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FINANCIAL CONSIDERATIONS REGARDING GREEN HOMES





ROMANIA
GREEN
BUILDING
COUNCIL

NAIRomania
Commercial Real Estate Services, Worldwide.

WHY Green Homes?



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Product differentiation elements ?



Amber Gardens - alesonor - Tunari



AFI City – AFI Europe Romania



One Herastrau Park - One United Properties



One Charles de Gaulle - One United Properties



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Advantages of Green Houses on the Romanian market /

Green Houses`s advantages on Romanian`s market

Clients

- Caring consumers
- Comfort
- Energetic efficiency
- Preserving the value of the asset
- Tax advantages

Creditors

- Lower risk of default
- Lower costs for borrowers
- Product differentiation
- Preserving the value of the asset

Developers

- Accessing special customer segments
- Significant benefits for buyers – product differentiation
- Signaling the quality of the product through certification

Community

- Lower pollution
- Effects on the general health of the population
- Higher awareness of the environmental issues

Preferences in the current Romanian residential real estate market

Higher quality requirements

High price pressure

Large fluctuations in construction costs

Unstable and unpredictable market strongly influenced by political decisions

The tendency to increase the rental volume

The need to signal the quality of the product

Perception of a very high level of uncertainty

Green mortgage

Lower interest costs

**Possibility of obtaining a
larger or longer loan**

Financial product addressed
to those who purchase a
green housing unit

Products in the Romanian banking system

- Raiffeisen Bank

Casa ta Verde

- UniCredit Bank

Creditul Verde

- Alpha Bank

Alpha Green

- Banca Transilvania

Credit
imobiliar-ipotecar
verde

Costs and benefits

- Initial cost
- Costs during operation
- ! Divergent trends in consumer behavior

*Valorile sunt în EUR

NET ECONOMIES THROUGH GREEN MORTGAGE LOAN	EPC "B"	EPC "A" High quality apartment	Green Homes Certified apartment
Sale price of an apartment of 70 m ²	98,000	100,100	104,300
The value of the loan (85%)	83,300	69,471	72,250
Monthly rate	580	593	578
Energy cost / apartment / month	101	65	33
Total monthly cost of ownership	681	658	611
Monthly savings compared to the apartment with EPC "B"	0	23	70
Annual savings	0	276	840

COSTS AND SAVINGS FROM ENERGY EFFICIENCY MEASURES

EPC
"B"

EPC
"A"

Green
Homes



Construction parameters

Increase in construction costs due to sustainable measures (%)	0%	5%	15%
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Construction costs (€/sqm)	600	630	690
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Additional construction costs following sustainable measures(€/sqm)	0	30	90
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The total value of construction costs as a result of sustainable housing measures	0	2,100	6,300
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Energy consumption (kWh/sqm/year)

Energy consumption for heating	117	70	50
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Energy consumption for domestic hot water	35	15	15
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Energy consumption for air conditioning	35	20	10
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Energy consumption for ventilation	10	5	5
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Energy consumption for lighting	49	40	10
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Total energy consumption for the home	246	150	90
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Energy costs

Average cost for electricity (€/kWh incl. VAT)	0.12	0.12	0.12
Average cost for gas (€ / kWh incl. VAT)	0.04	0.04	0.04
Annual heating cost (€ / sqm / year)	4.89	2.93	2.09
Annual cost for domestic hot water (€ / sqm / year)	1.46	0.63	0.63
Annual cost for air conditioning (€ / sqm / year)	4.11	2.35	1.17
Annual cost for ventilation (€ / sqm / year)	1.17	0.59	0.59
Energy consumption for lighting (€/sqm/year)	5.75	4.70	1.17
Total annual cost for energy (€/sqm/year)	17.40	11.19	5.65
Total annual cost for energy for the apartment 70 m2 (€)	1,217.72	783.18	395.79
Average monthly energy cost for the apartment. 70 m2 (€)	101.48	65.27	32.98

Energy cost reductions

Average cost savings for energy compared to type "B" apartment	0.00	36.21	68.49
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CALCULATION OF MORTGAGE CREDIT RATES

EPC "B"

EPC "A"

Green
Homes

Apartment size(m2)	70	70	70
Apartment price	98,000	100,100	104,300
Down payment percentage	15%	15%	15%
Down payment value	14,700	15,015	15,645
Interest rate(€)	5.5%	5.5%	4.7%
Loan repayment period (years)	20	20	20
Loan value	83,300	85,085	88,655
Annual payment	6,965	7,120	6,934
Monthly payment	580	593	578

Q&A