

Home Energy Inspection Business Guide



Frequently Asked Questions

What is a Home Energy Inspection?

For the first time in the home inspection industry, a home inspector will be able to provide home energy inspection services to home buyers, home sellers and their agents.

- ✓ A home energy inspection requires a brief walk-through of the home
- ✓ 45 house components related to energy are inspected
- ✓ the data is entered into an advanced energy calculator developed by the International Association of Certified Home Inspectors in collaboration with Lawrence Berkeley National Laboratory and the U.S. Department of Energy
- ✓ the calculator auto-generates a report
- ✓ the report estimates the home's yearly energy usage, pinpoints potential energy inefficiencies, calculates a score based on these estimations, and develops recommendations for energy improvements.
- ✓ the calculator will produce a whole house score on a scale of 1 to 100. A 100 would represent a home with perfect energy performance whereas a 1 would represent a home that needs significant energy upgrades. This score can be used to compare homes. A higher score generally means a lower energy bill and a more efficient home (with less of an environmental impact).
- ✓ the energy report requires no additional writing or narratives by the inspector.
- ✓ takes about 10 minutes to do.

How do I conduct a Home Energy Inspection?

- ✓ it can be an ancillary inspection conducted at the time of a home inspection or it can be a stand-alone inspection
- ✓ you are already collecting 40 of the 45 required pieces of energy data during a standard home inspection; there's nothing new really
- ✓ the new information required are things like home square footage, window square footage, and home orientation.
- ✓ it comes with a 1-page inspection checklist.

How do I make money with a Home Energy Inspection?

- ✓ as a stand-alone or a value-added service
- ✓ you are free to charge whatever your market dictates
- ✓ as an add-on to your existing home inspection you will be able to charge about \$50 (according to previous market testing)
- ✓ include a home energy inspection report with every home inspection report and simply raise your home inspection fee
- ✓ provide great value to your existing home inspection service
- ✓ some inspectors will not charge a fee and will attach this energy report to their existing home inspection as a "value added service", in order to differentiate themselves from their competition
- ✓ some utility companies will also pay an additional \$50 to qualified inspectors
- ✓ only InterNACHI inspectors have access to this InterNACHI Energy Calculator
- ✓ you will display an Energy Certification logo on your website, brochures and business card

This new energy inspection will "generate leads"?

- ✓ many inspectors will call previous customers to offer this new service or to offer re-inspections
- ✓ ask InterNACHI how they can follow up on these leads for you

Do I need any special equipment to do this Home Energy Inspection?

- ✓ No additional equipment is required
- ✓ No Blower Door
- ✓ No Infrared Camera
- ✓ You can do an inspection on an iPhone. So simple!

How much time does a Home Energy Inspection take to do?

- ✓ about 10 minutes if you are conducting a standard home inspection
- ✓ about 30 minutes if you do a stand-alone Home Energy Inspection

Do I need additional training?

- ✓ there are four brief building science courses freely available from InterNACHI. They include 1) The house as a system, 2) Energy movement, 3) Comfort and climate, 4) Indoor air quality
- ✓ with this knowledge you become certified to provide these home energy inspections

Will this Energy Tool give me a skill the other inspectors won't have?

- ✓ only InterNACHI Energy Certified Inspectors have access to this energy inspection tool. You have an advantage that no one else in your industry has.

How do I sell a Home Energy Inspection?

- ✓ Marketing, marketing, marketing!
- ✓ Address the concerns and needs of your clients, and everyone is concerned with the rising costs of energy and their utility bills
- ✓ You can help homeowners save money by saving energy
- ✓ You are selling comfort
- ✓ See the "marketing kit" complete with Energy Inspection Graphics, Energy Inspection Marketing Toolkit, Promotional Video, High Performance House Graphic, Promotional Banners, Brochures, and more. www.nachi.org/home-energy-inspection.htm

Why your Realtor® will be happy?

- ✓ your Home Energy Inspection can be used as a marketing piece in a real estate agent's listing presentation. They can add your report to their listing services.
- ✓ Realtors ® know most residential properties receive a "good" energy report
- ✓ It can be used as a marketing piece
- ✓ Home energy inspections do not identify hazards and material defects, but only lists recommendations for upgrades (which are typically non-negotiable at closing, but still valuable information)
- ✓ Home Energy Inspections can be done after the buyer moves in.

- ✓ Home energy inspections fit well with Move-In-Certified Homes
- ✓ the energy report provides the homebuyer recommendations on how to save money by saving energy after they move in

Costs associated with this new tool?

- ✓ free training is always provided by InterNACHI
- ✓ free access to this beta energy calculation inspection software is being provided through January 1st 2012
- ✓ after beta test period ends, fees will not exceed \$5 per report
- ✓ no infrared needed. no blower door needed.

What is the difference between a Standard Home Inspection and this Home Energy Inspection?

- ✓ For the energy inspection, you'll have to estimate the square footage of the windows - that's one major difference. Everything else is the basically the same.
- ✓ You have to inspect just about everything for a typical home inspection; a home energy inspection requires about 45 data points
- ✓ Home inspection takes hours - energy inspection takes minutes
- ✓ A home energy inspection uses an advanced energy calculator developed by the International Association of Certified Home Inspectors in collaboration with Lawrence Berkeley National Laboratory and the U.S. Department of Energy
- ✓ A typical home inspection doesn't include a estimates of the home's yearly energy usage, potential energy inefficiencies, calculation of a score based on those estimations, and DOE-generated recommendations for energy improvements.
- ✓ A Home Energy Inspection focuses on the critical energy components of the home only; home envelope size, heating, cooling, large appliances, small appliances, lighting, and water heating, etc.
- ✓ The energy inspection does not include hazards or major defects, where as a typical home inspection does
- ✓ Sophisticated energy analysis takes place specific to each property, its climate and local energy costs. Typical home inspections do not include national utility cost averages.

How do I get started?

- ✓ Go to www.nachi.org/home-energy-inspection.htm