



ROMANIA
GREEN
BUILDING
COUNCIL

**Green homes & mortgages:
quality, health and financial returns for all**













responsible borrowing

versus

poor construction

there is one “best” time
to invest in building
correctly

not over financed

but under financed

long term benefits → immediate benefits

monthly investment → monthly benefits

mortgage payment

energy costs

health costs

repair costs

32% ↓ mortgage defaults

&

8% higher asset values

Locuințe & Ipoteci Verzi

GHID PENTRU INVESTITORII ȘI DEZVOLTATORII DE CLĂDIRI REZIDENȚIALE

Plătești mai puțin pentru mai mult!

- ▶ Clădiri de calitate superioară
- ▶ Ipoteci cu risc redus
- ▶ Costuri mai mici la energie și reparații pentru ocupanți
- ▶ Sănătate și bunăstare pentru întreaga familie
- ▶ Responsabilitate mai bună față de Planetă

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 **creative commons**
creativecommons.org





- 19 projects including 5.850 apartments or villas certified or in process
- Cluj-Napoca, Iasi, Bucharest, Brasov, Timisoara



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GREEN HOMES

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Energy Efficiency & Green Energy

Location - Community

Sustainable & Healthy Materials

Indoor Air Quality / Wellness

Bio-Climatic Design

Construction Site & Property Management

Other Green Design Principles

procedure

- pre-certification review
- pre-certification scorecard
- certification
- notification of eligibility to the bank
- monitoring



**GREEN HOMES
SOLUTION PROVIDER**



COSMIN DRAGOMIR.INFO

Amber Gardens by alesonor - Tunari

estimated CO₂ reduction

Units	Total SQM	kg CO ₂ ↓/SQM	Total kg CO ₂ ↓
Completed or In Construction			
2.751	207.707	2.32	481.684
Completed, In Construction or Planned			
5.850	357.110	2.32	828.495

renovations

- re-weighting of criteria
- safety, structural considerations
- certification costs may need to be re-adjusted if projects are smaller; perhaps a logical place for state support

conclusions

- early investment in the design, construction and materials choice of structure and building envelope is critical
- responsible mortgage finances enables sustainable construction
- banks need to be engaged from an underwriting and risk reduction perspective
- awareness of total monthly cost of home buyer is critical

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Thank you!

Steven.Borncamp
@RoGBC.org

Raiffeisen Bank

Sustainable financing & Green Mortgage



Eliza Gheorghe, Manager Private Individuals Customers Value Proposition

OUR STRATEGY FOR SUSTAINABILITY

The four pillars





The purpose of the Bank is to lend money responsibly



Responsible
Financing



**SUSTAINABLE
PROJECTS**



2017

- Projects of a total value of € 2.9 million

**SUSTAINABLE
REAL ESTATE PROJECTS**



2017

- Commercial & Office Buildings Projects of a total value of € 96.6 million
- Residential Projects of a total value of € 74.8 million



Green
Mortgage



	STANDARD OFFER		GREEN MORTGAGE OFFER	
	First 7 years	Variable (> 7 y)	First 7 years	Variable (> 7 y)
Interest rate formula		ROBOR 3M+ 3.25%		ROBOR3M+ 2.5%
Index Rate		2.10%		2.10%
Analysis Fee	1,600 Ron			
Interest rate	5.50%	5.35%	4.75%	4.60%

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Green Mortgage



	EPC "B" rated apartment**	EPC "A" rated apartment**	Green Homes qualified apartment
<i>Net savings with Green HOMES*</i>			
Sale price of 70 sqm apartment (€)	79,738	81,731	85,000
Loan amount (€)	67,777	69,471	72,250
Monthly mortgage payment (€)	417	427	412
Cost of energy/apartment/month (€)	101	65	33
Total cost of monthly ownership (€)	518	492	445

THANK YOU !

Eliza Gheorghe, Manager Private Individuals Customers Value Proposition
eliza.gheorghe@raiffeisen.ro