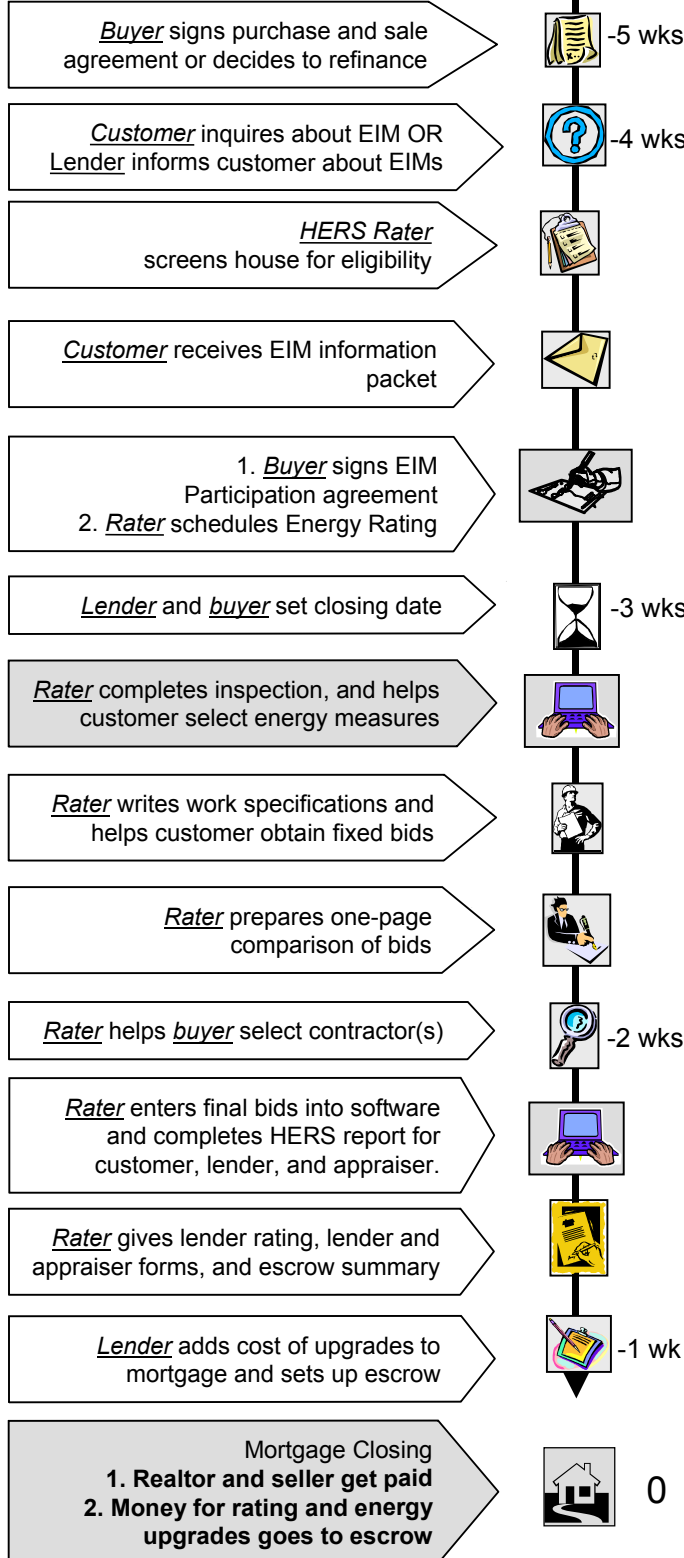




Timeline and Tasks for an Energy Improvement Mortgage


Steps Before the Mortgage Closing

NOTES:



Suggested screening ideas: 1) Is there at least 3 wks prior to closing? 2) Purchase/Sales signed? 3) Potential energy savings: heating and HW costs at least \$1,500, house built before 1980, at least 2,000 sq ft, electric or propane for space heat and HW.

Lender or customer who orders a rating; must tell HERS rater which mortgage program is being used (FHA, Fannie, etc.).

Allow 10 business days for rating. 

Rater determines which measures desired by the customer meet cost-effectiveness criteria of mortgage product (FHA, Fannie, etc.) and the customer's budget.

(Very few customers are equipped to manage the "specs" and bidding process themselves without delaying their closing.)

Fixed bids are required to establish the final mortgage loan amount.

Rater must ensure that package of improvements meets the Conventional, VA, or FHA cost-effectiveness criteria. Fannie or Freddie needs Energy Appraisal Addendum.

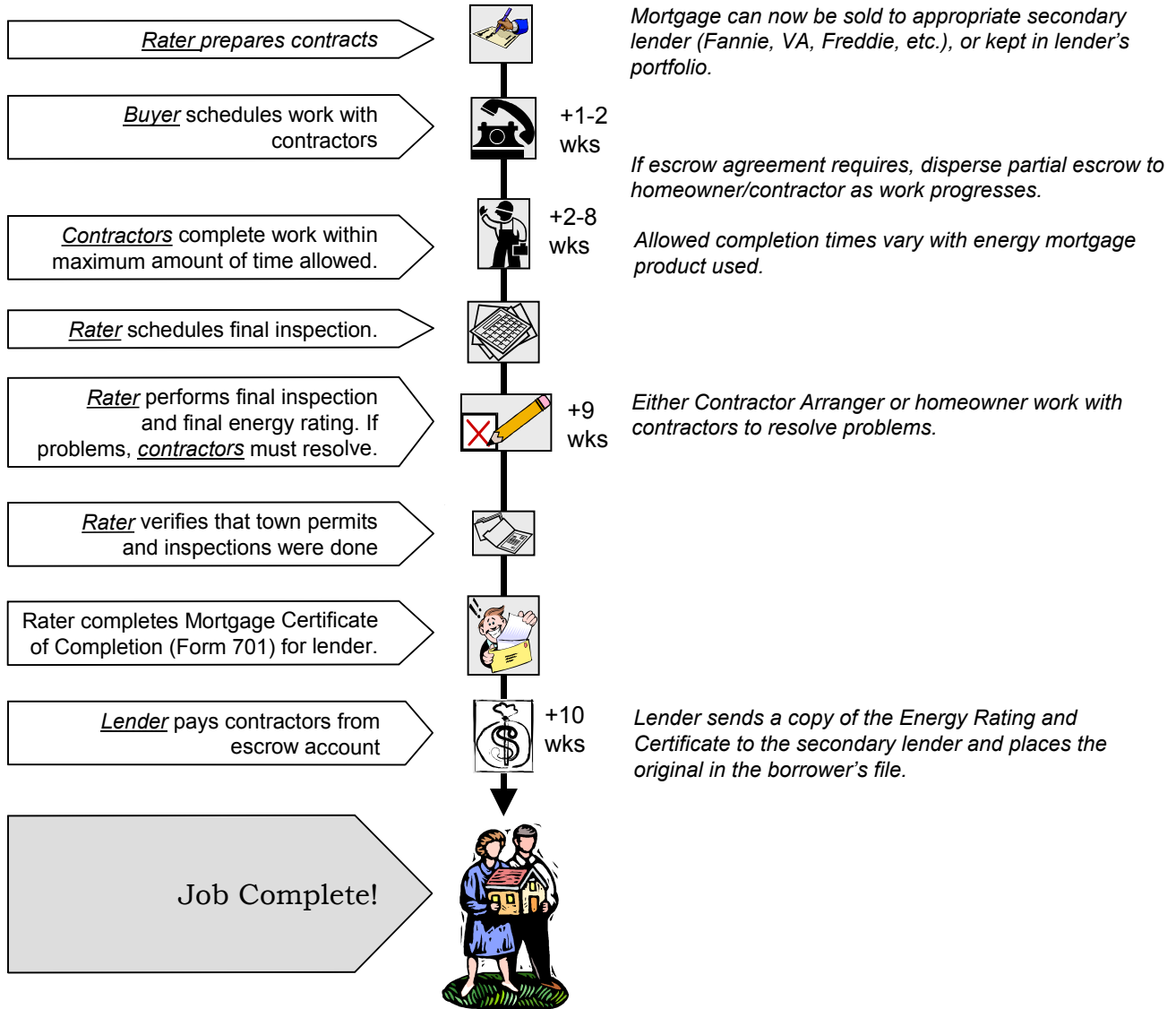
Forms include a list of energy measures to be included, and an analysis of their cost-effectiveness.

Sometimes certain contractors require an initial deposit to begin work – the lender should cut this check at closing.



Steps After the Mortgage Closing

NOTES:



RESOURCES:

RESNET'S Lender's Corner; Comparison of various available mortgage products:

http://www.resnet.us/ratings/overview/faq_mortgage.htm

<http://www.resnet.us/ratings/mortgages/default.htm>