

Valuing Solar PV with Confidence

A hands-on seminar for defensible, lender-ready solar valuation using market support, ownership analysis, and free PV tools.

Build credible, lender-ready support for solar PV contributory value in today's evolving real estate market. Join us on September 24th and gain real-time experience using PV Value, an industry-recognized valuation tool used to estimate contributory value, guide pricing decisions, and model system performance amid changing incentives, tax credits, electricity costs, and ownership structures.

Valuing Solar PV: Methods, Market Support and Free Tools is a dynamic, four-hour, hands-on seminar designed for residential and commercial appraisers, real estate agents, reviewers, lenders, and solar professionals seeking practical, defensible, and market-supported approaches to basic PV valuation, list pricing, and cost/benefit analysis. Whether you have minimal exposure to solar systems or simply want to strengthen your technical competency, this program equips you with the tools to produce basic, credible, supported solar PV conclusions in both residential and commercial settings.

This engaging, introductory program provides the knowledge and confidence you need to competently address basic, net-metered, PV systems in your valuation work. You will:

Learn the Lingo - Talk the talk: Kilowatts DC (kW dc), Kilowatts AC (kW ac), Kilowatt-hours (kW-h), Azimuth, Derate, Feed-in Tariff, Net Meter Credit, and many more!

Gain Hands-On Experience with PV Value - Learn how to apply this free, research-based tool to derive credible estimates of contributory value, calculate energy output, analyze cash flows, and model system size—skills vital for both residential and commercial assignments.

Understand New URAR/3.6 Requirements - Ensure compliance with the revised Uniform Residential Appraisal Report (URAR), including expanded reporting requirements related to energy systems, green features, and energy-production assets.

Master Ownership Nuances - Clarify the valuation implications of: Owned systems, Leased systems, Power Purchase Agreements (PPAs), UCC-1 filings, PACE financing. These ownership structures frequently appear in both residential and commercial PV installations and carry significant legal and valuation considerations.

Strengthen Appraiser-Agent-Lender Collaboration - Learn strategies for obtaining documentation, verifying ownership, reconciling data gaps, and communicating solar-related issues clearly to clients and reviewers.

Residential Focus—with Full Commercial Relevancy - Through practical case studies, residential appraisers will learn how to address PV in the new URAR using all three approaches to value, while reviewers and commercial practitioners gain a structured framework for identifying, documenting, and supporting basic PV valuation issues across property types.

Commercial practitioners will gain high-impact, transferable skills in four key areas:

- **Valuation competency:** Understand how system size, age, panel type, inverter configuration, orientation, shading, production monitoring, and avoided electricity costs influence market perception and supportable contributory value.

- **Documentation standards:** Learn how to extract and verify system details from permits, monitoring portals, MLS attachments, AI green addenda, and public records when assignment documentation is incomplete or inconsistent.
- **Ownership and lender-risk awareness:** Clarify valuation implications for owned systems, leased systems, PPAs, UCC-1 filings, and PACE assessments that can affect underwriting, report review, and transaction timing.
- **Revenue and client advisory opportunity:** Leave prepared to support pre-purchase solar feasibility conversations, highest-and-best-use discussions involving PV, and client education for owners considering installations.

Even if solar is new to your commercial practice, you will leave with actionable resources and a structured approach for integrating basic PV analysis into your workflow.

Why This Seminar Matters

Solar PV installations continue to expand across all property types. Appraisers who understand the mechanics, marketability, ownership structures, and economic impacts of PV systems are better positioned to produce credible analyses—and to differentiate themselves in a rapidly changing marketplace.

Whether you're new to solar valuation or looking to sharpen your skills, this seminar delivers practical tools, real-world case studies, and professional insights that will immediately enhance the quality of your work.

About the Instructor: Sandra K. Adomatis, SRA, LEED Green Associate is a nationally recognized green and solar PV valuation authority, residential appraiser, consultant, instructor, and course developer based in Punta Gorda, Florida.

Sandra is the author of *Residential Green Valuation Tools*, published by the Appraisal Institute, and was the primary author of the landmark Appraisal Institute/DOE SunShot study, *Selling into the Sun: Price Premium Analysis of a Multi-State Dataset of Solar Homes*. She spearheaded the development of the Appraisal Institute's Residential Green and Energy Efficient Addendum (AIRGEEA) and the Commercial Green and Energy Efficient Addendum, both now widely used by appraisers, builders, and energy organizations across the country.

Sandra served as the 2024 President of the Appraisal Institute and has received the Appraisal Institute's Lifetime Achievement Award and Outstanding Service Award, along with RESNET's 2023 inaugural Women Pioneers in the HERS Industry recognition.

Sandra is known as the voice of green valuation for the Appraisal Institute. Her dynamic presentations engage audiences of appraisers, builders, energy raters, real estate agents, governmental agencies, and homeowners with passion, practical resources, and a clear call to action for elevating valuation competency in the rapidly growing green and solar marketplace.

For more information please visit the Chapter website at www.appraisalinstitute.org/Chapters/Connecticut

Jacqueline Beauchaine
Executive Director
Connecticut Chapter of the Appraisal Institute