



WAVO

The World Association of
Valuers Organisations

HypZert



WAVO

world association of valuation organisations

Porto, 9 November 2018

HypZert – An Initiative of the German Financing Industry



Association of German Banks



National Association of German Cooperative Banks



German Savings Banks Association



Association of German Pfandbrief Banks



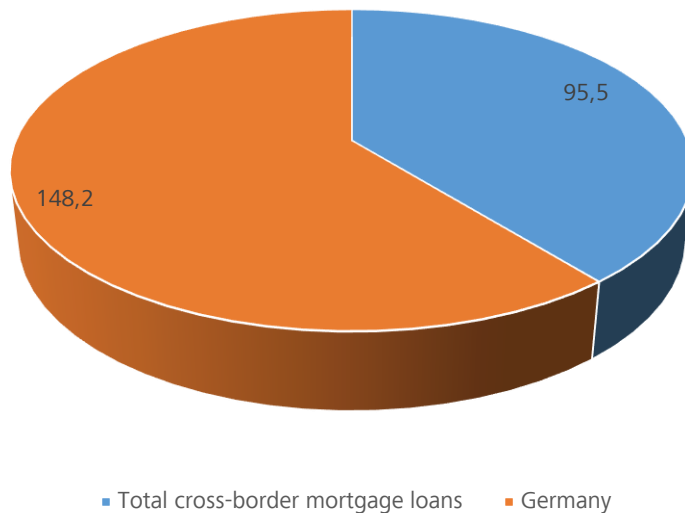
Association of Private Bausparkassen (Building Societies)



Association of German Public Banks e.V.

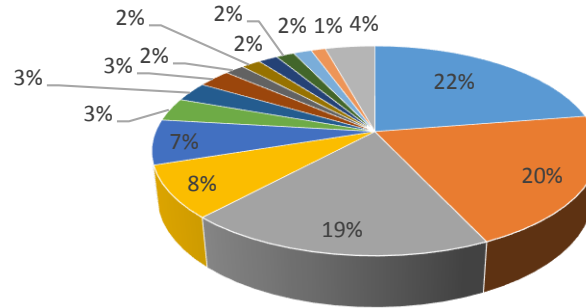
German Pfandbrief Banks' Cross-Border Business

Commercial Mortgage Lending 2017
Domestic and Cross-Border Loans Outstanding in EUR bn.



German Pfandbrief Banks' Cross-Border Business

Cross-Border Commercial Mortgage Loans Outstanding 2017
Breakdown by Country (share in %)



- Great Britain
- Netherlands
- Sweden
- Belgium
- Luxembourg
- France
- Poland
- Spain
- Austria
- Canada
- USA
- Italy
- Czech Republic
- Finland
- other cross-border mortgage loans

WAVO: The World Association of Valuers Organisations



Global Network of professional property valuation organizations in private practice, business and industry, the public sector and education

WAVO members are located around the world:

- » South-East Asia (Singapore)
- » Asia (Hong Kong, Korea and China)
- » Australasia (Australia and New Zealand)
- » Europe (Romania, Germany, Portugal)
- » America (United States and Mexico)

WAVO: Tasks and Objectives

- » Develop and enhance the valuation
- » Ensure the provision of services of consistently high quality and uniformity
- » Promoting best practices, supporting robust and consistent standards
- » Encouraging higher valuation education and facilitating lifelong learning
- » Work with and support the International Valuation Standard Council (IVSC) regarding real estate valuation



“Think global, act local”: How to find the right partner?

Quality & Regionality:

- » Market know-how
- » Regional specifics
- » Valuation methods and standards
- » Legal conditions
- » Specialized capacities
- » Principles of professional ethics



WAVO World Recognized Valuer (WAVO WRV)

The Global Valuer Alliance



Requirements for associations and single members

- » Quality and suitability of the entire WAVO member association
- » National recognized degree/title (real estate valuation)
- » Compliance with professional principles and ethical standards
- » Continuing professional development (CPD)
- » Accreditation and/or ongoing monitoring of the association by a recognized private/state controlled supervisory authority
- » Compliance with WAVO standards

Fee Structure for National Organizations

Maximum 10,000 USD per association

- Annual fee 10 USD per person
- Fixed for 5 years

Minimum 2,000 USD per association

Your Benefits

- » Internationally recognized title
- » Cooperation with the best regional/national partners
- » High requirements and standards in quality
- » International clients
- » Find information and valuers in a specific region more easily



Memorandum of Cooperation (MOC) between International Valuation Standard Council & WAVO since 2016:

- » Globally recognized standards for the valuation profession
- » Transparency and consistency for cross border transactions and international business deals





IVSC-WAVO Global Valuation Conference 2019: Challenges and Opportunities in the Valuation Industry

June 13-14, 2019
Frankfurt Marriott Hotel, Germany





Tanja Reiss
HypZert GmbH
Georgenstr. 24
10117 Berlin
Germany

Phone: +49 30 206 229 14
reiss@hypzert.de
www.hypzert.de

HypZert