Main Valuation Topics

✓ Real estate valuers are critical players in the real estate market.

✓ Real estate valuation is crucial for major investments.

✓ The valuers’ expert opinion should rely on proven tools (existing/historical information).

✓ It is difficult to capture and justify trends and developments.

✓ Valuers need to adapt and take into consideration the new trends.
Guidance Document For Property Evaluators: Green Homes Appraisal Toolkit


D2.10 Brief guidance document for Property Evaluators

Key findings

- positive impact on market rent:
- increasing demand
- service charges and maintenance is lower
- less construction works for the tenants
- increase state of health for the occupiers
- Increasing productivity of those working in green buildings
- maintenance and repairs expenses
- cost of energy
- cost of later upgrading
## Key findings

<table>
<thead>
<tr>
<th>Cash Flow Parameter</th>
<th>Effect</th>
<th>Mean</th>
<th>Median</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rental income</td>
<td>Increased</td>
<td>6.30%</td>
<td>4.60%</td>
</tr>
<tr>
<td>Occupancy</td>
<td>Increased</td>
<td>6%</td>
<td>4.30%</td>
</tr>
<tr>
<td>Operating costs</td>
<td>Inconclusive</td>
<td>-0.4%</td>
<td>-4.9%</td>
</tr>
<tr>
<td>Discount rate (risk)</td>
<td>Decreased</td>
<td>0.46%/point</td>
<td>0.46%/point</td>
</tr>
<tr>
<td>Sales price</td>
<td>Increased</td>
<td>14.80%</td>
<td>14.10%</td>
</tr>
</tbody>
</table>

The Financial Valuation of Green Buildings

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Launching Green Finance Guide at National Bank of Romania

80 experts + from:
World Bank, National Bank of Romania, Government, Presidency, European Investment Bank, European Bank for Reconstruction and Development, KPMG, Deloitte, Allianz, BCR, ING and other important institutions.
Thank you!

Andrei Botis, MRICS
Lead Researcher
President

CEO
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Bucharest Stock Exchange Listed

SMARTER FINANCE FOR FAMILIES