VALAI | AVJennings

Case study:
How AV Jennings used VALAI intelligence to unlock sustainable housing value

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VALAI Intelligence - AVJennings Case Study

VALAI Advisory | AVJennings

How Australia's leading home builder helped buyers identify $26,000-$37,500 in household savings over 10 years

VALAI and AV Jennings partnered to translate complex sustainable design benefits into compelling market value, turning technical innovation into clear financial advantages for homeowners and investors.

The challenge

AV Jennings created the Stellar Collection, a home design featuring the Pro9 walling system with steel frame construction, solid foam insulation, and double glazing that exceeds 7–star energy standards, but struggled to communicate its tangible benefits to buyers and investors.

The solution

AV Jennings engaged VALAI to bridge the gap between technical performance and everyday benefit:

- In-depth financial and operational analysis of six homes across NSW, VIC and QLD
- Comparative analysis between Stellar Collection and standard homes for owner-occupied and tenanted scenarios
- Assessment of Pro9 walling system performance in real-world conditions
- Turning complex data into clear savings figures for customers
- Third-party validated report for marketing, sales and investor materials

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The Impact

18-20%
reduction in operating expenses over 10 years compared to conventional homes

$26,000-$37,500
equivalent household savings over 10 years

$6,700-$14,000
in energy savings over 10 years due to lower electricity and gas use

$9,600-$11,900
potential mortgage interest savings through green home loan access

2-2.5%
higher internal rate of return (IRR) for investors compared to conventional dwellings

5-10%
future uplift potential in resale value based on international market trends

Evidence of performance

The Stellar Collection consistently outperformed conventional builds across all markets and ownership models, proving that energy-efficient design isn't just good for the planet, it's good for the bottom line.

VALAI Advisory services are available for property developers and builders seeking to translate complex technical innovations into compelling market value propositions that resonate with buyers and investors.

VALAI

Advisory

Strategic climate intelligence solutions

Bespoke consulting services for complex sustainability challenges for enterprises, government agencies, and research institutions

Climate reporting

Custom climate risk analysis leveraging VALAI's comprehensive Australian property database to support regulatory compliance and strategic decision-making frameworks.

Energy efficiency reporting

Portfolio performance analysis utilising VALAI's novel data insights to benchmark efficiency outcomes and quantify improvement opportunities across residential and commercial property assets.

Energy efficiency advocacy

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Custom data models

Bespoke analytics development extending VALAI's proprietary intelligence engine to address specific organisational requirements and integration challenges.

AI models

Machine learning solutions built on VALAI's proven data science capabilities, delivering predictive insights for climate risk assessment and portfolio optimisation.

Thought leadership

Strategic advisory combining executive expertise with VALAI's insights, delivered through industry speaking engagements, conference presentations, research publications, and strategic partnerships.

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