

WORKING TOGETHER TO BUILD A HOME FOR HUMAN POTENTIAL THAT DOESN'T COST THE EARTH

Reall and UN-Habitat Cities Investment facility (CIF) are collaborating to unlock investment in green affordable housing, drawing on 30 years of experience Reall has with partners in emerging markets and a growing pipeline of project investment opportunities between each organisation.

We believe that working together gives us the opportunity to increase our impact and crowd in strategic players who can disrupt the housing market for people living on low incomes.

About Reall

Green, resilient homes are at the nexus of climate challenge, affordability and inclusion they are a critical opportunity to deliver on mitigation and resilience, while stimulating economic growth. **Reall** finds sustainable housing ecosystem pioneers, and works with them to kick-start markets through innovation and investment in affordable housing and end-user finance in urban Africa and Asia, exclusively targeting people in the bottom **40%** of the income pyramid – where the need is greatest and the housing deficit is most acute.

About CIF

The Cities Investment Facility strives to unlock significant capital flows to inclusive sustainable urbanisation projects, which align investors' requirements around finance and impact with developments proposed by municipalities. By intervening at this upstream stage, **CIF** will make its greatest impact in developing bankable sustainable infrastructure projects in low- and middle-income cities.

PARTNER PROFILE: CASA REAL



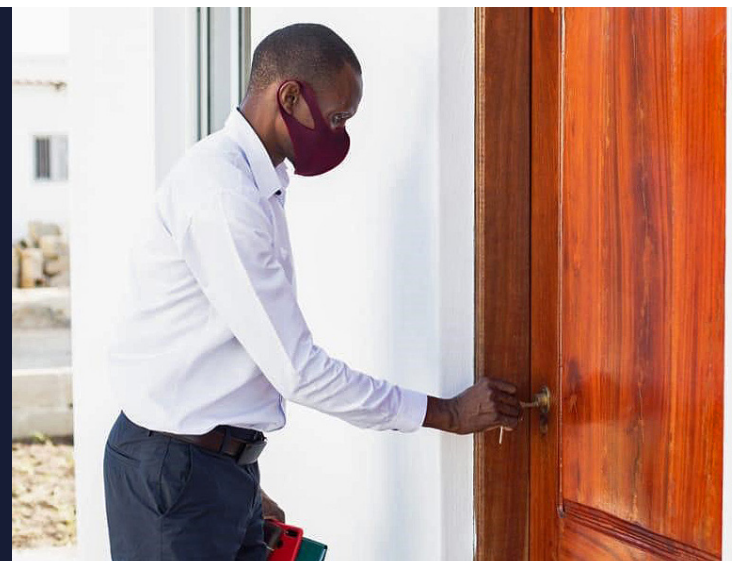
In Mozambique, prior to Casa Real, the cheapest formal homes available used to be priced from **\$55,000** – unaffordable to **99%** of the population. In a country of 30 million people, there were just **600** mortgages, and housing finance was only for the wealthy elite. **80%** of housing was self-built with low quality materials, and extremely vulnerable to natural disaster. In 2019 Cyclone Idai demonstrated the urgent requirement for resilient and affordable housing across Mozambique, and the huge possibility for transformation on offer to an organisation with the innovation, imagination and skill to create a solution.

Cyclone Idai destroyed at least 70% of housing in Beira in 2019; but **all 10 of Casa Real's pilot homes remained standing**, with only minimal and easily repaired damage.

Innovative construction techniques and high-quality materials ensure built-in resilience to climate shocks. Following the cyclone, Casa Real again considered environmental factors, design and building materials, in order to improve the climate resilience of all their homes.

CASA REAL HAVE BEEN ABLE TO DEMONSTRATE THAT AFFORDABLE AND RESILIENT HOUSING IS COMMERCIALY VIABLE. THEIR EFFORTS HAVE BEEN TRULY GROUND-BREAKING.

Patrick Domingos Tembwa
Reall's Director of Investment & Operations



CASA REAL COMBINE A TRAIL-BLAZING APPROACH TO UNLOCKING HOUSING FINANCE FOR EARNERS ON LOW INCOMES WITH PROVEN CLIMATE-RESILIENT ARCHITECTURAL DESIGN.

Financial Innovation – Casa Real are the first organisation to work with a bank in Mozambique to access mortgages for earners on low incomes.

Affordability – Site homes are accessible to the bottom 40% of income earners, with prices starting at just **\$10K** per unit.

Integrated Essential Services – All houses come equipped with indoor water, electricity, and sanitation, improving health outcomes and security.

Opportunity – These safe, quality homes are life-changing for families, situated within walking distance to schools, healthcare, local markets and employment hubs, and easy access to national and international transport links.

Resilience – Casa Real homes are constructed to ensure built-in resilience to climate shocks, providing vital protection to vulnerable communities.

Eco Homes – Casa Real's latest range of 'Casas Verdes' incorporate solar power, wastewater recycling, insulated roofs and FSC certified timber.

Casa Real has pioneered an innovative approach to house financing in Mozambique, generating revenue by selling and leasing homes. Having worked closely with the Beira Municipal Council to agree much smaller plot sizes for affordable homes, Casa Real has been working to establish a rent-to-buy partnership with Bank Absa-Mozambique.

All of Casa Real's incremental homes are available for purchase or on a **tenant purchase scheme (TPS)** with a rental price of **\$70** per month for five years, giving new homeowners time to acquire a credit rating to access housing finance. For each year of rental, tenants gain a reduction in the eventual sales price. The TPS is renewable up to a maximum of 15 years by which time the capital has been paid off.

Housing that grows with its families

With long term planning and community development in mind, Basic Houses (100m² plots) progress from one-bedroom to two-bedroom homes, and Standard Houses (150m² plots) from two to three bedrooms, as incomes increase, and families expand.

The foundations laid by Casa Real empower residents to add extra rooms as they are able, adding value to their homes, and building for the future. Clients are already innovating within this framework, expanding upwards on the strong foundations to add further rooms on a second floor.

Casa Real has 105 Basic homes and 55 Standard homes planned at their Inhamizua site in Beira, due for completion by 2023, providing for 160 households. New sites in Beira and nearby cities are being negotiated with municipalities.

Casa Real have been able to demonstrate that affordable and resilient housing is commercially viable. Their efforts have been truly ground-breaking.

Patrick Domingos Tembwa, Reall's Director of Investment & Operations

WORKING WITH PIONEERING PARTNERS LIKE CASA REAL, REALL'S CLIMATE-SMART, AFFORDABLE HOMES STRATEGY IS A LOW-CARBON, HIGH-RESILIENCE SOLUTION TO THE CLIMATE CRISIS, THE HOUSING GAP, AND ECONOMIC PROSPERITY.

AWARDS & ACCREDITATIONS

Casa Real was a **Finalist** for the **Best Affordable Housing Project Award 2021** in the **Africa Property Investments (API) Awards**