photovoltaic (PV) system may create difficulty for them to meet the competency requirement without seminars or courses that sufficiently cover solar photovoltaic systems. Appraisal educational offerings regarding solar photovoltaic systems are available online and in person, with the most comprehensive being a two-day course offered by the Appraisal Institute. However, upon review of all the course and seminar material available, it was clear there were some topics that were not covered or had limited coverage. Participants are encouraged to take additional educational offerings to acquire sufficient background in this growing topic to produce a credible appraisal report. This class is focused on addressing issues that are not currently covered or not sufficiently covered in courses available to appraisers. This class is not a how-to appraise solar PV but it will point appraisers to resources including courses available to hone their skills on the appraisal process of valuing solar PV.

### Objectives

Upon completion of this class, participants will be able to:

- List the components of a solar PV system and the appraisal challenge it presents
- Analyze utility bills to arrive at an accurate kilowatt hour (kWh) cost
- Illustrate the importance of accurate solar PV system characteristics
- List studies, education, and resources regarding solar PV valuation

## **2. Evaluating the Emerging the Housing Market**

The name game has taken over the residential housing market nationwide. Many of us incorrectly assume we understand the terms and physical differences in these names. Knowledge is power and will keep you from being the last to know and potentially from being the first to be sued. This four-hour seminar will take you through pictures and physical differences in these 3-Ms and panelized high-performance structures then add the ultimate title of high performance to them. The marketing and valuation challenges will be listed and solutions will be identified. Last but certainly not least, the view of how these 3-Ms and panelized homes are financed will give you the all-around content you need to stay abreast of the name game in modular, manufactured, and panelized homes.

### **Objectives**

Upon completion of this class you will be able to

- Define and compare Modular-Manufactured-Mobile Home -Panelized High Performance
- List Market and Valuation Challenges
- Identify Secondary Mortgage Market Guidelines

### 3. What's New in Residential Construction

Description: Appraisers may find themselves lost in the old building science. Do terms like "ACH50, ZERH, ERI, HERS, HES, or NZE" mean anything to you? If you saw them in the MLS or on the builder's specification would you know how what they mean? Relying solely on the MLS for all your data for new construction may lead you in the wrong direction. Resources are available to give you "Big Data" but you must know what to ask for and where to retrieve it. Once you get the "Big Data" you must understand what it means to value and the appraisal analysis. We'll review a case study involving a house with five labels and an appraisal of none.

#### **Objectives**

When you complete this class you will be able to

1. Define the terms associated with the new building science
2. List the benefits of high performance construction
3. Identify ways to establish value
4. Relate the label to the appraisal analysis