

## Sacramento Sierra Chapter of the Appraisal Institute Presents

### Chapter Workshop, February 2, 2012

Crowne Plaza Sacramento  
5321 Date Avenue Sacramento, CA 95841  
3:00-5:00pm

#### High Performance “Green” Building Appraisal and Finance:

**Instructor/Workshop Presenter: James F. Finlay, MRICS, Wells Fargo Bank**

Although it seems counterintuitive, programmable thermostats can sometimes *increase* energy consumption in some homes (but not necessarily). Discover the linkage of behavior, technology, and payback projection assumptions regarding energy efficiency and market value for homes and investment real estate. Follow the money!

In this two-hour survey class we'll discuss the challenges and solutions to appraising LEED, Energy Star, and also non-certified high-performance real estate. Part of high performance design is on-site “distributed generation” power systems. There will be an overview of valuing solar photovoltaic systems and other energy options with case studies (redacted for privacy) involving these issues. Participants should leave with a clear view of the importance of due diligence and compliance with the **USPAP Competency Rule**. We will review some of the key published research regarding the market value for this high performance “Green” buildings (with resources list).

Fundamental concepts of value will be explained within the framework of standard appraisal methodology showing that skilled appraisers already have the tools necessary to produce **credible reports** that incorporate the impact from superior building design.

Learning Objectives regarding high-performance buildings and appraisals:

- Develop a clear understanding of where value can exist
- Consider how the Scope of Work along with the USPAP Competency Rule apply
- Recognize the different investment risk profiles of energy efficiency upgrades and solar photovoltaic/“distributed generation” energy
- Discuss relevant research about real estate market value of different design characteristics
- Understand challenges and solutions for the seven major real estate “tribes” : SFR, small commercial, mid-sized C&I, large C&I, multifamily, special use, MUSH
- Growing impact of new distributed generation power technology, legislative and utility company impact including demand response and incentives, taxes and depreciation.
- Looking ahead: what is going on with energy audits, PACE commercial & residential, credit enhancement, energy efficiency insurance, “new” ESCOs and growing power of private equity.

**ADA COMPLIANCE**

It is the policy of the Appraisal Institute to provide reasonable accommodations for qualified persons with disabilities who are participating in Appraisal Institute educational programs. If you need accommodations to participate because of a disability, please notify us in writing at least two weeks in advance of the program and we will arrange for reasonable accommodation. Without two weeks' notice, accommodation may not be available.

**ATTENDANCE**

The Appraisal Institute enforces attendance requirements mandated by state licensing and certification regulatory agencies. The Appraisal Institute issues certificates for state certification/licensing or state continuing education credit that verify successful completion and attendance of 100%, with your grade notification letter for courses, or at the conclusion of seminars. One hundred percent (100%) attendance is required for all Appraisal Institute education programs. This follows Appraiser Qualification Board minimum criteria requirements.

**Cancellation Policy:**

- Up to 14 days prior to program start date, \$15 cancellation fee
- 10-13 days prior to program start date, \$25 cancellation fee
- Less than 10 days prior to program start date, forfeit of payment

**Members: \_\_\_\$35;                      Non Members \_\_\_\$45**

Enclosed is my check payable to: The Appraisal Institute or  
Charge my VISA  MasterCard  American Express   
ONLINE REGISTRAION AVAILABLE AT [www.sac-ai.org](http://www.sac-ai.org)

Account No. \_\_\_\_\_ Expiration Date \_\_\_/\_\_\_

Name on Card \_\_\_\_\_ Signature of Card Holder: \_\_\_\_\_

Name \_\_\_\_\_ Designation \_\_\_\_\_

Firm Name \_\_\_\_\_ Chapter Affiliation \_\_\_\_\_

Firm Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Email Address \_\_\_\_\_

Phone ( ) \_\_\_\_\_ Fax ( ) \_\_\_\_\_ Email Address \_\_\_\_\_

State License # (s) \_\_\_\_\_ State (s) \_\_\_\_\_

Mail/Fax/Email to: Appraisal Institute, Sacramento Sierra Chapter  
2701 Cottage Way Suite #29, Sacramento CA 95825  
Phone (916)972-9700 Fax (916)972-9750 email: jenny@sac-ai.org