

# 11 Strategic Opportunities to Embed Sustainability in Real Estate Transactions

How to increase value by embedding sustainability into asset transactions.



#### Look at actual energy expenses, not estimates

Expand the due diligence/property condition assessment to include key sustainability factors

### Include big-ticket items in project financing

Leverage sustainability-specific financing tools

## Upgrade the building systems in the right order, and as soon as possible

Attract tenants at a premium by featuring sustainability and health in leasing activities

Leverage leases to align costs and benefits for landlord and tenant

Guide the tenant fit-out process to maximize building performance

#### Market your building to buyers who will pay a premium for sustainability

Find a qualified appraiser, and use valuation guidance for sustainable buildings

Make any remaining big investments a year before disposition in order to capture value in the sales price