



BRITISH COLUMBIA  
REAL ESTATE  
ASSOCIATION

## Pilot Projects to Finance Energy Efficiency

Owners of single-family homes in specific areas are able to apply for financing through BC Hydro and FortisBC to undertake energy-efficient retrofits. The financing offer does not require up-front payments by participants, and gives them more options to recover the costs of their investment through energy savings, even if they sell their home during the term of the loan. The financing agreements under the pilots can be transferred from the seller to the buyer when the home is sold, if both parties agree to the transaction. Please note that the transfer is optional and the original borrower can pay off the full balance at any time, including prior to sale, if they so desire.

Period: Jan. 1, 2014 to Jan. 1, 2015 (original dates for these pilots were Nov. 1, 2012 – Nov. 1, 2014)

Areas: Vancouver Island (formerly, only the District of Colwood was eligible)  
BC Hydro pilot, electrically heated homes only  
**NOTE:** The BC Hydro program is currently on hold

City of Kelowna and Regional District of Okanagan-Similkameen (except for municipal utility customers in Penticton and Summerland)  
FortisBC pilot, gas and electrically heated homes  
Consumer information:  
[www.fortisbc.com/Electricity/PowerSense/Homes/EfficiencyLoanProgram/Pages/default.aspx](http://www.fortisbc.com/Electricity/PowerSense/Homes/EfficiencyLoanProgram/Pages/default.aspx)

### What REALTORS® need to know

During the sale of a home with an energy-efficiency financing agreement, there are two ways to handle the agreement:

1. *The seller can pay off the full balance before even listing the property.*  
Requires no specific actions on the part of either the REALTOR® representing the buyer or the REALTOR® representing the seller.
2. *The seller can list the property, disclose the existence of the agreement and let the buyer decide whether they want to take over the financing agreement.*

When representing a seller in this situation, the REALTOR® needs to know:

- The seller is responsible for disclosing the existence of the agreement when listing the property, which means that information needs to be in the listing (perhaps best placed in a comments field the public can see).
- The seller can pay off the full balance at any time.
- The seller is responsible for supplying the buyer with a copy of the agreement.
- If the seller and the buyer agree that the financing arrangement will be transferred to the buyer, then the transfer form must be completed and signed by both parties and form part of the Contract of Purchase and Sale.

When representing a buyer in this situation, the REALTOR® needs to know:

- The seller can pay off the full balance at any time.
- If the buyer agrees to assume the financial arrangement, then the REALTOR® should ensure the transfer form is included in the Contract of Purchase and Sale and that all materials referenced in the transfer have been read and understood by the buyer prior to signature. If all of the information isn't available at the time the offer is made, make the sale subject to the buyer receiving and approving all information about the agreement.



IMPROVEMENT FINANCING: NOTICE OF TRANSFER

This notice is provided by .....(name of transferer)..... to .....(name of public utility)..... (the parties) in accordance with section 17.1 (4) (b) (ii) of the *Clean Energy Act*.

On .....(date)....., .....(name of transferer)..... transferred his or her obligations under the financing agreement between the parties that

- (a) was entered into on .....(date)..... for a term ending on .....(date).....,
  - (b) provided .....(total amount of financing provided)..... at an interest rate of ....., and
  - (c) financed the following improvements at .....(address of building).....; .....(description of each improvement financed by the financing agreement).....
- .....
- .....

The transferer's customer utility number is .....

The obligations under the financing agreement have been transferred to .....(name, address and contact information of transferee)..... The outstanding balance under the financing agreement on the date of transfer is .....

The transferee, by signing this notice, acknowledges having received from the transferer a copy of the energy report that supported the financing agreement between the parties, having read and understood the terms and conditions of the financing agreement, and having agreed to assume the outstanding obligations of the transferer under the financing agreement.

.....  
(signature of transferee) (date)

.....  
(signature of transferer) (date)