

How Do We Address Split Incentives for Our Passivhaus Projects?

The Passivhaus Split: Why It's a Barrier



Sometimes split incentive is not the issue

- Framing
- Risk and Fear



Remove the split - Owner is the developer

Gillies Hall, Victoria, JCB Architects.

Strategies for Policy Makers

- Mandates & Stronger Codes
- Performance Disclosure
- Zoning Incentives
- Financial Incentives
- Government as Developer



Strategies for Developers & Owners (Part 1: Ownership Models)



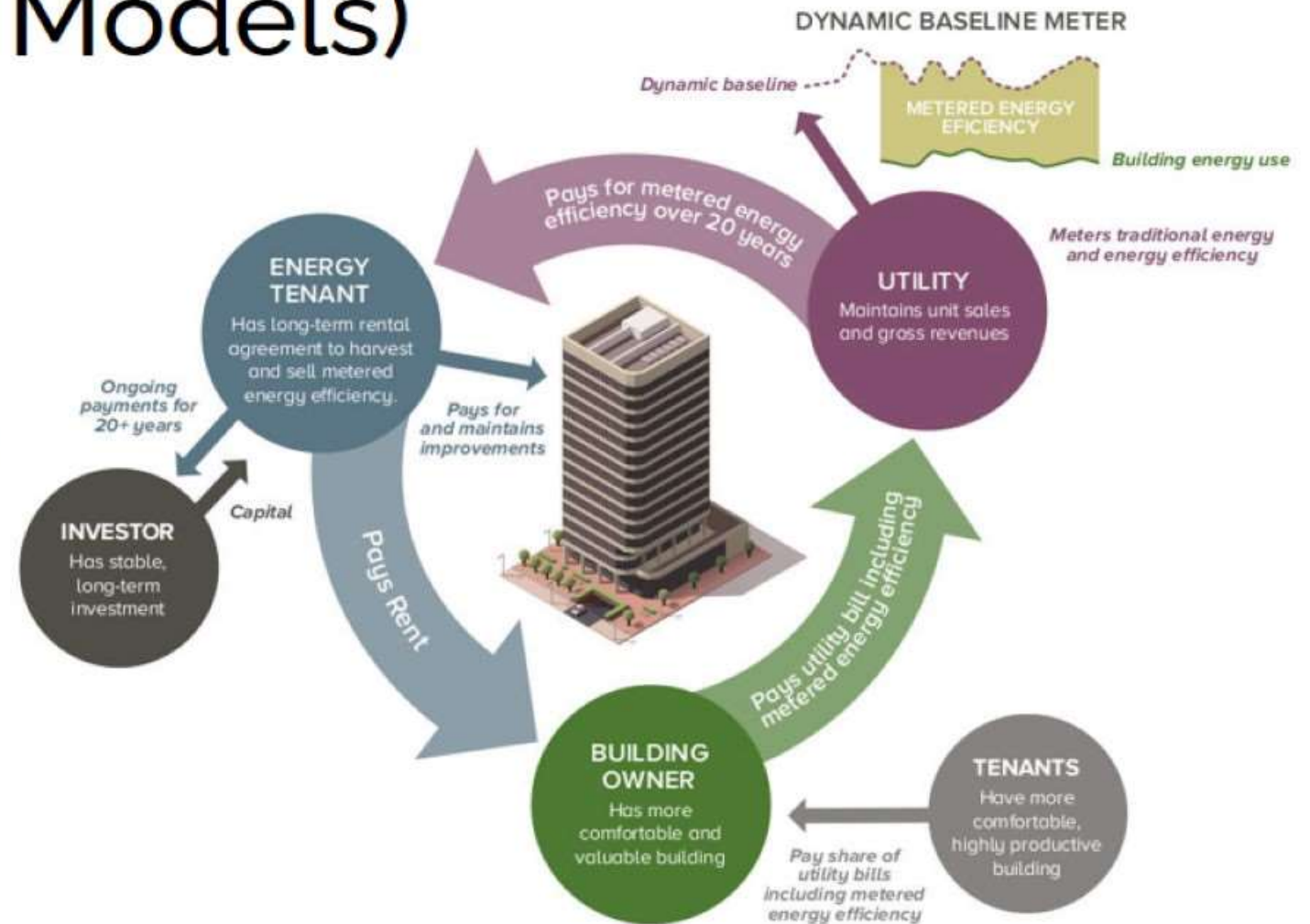
Leith Street
Architype

Strategies for Developers & Owners (Part 2: Financial Models)

7

“MEETS makes it possible to design win-win-win-win solutions—solutions that provide net benefits to every party.”

Denis Hayes (Bullitt Foundation)



Strategies for Developers & Owners (Part 3: Marketing & Value)



Strategies for Designers & Builders

- Champion IDP
- Own the Quality
- Life Cycle Costing
- \$ Optimise the Design
- **Certify**



Till's Cottage, Northland

Strategies for Residents

- Residents value it more
- Valuers value it more

Users are owner/developers
Split wasn't a 'thing'



Valu(ation)

Domain

Sustainability
in Property 2025

Demand, supply and affordability
of energy-efficient homes

The green premium



Houses

+\$118,000



Units

+\$75,000

Bridging the Split Incentive

