

PLACEHOLDER THESIS TITLE
A VERY MEANINGFUL THESIS

by

LIM JIEW PENG

DEPARTMENT OF ECONOMICS
NATIONAL UNIVERSITY OF SINGAPORE

2016/2017

ABSTRACT

Here is some filler text.

FOREWORD

(Place holder) acknowledgements

ABBREVIATIONS

BCA: Building and Construction Authority of Singapore

CONQUAS: Construction Quality Assessment System

DID: Difference-in-differences methodology

GM: Green Mark environmental certification in Singapore

HDB: Housing Development Board. Statutory board in Singapore in charge of public housing.

TABLE OF CONTENTS

1	Introduction	1
1.1	Green Mark (GM) Certification in Singapore	2
1.2	Aim of Study	2
2	Literature Review	4
3	Data and Methodology	5
3.1	Data Sources	5
3.2	Descriptive Statistics	5
3.3	Methodology	7
4	Empirical Results	8
5	Conclusion	11

LIST OF FIGURES

LIST OF TABLES

3.1	Comparison of GM and non-GM Properties	6
4.1	Effects of GM Award on Price	8
4.2	Difference-in-difference Models	9
4.3	Placebo Difference-in-difference Tests	10

1 INTRODUCTION

In recent years, numerous green building certification schemes have been developed, “aimed at mitigating the impact of buildings on the natural environment through sustainable design” (Vierra 2016). Many of these certifications focus on rating the sustainability and energy efficiency of buildings.

This drive towards sustainable design started in the 1990s with the Building Research Establishment (BRE) Environmental Assessment Method (BREEAM), and was followed in 2000 by the U.S. Leadership in Energy and Environmental Design (LEED) rating system (Vierra 2016). This drive for environmental sustainability in products and buildings has accelerated in recent years due to growing concerns about environmental issues.

Certifications encourage the construction of green buildings by reducing information asymmetries associated with green buildings, which cause potential buyers to not fully price in the benefits of green technology (Matisoff, Noonan, and Flowers 2016). While green features provide tangible and intangible benefits such as lower electricity bills and better environment, these features are unobservable at the demand side before purchase. Some of these features such as material sourcing might not even be observable after purchase. This problem is similar to the “market for lemons” problem (Akerlof 1970), where potential buyers cannot differentiate between the presence and absence of green features. As a result, there is a pooling equilibrium where potential buyers/tenants are not willing to fully price in the green features which landlords or developers claim to exist. Assuming green features require additional costs to build in, the lack of price premiums means that building in green features leads to lower profits. Developers and constructors will choose not to build in green features to their buildings because the additional costs are not covered by a corresponding price premium.

A credible certification can verify these unobservable green characteristics and hence act as a signal to potential buyers about the green features and quality of the building. This would justify a price premium for green features, which would in turn pay for the additional costs required to build in green features, increasing the construction of these environmentally sustainable buildings.

Some literature have shown that the costs of building green features are actually not that high, implying that developers should not require large incentives to build in green features. These studies have demonstrated that the average cost premium for green buildings are only about 1% to 2% (see Bartlett and Howard 2000; also Kats 2003).

Regardless, even if the cost premiums are low, these cost premiums still need to be offset by a corresponding price premium. Buyers and tenants are unwilling to pay for green features not because they do not value

green features, but because they cannot observe them before the purchase or rental agreement. A certification acts as a signal or assurance of quality, to allow potential tenants and buyers to fully price in the benefits from the green features.

1.1 Green Mark (GM) Certification in Singapore

The Green Mark scheme was launched in January 2005 by the Building and Construction Authority (BCA) of Singapore to encourage the construction of more environmentally friendly and energy efficient buildings. The GM scheme rates and certifies buildings according to five main criteria: energy efficiency, water efficiency, environmental protection, indoor environmental quality, and other green and innovative features (Building and Construction Authority 2017).

Buildings which apply for the GM certification would be assessed on the criteria listed above, and would be scored on a points basis. These scores would then be converted to an award type (Certified, Gold, Gold Plus, Platinum).

In order to further encourage developers to incorporate Green Building Technologies (GBTs) into their developments, the BCA set aside \$20 million on the Green Mark Incentive Scheme (GMIS) in 2006. This was a scheme aimed at accelerating the adoption of green technologies, by providing cash incentives to developers, building owners, architects and mechanical and electrical (M&E) engineers who “[made] efforts to achieve at least a BCA Green Mark Gold rating or higher”. The cash incentives would be split into two stages: half of which would be disbursed upon successful certification during the design or construction stage, and the remaining would be disbursed after validation, one year after the Temporary Occupation Permit (TOP) date. (Building and Construction Authority 2015)

1.2 Aim of Study

The aim of this paper is to explore the signalling effects of an environmental certification or award, using data from housing transactions in Singapore.

The signalling effects of environmental certifications are important because these certifications are meant to incentivise certain behaviour, in this case, constructing energy efficient buildings. In order for certifications to incentivise private companies to adopt certain practices, they need to act as credible signals, i.e. provide a price premium to offset the cost premium associated with “good behaviour”.

This study uses a difference-in-differences (DID) approach to study the signalling effects of the GM award through its effect on housing transaction prices.

2 LITERATURE REVIEW

There is a fair amount of literature showing the price effects of environmental certifications on property prices. However, there are fewer publications on why certifications have an effect on prices. Certifications can have an impact on prices in the market through the information that they provide to the market (information effect), and also by signalling unobservable quality (signalling effect).

3 DATA AND METHODOLOGY

3.1 Data Sources

Housing transactions ranging from Jan 2003 to Mar 2016 was obtained from the Real Estate Information System (REALIS) of Singapore. A total of 331,405 private residential housing transactions were collected.

About eighty percent of the Singapore population lives in public housing (Department of Statistics Singapore 2017). Property characteristics are heterogeneous across different submarkets (Sing, Tsai, and Chen 2006), so this paper studies only new sales in the condominium and apartment market, of which 134,183 transactions were collected. Public housing by the Housing Development Board (HDB) as well as executive condominiums (ECs) are subsidised and have eligibility criteria (see Housing and Development Board 2015b; also Housing and Development Board 2015a), hence they might function differently from the private housing market. In the private property market, I use only residential properties, because commercial and office buildings do undergo asset enhancement initiatives (AEIs) every once in a while. If the timing of the GM award coincides with these AEIs, the DID cannot isolate the effect of the GM award from the other relevant improvements in the property as a result of the AEI.

Information about the GM awards was obtained by scraping the Building Construction Authority of Singapore (BCA) Green Mark Buildings Directory,¹ searching for Residential and Mixed Developments. Since the GM Buildings Directory only contained the year of award, I obtained the exact dates of the award by searching for “BCA Awards” the Straits Times archive from LexisNexis. Green Mark winners are announced on the BCA awards night, so I searched for the dates of the BCA awards night for each year (2005 till 2015).

Information about condominium facilities was obtained from (??). Construction Quality Assessment System (CONQUAS) scores for projects were obtained from the BCA’s Information on Construction Quality (IQUAS) database.²

3.2 Descriptive Statistics

¹The BCA Green Mark Buildings Directory contains a list of buildings which are awarded with the Green Mark award. Information about the award such as the award year is provided. Website can be found here: https://www.bca.gov.sg/green_mark/KnowledgeResources/BuildingDirectory.aspx

²The IQUAS database contains information about projects, such as the CONQUAS score and Quality Mark certification. Website can be found here: <https://www.bca.gov.sg/Professionals/IQUAS/IQUAS/default.aspx?menuID=4>

Table 3.1: Comparison of GM and non-GM Properties

	Overall (N = 134,183)	Non-GM (N = 83,366)	GM (N = 50,817)
Property Type			
Apartment	44,594 (33%)	36,169 (43%)	8,425 (17%)
Condominium	89,589 (67%)	47,197 (57%)	42,392 (83%)
Unit Price (S\$/psm)			
Min	3253.686	3253.686	4231.134
Mean (SD)	14,068.65 (6,043.71)	13,854.26 (6,088.18)	14,420.35 (5,953.40)
Max	78067.94	78067.94	66968.64
Unit Size (sqm)			
Min	24	24	34
Mean (SD)	100.98 (51.51)	96.38 (49.75)	108.52 (53.43)
Max	1289	879	1289
Distance to MRT (km)			
Min	0.04728256	0.04728256	0.05318607
Mean (SD)	0.94 (0.73)	1.03 (0.71)	0.80 (0.72)
Max	5.745097	5.745097	3.355272
Missing	625 (0%)	572 (1%)	53 (0%)
Lease Type			
Leasehold	76,686 (57%)	37,913 (45%)	38,773 (76%)
Freehold	57,497 (43%)	45,453 (55%)	12,044 (24%)
Green Mark Award			
Certified	4,997 (4%)	0 (0%)	4,997 (10%)
Gold	21,345 (16%)	0 (0%)	21,345 (42%)
Gold Plus	20,128 (15%)	0 (0%)	20,128 (40%)
Platinum	4,347 (3%)	0 (0%)	4,347 (9%)
No Award	83,366 (62%)	83,366 (100%)	0 (0%)
CONQUAS Score			
61-70	638 (0%)	548 (1%)	90 (0%)
71-80	4,259 (3%)	3,584 (4%)	675 (1%)
81-90	25,202 (19%)	15,663 (19%)	9,539 (19%)

	Overall (N = 134,183)	Non-GM (N = 83,366)	GM (N = 50,817)
> 90	37,741 (28%)	15,044 (18%)	22,697 (45%)
Missing	66,343 (49%)	48,527 (58%)	17,816 (35%)
Facilities (%)			
BBQ Pit	0.66 (0.47)	0.64 (0.48)	0.69 (0.46)
Swimming Pool	0.67 (0.47)	0.71 (0.45)	0.62 (0.49)
Tennis Court	0.51 (0.50)	0.42 (0.49)	0.66 (0.47)
Basketball Court	0.06 (0.24)	0.07 (0.25)	0.05 (0.23)
Gym	0.75 (0.43)	0.76 (0.43)	0.73 (0.45)
Function Room	0.31 (0.46)	0.26 (0.44)	0.38 (0.48)
Jacuzzi	0.44 (0.50)	0.46 (0.50)	0.40 (0.49)
Sauna	0.12 (0.32)	0.09 (0.29)	0.15 (0.36)

3.3 Methodology

Certified buildings can have a price premium due to two reasons: either the signalling effect provided by the certification, or that good features tend to cluster together such that green buildings are also higher quality buildings in other aspects. This paper uses a difference-in-differences (DID) approach to isolate the signalling effect from any other factors that might contribute to a price premium.

This paper uses a feature of the GM program in Singapore to isolate the signalling effects of an environmental certification. Because certification takes time, developments sometimes get the award only after their launch. This makes it possible to use a DID framework to isolate the effect of the award as a signal from other unobserved characteristics. The idea is that the award is an “unexpected shock” to buyers, and hence the price premium attributed to the property after the award will be independent of other unobserved characteristics, which may cluster together with green features.

This study uses only new sales of private residential properties, excluding ECs.

4 EMPIRICAL RESULTS

Table 4.1: Effects of GM Award on Price

	<i>Dependent variable:</i>		
	Natural log of Price psm		
	(1)	(2)	(3)
GM Award	0.045*** (0.002)	0.083*** (0.003)	0.025*** (0.002)
Property Type: Condominium		0.084*** (0.004)	0.054*** (0.003)
ln(Area (sqm))		-0.178*** (0.002)	-0.129*** (0.002)
Freehold		0.150*** (0.005)	0.148*** (0.004)
Floor		0.008*** (0.0003)	0.008*** (0.0002)
Floor ²		-0.00002** (0.00001)	-0.0001*** (0.00001)
First Floor		-0.037*** (0.002)	-0.044*** (0.002)
Top Floor		-0.059*** (0.003)	-0.083*** (0.002)
Distance to MRT (km)		-0.082*** (0.003)	-0.024*** (0.002)
Years to Completion		-0.027*** (0.001)	-0.027*** (0.001)
4-digit Postal Code Fixed Effects	No	Yes	Yes
Year-Month Dummies	No	No	Yes
Condo Facilities Dummies	No	Yes	Yes
Observations	134,183	103,123	103,123
R ²	0.003	0.825	0.927
Adjusted R ²	0.003	0.824	0.926
Residual Std. Error	0.375 (df = 134181)	0.163 (df = 102612)	0.106 (df = 102451)

Note:

*p<0.1; **p<0.05; ***p<0.01

Table 4.2: Difference-in-difference Models

	<i>Dependent variable:</i>		
	Natural log of Price psm		
	(1)	(2)	(3)
GM Award	0.015*** (0.002)	0.023*** (0.003)	0.017*** (0.002)
GM x After GM	0.016*** (0.002)	0.029*** (0.002)	0.012*** (0.002)
Property Type: Condominium	0.054*** (0.003)	0.052*** (0.005)	0.049*** (0.003)
ln(Area (sqm))	-0.129*** (0.002)	-0.110*** (0.002)	-0.129*** (0.002)
Freehold	0.147*** (0.004)	0.095*** (0.005)	0.145*** (0.004)
Floor	0.008*** (0.0002)	0.008*** (0.0002)	0.008*** (0.0002)
Floor ²	-0.0001*** (0.00001)	-0.0001*** (0.00001)	-0.0001*** (0.00001)
First Floor	-0.044*** (0.002)	-0.052*** (0.002)	-0.044*** (0.002)
Top Floor	-0.083*** (0.002)	-0.075*** (0.002)	-0.083*** (0.002)
Distance to MRT (km)	-0.024*** (0.002)	-0.004 (0.003)	-0.025*** (0.002)
Years to Completion	-0.028*** (0.001)	-0.030*** (0.001)	-0.027*** (0.001)
CONQUAS Score		0.004*** (0.0002)	
CONQUAS Score: 71-80			0.218*** (0.010)
CONQUAS Score: 81-90			0.179*** (0.009)
CONQUAS Score: > 90			0.209*** (0.009)
CONQUAS Score: Missing			0.193*** (0.009)
4-digit Postal Code Fixed Effects	Yes	Yes	Yes
Year-Month Dummies	Yes	Yes	Yes
Condo Facilities Dummies	Yes	Yes	Yes
Observations	103,123	65,403	103,123
R ²	0.927	0.940	0.927
Adjusted R ²	0.926	0.939	0.927
Residual Std. Error	0.106 (df = 102450)	0.100 (df = 64951)	0.106 (df = 102446)

Note:

*p<0.1; **p<0.05; ***p<0.01

Table 4.3: Placebo Difference-in-difference Tests

	<i>Dependent variable:</i>	
	Natural log of Price psm	
	(1)	(2)
GM Award	0.020*** (0.006)	-0.018** (0.007)
GM x After (6 months before GM)	0.066*** (0.004)	
GM x After (12 months before GM)		0.078*** (0.005)
Property Type: Condominium	0.048*** (0.006)	0.053*** (0.006)
ln(Area (sqm))	-0.114*** (0.002)	-0.114*** (0.002)
Freehold	0.156*** (0.006)	0.155*** (0.006)
Floor	0.009*** (0.0002)	0.009*** (0.0002)
Floor ²	-0.0001*** (0.00001)	-0.0001*** (0.00001)
First Floor	-0.050*** (0.002)	-0.050*** (0.002)
Top Floor	-0.083*** (0.003)	-0.083*** (0.003)
Distance to MRT (km)	0.025*** (0.006)	0.030*** (0.006)
Years to Completion	-0.023*** (0.001)	-0.022*** (0.001)
CONQUAS Score	0.007*** (0.0005)	0.007*** (0.0005)
4-digit Postal Code Fixed Effects	Yes	Yes
Year-Month Dummies	Yes	Yes
Condo Facilities Dummies	Yes	Yes
Observations	45,451	45,451
R ²	0.946	0.946
Adjusted R ²	0.946	0.946
Residual Std. Error (df = 45029)	0.091	0.091

Note:

*p<0.1; **p<0.05; ***p<0.01

5 CONCLUSION

REFERENCES

- Akerlof, George A. 1970. "The Market for 'Lemons': Quality Uncertainty and the Market Mechanism." *The Quarterly Journal of Economics* 84 (3): 488. doi:10.2307/1879431.
- Bartlett, Ed, and Nigel Howard. 2000. "Informing the decision makers on the cost and value of green building." *Building Research & Information* 28 (5-6): 315–24. doi:10.1080/096132100418474.
- Building and Construction Authority. 2015. "Enhanced \$20 Million Green Mark Incentive Scheme for New Buildings (GMIS-NB)." <https://www.bca.gov.sg/GreenMark/gmis.html>.
- . 2017. "BCA Green Mark Assessment Criteria." https://www.bca.gov.sg/GreenMark/green{__}_mark{__}criteria.html.
- Department of Statistics Singapore. 2017. "Infographic - Singapore Population." <http://www.singstat.gov.sg/statistics/visualising-data/infographics/population>.
- Housing and Development Board. 2015a. "Buying a New Executive Condominium." <http://www.hdb.gov.sg/cs/infoweb/residential/buying-a-flat/new/eligibility/executive-condominiums>.
- . 2015b. "Buying a New Flat." <http://www.hdb.gov.sg/cs/infoweb/residential/buying-a-flat/new>.
- Kats, Gregory H. 2003. "Green Building Costs and Financial Benefits." *Massachusetts Technology Collaborative*, 2–5. doi:10.1089/jop.2006.22.291.
- Matisoff, Daniel C., Douglas S. Noonan, and Mallory E. Flowers. 2016. "Green Buildings: Economics and Policies." *Review of Environmental Economics and Policy* 10 (2): rew009. doi:10.1093/reep/rew009.
- Sing, Tien Foo, I. Chun Tsai, and Ming Chi Chen. 2006. "Price dynamics in public and private housing markets in Singapore." *Journal of Housing Economics* 15 (4): 305–20. doi:10.1016/j.jhe.2006.09.006.
- Vierra, Stephanie. 2016. "Green Building Standards and Certification Systems." <https://www.wbdg.org/resources/green-building-standards-and-certification-systems>.