

Energy Efficiency NOW: Discover the Value of Energy Efficiency in Commercial & Residential Buildings (Real Estate Track)

Location: Hotel Captain Cook, Anchorage

Wednesday, March 29, 2017

- 8:00am** **Registration Check In & Breakfast**
- 8:30am** **Welcome** - Bryan Butcher CEO/Executive Director, Alaska Housing Finance Corporation
Opening Remarks – Mayor Ethan Berkowitz
- 8:50am** **Alaska the 8-Star State with 6-Star Houses**
Sandy Adomatis SRA, LEED Green Associate, Adomatis Appraisal Services and Dominique Pride
The value of energy efficiency in commercial and residential buildings
- 9:50am** **Break**
- 10:00am** **Alaska Housing Yesterday and Tomorrow (2 CEU's)**
Sandy Adomatis SRA, LEED Green Associate, Adomatis Appraisal Services
Review the history of housing construction in Alaska and the lower 48. Will Alaska's buyers demand houses with lower utility costs, better comfort and indoor air quality? If they do, are you prepared to identify them? Are you prepared to market them? You will leave this session with insight and tools to meet the needs of a changing residential market.
- 11:50am** **Lunch**
- Noon** **Keynote:** The Honorable Chris Hladick, Commissioner, Department of Commerce, Community and Economic Development
- 12:45pm** **Break**
- 1:00pm** **Understanding High Performance Language used in Listing, Selling and Home Valuation (2 CEU's)**
Sandy Adomatis SRA, LEED Green Associate, Adomatis Appraisal Services
What do your listings suggest are the strongest feature of the house? Does that feature materially affect the cost to operate the house? This session will reveal some lessons learned in reading Alaska MLS listings. Real estate agents, lenders, and appraisers will gain power tips that will enhance their skills and allow them to serve their clients more efficiently. Lenders will gain insight on energy and valuation.
- 2:50pm** **Break**

- 3:10pm** **Data that Sells Real Estate and Influences Appraisals (2 CEU's)**
Sandy Adomatis SRA, LEED Green Associate, Adomatis Appraisal Services
Are you missing big data on the property you are listing? Is that missing data hurting the sale price, marketing time, and the appraised value? This session will be an engaging discussion of how to improve the listing, selling, and valuation of a home's energy features.
- 5:00pm** **Adjourn**

Thursday, March 30, 2017

- 8:00am** **Registration Check In & Breakfast**
- 8:30am** **Opening Remarks** – Jan Miyagishima Mortgage Operations Director, Alaska Housing Finance Corporation
- 8:45am** **Plenary Speaker: The Art of Lighting**
Brad Jackson P.E., PDC Inc. Engineers
Lighting is an art that, when done well, maximizes illumination and efficiency for optimal performance. This session will highlight new lighting designs and products that maximize building performance and efficiency.
- 9:45am** **Break**
- 10:00am** **Building, Marketing, Valuation and Financing – Connecting the Dots (2 CEU's)**
Sandy Adomatis SRA, LEED Green Associate, Adomatis Appraisal Services
Connecting the dots between four real estate related groups is the key to success. Understand how the four groups (Builders, Sales Agents, Appraisers, & Lenders) must work together for a smooth sale transaction or refinance. We will reveal appraiser communication myths. You will learn how to work with the appraisal community to avoid an “appraisal gone bad.” Are you aware of the “Reconsideration of value process” if the “appraisal has gone bad?”
- 11:50am** **Lunch**
- Noon** **Keynote: Alaska Economic Climate and Outlook**
Neal Fried, Economist, State of Alaska, Department of Labor & Workforce Development
- 12:45pm** **Break**

1:00pm

Dig Data – Alaska Case Study, Part I (2 CEU's)

Sandy Adomatis SRA, LEED Green Associate, Adomatis Appraisal Services

It is time for application of what we've learned the last two days. This session will use data on an existing home in Alaska that has been updated with features that enhance its energy efficiency and improve the comfort level. The completion of the Appraisal Institute Residential Green and Energy Efficient Addendum is an important tool in communicating assets behind the walls to the appraiser. We review how the appraisal used the data and brainstorm how you would handle this same valuation problem.

2:50pm

Break

3:10pm

Dig Data – Alaska Case Study, Part II (2 CEU's)

Sandy Adomatis SRA, LEED Green Associate, Adomatis Appraisal Services

Continued from previous section.

5:00pm

Adjourn